Project:
PRODUCERS GROUP AND PACKING HOUSE FOR MARKETING TABLE GRAPE

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Complex Project that aimed several SDGs

1. No Poverty
2. Decent Work and Economic Growth
3. Sustainable Cities and Communities
4. Partnerships for the Goals
Table Grape Production – important source of income in rural area

- 3000 TG producers
- 92% less 3 ha
After period of exports increase, stagnation in 2010-2012
Why: lack of table grape quality demanded by the markets

TG Producers offer

Markets demands

- Lack of packing and precooling facility
- Higher quality standards requirements, even on traditional markets (Russia)
- Quality Non conformity to the EU requirements
Costești – ideal platform for demonstration of new approach

- Sorting and packaging only using specialized lines;
- Investment is reasonable only in case of big volumes;
- Solution: producers group + packing house;
- Costești – main channel of table grape exports from Moldova (50%);
- Existing Association of Table Grape Producers and Exporters – APESC (45 members)
Project involved the resources and expertise of many development partners

Presidential Office (GoM): 1 mln. EUR for construction of packing house
Bank: 0.7 mln. EUR for cold generation equipment

Regional Dev. Fund (GoM)
... even for EU Commissar for agricultural and rural development

H.E, PM of Romania, Dacian Cioloș visiting Costești Packing House in 2013
Support of development partners have been crucial for the success

- Encouraging farmers to get together
  - First Coop investing such amount
- Establishment of PPP with LPA
  - First PPP in agricultural sector
- Obtaining the GoM support
  - First investment of Regional Development Fund in Ag. Sector
- Overcoming bank’s skepticism about loaning an ag. coop
Model in cooperation of development partners

• USAID supported the Project at incipient stage (2011)
  – Project Agricultural Competitiveness and Enterprise Development (ACED)

• RoAid supported the Project at implementation stage (2014-2015)
  – Financial support to ACED via USAID, allowing ACED to intensify the technical assistance support to the Project
RoAid Support: consultative legal support for establishment of Coop and negotiation of PPP
RoAid support: study tour in Italy on coop development and activity
RoAid support: producing new type of packaging for EU market
RoAid support: participation of Coop members at international trade shows

Golfood Expo 2016, Dubai, United Arab Emirates
New jobs with higher salaries
All beneficiaries of the Project are grateful for the contribution of GoR

H.E., Ambassador of Romania in Moldova, Marius Lazurcă at official launching of Packing House in Costești vlg., December 2015
Results

- Model of sustainable development of the table grape value chain in Moldova
  - 2 other Packing Houses are under development in Moldova
- Linkage of small farmers export markets
- Economic development – engine of community development
- Model of synergy among development partners
RoAid and USAID continue to support table grape value chain of Moldova

A new Partnership Agreement signed for implementation of a new Project for competitiveness development of Table Grape Value Chain in Moldova (June 2016)
• Agency for sustainable socio-economic development “BizGates” mission is to develop socio-economic sectors of Moldova through promoting innovative ideas, methods and knowledge based standards of sustainable development.

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Thanks a lot!

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