

**Forum AGENDA, day 1**  
**V-th International Investment Forum «Invest Gagauzia - 2019»**  
**November 8, 2019 ATU Gagauzia, mun. Comrat**

**Final Draft Agenda**

Time, place	Agenda
<b>9.00 – 10.00</b> Casa de Cultura m. Comrat	<b>Registration and welcome coffee</b>
<b>9:00 – 10.00</b>	<b>Press Work</b>
<b>10.00 – 12.00</b> Casa de Cultura, m. Comrat  <b>10:00 – 10:40</b>	<b>Official opening, V-th International Investment Forum “INVEST GAGAUZIA – 2019”</b> <b>Welcome words. Regional investment climate</b> <i>Working language (translation provided): Russian, Romanian, English, Turkish</i> <ul style="list-style-type: none"> <li>• <b>Irina VLAH</b>, Governor (Bashkan) ATU Gagauzia (Gagauz Eri)</li> <li>• <b>Maia SANDU</b> Prime Minister of the Republic of Moldova (tbc)</li> <li>• <b>H.E. Peter MICHALKO</b>, The Ambassador of the EU Delegation to the Republic of Moldova</li> <li>• <b>H.E. Gurol SOKMENSUER</b>, The Ambassador Extraordinary and Plenipotentiary of Republic of Turkey in Republic of Moldova</li> <li>• <b>H.E. Dereck J. HOGAN</b>, The Ambassador Extraordinary and Plenipotentiary of USA to the Republic of Moldova</li> <li>• <b>Oleg MELNICHENKO</b>, Chairman of the Federation Council Committee on the Federal Structure, Regional Policy, Local Government and the Affairs of the North</li> </ul>
<b>10:30 – 12:15</b>	<b>Plenary session: Regional Economic Development</b> <b>Moderator: Mariana RUFU</b> , Executive Director of the Association of European Businesses of Moldova <b>Discussion panel:</b> <ul style="list-style-type: none"> <li>• <b>Irina VLAH</b>, Governor (Bashkan) ATU Gagauzia (Gagauz Eri)</li> <li>• <b>H.E. Angela GANNINGER</b>, The Ambassador Extraordinary and Plenipotentiary of Germany to the Republic of Moldova</li> <li>• <b>Vadim BRINZAN</b>, Minister of Economy and Infrastructure of the Republic of Moldova</li> <li>• <b>Angela SAX</b>, Head of European Bank for Reconstruction and Development</li> <li>• <b>Anna AKHALKATSI</b>, World Bank country manager</li> <li>• <b>Antonio CASTILLO</b>, European Investment Bank (EIB), country director</li> <li>• <b>Rodica VERBENIUC</b>, General Director of Moldovan Investment Agency</li> </ul> <p style="text-align: center;"><b>Success Story:</b></p> <b>Ernesto SEGARRA BOIX</b> , Director of Fujikura Automotive MLD representative office in Republic of Moldova <b>Marco HÖßI</b> , CEO Kaufland and Romania
<b>12.15 – 12.45</b> Culture house m. Comrat	<b>MoU with Kaufland</b> , Marco HÖßI, CEO Kaufland and Romania Press communication

<p><b>13.00 – 14.15</b>  Venue: m. Comrat  Restaurant "Vodolei"</p>	<b>Networking Lunch</b>		
<b>Plenary Sessions</b>			
<p><b>14.30 – 16.00</b>  Venue: DK, Casa de Cultura m. Comrat  <b>Section I. Opportunities for providing personnel for an innovative economy</b>  Working language (translation provided):  Russian, Romanian, English, Turkish</p>	<p><b>12:00 -16:00</b>  Comrat State University  <b>Section II. Gagauzia Career Forum.</b>  Working language (translation provided):  Russian, Romanian</p>	<p><b>14:30-16:00</b>  Comrat State University  <b>Section III. Wine tourism to support of the wine industry.</b>  Working language (translation provided): Russian, English</p>	<p><b>14:30 – 16:00</b>  Venue: DK, Casa de Cultura m. Comrat, 2<sup>nd</sup> Floor  <b>Section IV. Matchmaking/ B2B</b>  Working language (translation provided): Russian, Romanian, English, Turkish</p>
<p><b>Human capital development for an innovative economy in Gagauzia.</b>  <b>Moderator: Ana CHIRITA</b>, Association of IT Companies, ATIC  <b>Speakers:</b>  <b>Liliana NICOLAESCU-ONOFREI</b> - Minister of Education, Culture and Research of the Republic of Moldova  <b>Olesea TANASOGLO</b> – Deputy Governor ATU Gagauzia  <b>Dinu Turcanu</b> - Prorector of the Technical University of Moldova (UTM)  <b>Sergei ZAHARIA</b> – Rector of Comrat State University  <b>Selda OZDENOGLU</b>, Head of TIKa Agency in Moldova. Presentation of Comrat Industrial College “R. ERDOGAN”  <b>Marina BZOVI</b> – ATIC Executive Director</p> <p><b>Dual Vocational Education in Gagauzia,</b>  <b>Oana VODITA</b>, GIZ Dual VET Project Manager for Green Economy.</p> <ul style="list-style-type: none"> <li>• <b>Vera BALOVA</b>, Director Vocational school,</li> <li>• <b>Ivan NEDOV</b>, Head of Batstractor company</li> </ul>	<p><b>12:00 – 16:00. Exposition of Educational centers and Local companies.</b>  Offers of employers in Gagauzia.  <b>Partners:</b> Best people, HR Consulting, Rabota.md; ANOFM, GIZ &amp; SDC.</p> <p><b>14:00 – 14:30 Investment Opportunities for regional BPO &amp; SHARED SERVICES CENTERS (SSC)</b></p> <ul style="list-style-type: none"> <li>• BPO &amp; SSC overview <b>Alina MONACU, GIZ</b></li> <li>• <b>Lilia Silciuc Engelen</b>, Essers data processing</li> <li>• <b>Diana VASILIEV</b>, Banden de Conde, Efficient Data processing</li> <li>• <b>Alexandr BABOGLO</b>, Founder “Work Point” first IT &amp; Marketing company in Gagauzia “How to earn more”</li> </ul> <p><b>14:30 – 16:00</b> Career training workshops,  <b>Svetlana SCUTELNICIUC</b> (Best People <a href="http://www.bestpeople.md">www.bestpeople.md</a>):</p> <ol style="list-style-type: none"> <li><b>1. Job Search Strategy:</b>  - where to begin?  - how to evaluate your abilities?</li> <li><b>2. Resume and motivation letters:</b></li> </ol>	<p>Moderator: <b>Tatyana DONCEVA</b>, head of the pilot project to create the “Regional Center for Business Information and Support for ATU Gagauzia” (RBISC)</p> <ol style="list-style-type: none"> <li>1. Greetings. <b>Peter CORSBY</b> - Leader of the Mayors for Economic Growth Initiative</li> <li>2. Challenges and development prospects in wine tourism in the ATU Gagauzia. <b>Alla LEVITSCAIA</b> - Director of the Institute for Regional Economic Development.</li> <li>3. Opportunities for the development of wine tourism in Moldova with the support of international donors. The development of wine production combined with tourism. <b>Diana LAZAR</b> (USAID)</li> <li>4. The path to success in the implementation and promotion of wine tourism in Gagauzia. <b>Larisa CERVEN</b> (Cara Gani)</li> <li>5. Development and promotion of wine tourism in Georgia, <b>Nini</b></li> </ol>	<p>Invest Gagauzia in partnership with ODIMM and CCI supported by GIZ &amp; SDC.  Bilateral meetings of local SMEs with representatives of international business to integrate SMEs of Gagauzia into the global value chain.</p> <p>Prearranged meetings with international companies and local SMEs.  Kaufland  Fujikura Automotive  Asena Textil  Terra Impex  Turkish delegation</p>

- how to create a marketing resume?
  - why do I need a cover letter and how to write it?
- 3. Interview:**
- How to prepare for an interview?
  - What types of interviews are there and what does each of them suggest?
  - "strange" questions at the interview and how to answer them?
  - typical mistakes at the interview and how to avoid them
  - what to wear, how to behave, what to ask and other "little things"

**Exhibitors:**

- *Local companies*
- *Comrat State University,*
- *Taraclia State University,*
- *Cahul State University,*
- *Technical University of Moldova UTM*
- *Comrat Vocational School*
- *Ceadir-Lunga Vocational School*
- *Vulcanesti Vocational School*
- *Pedagogical College Comrat*
- *Dual VET Project*
- *ANO FM*
- *Startups / Incubator Services*

*This event is organized with the support of the Project "Counseling the Government of the Republic of Moldova in Economic Policies" implemented by GIZ Moldova with the financial support of the German Federal Ministry for Economic Cooperation and Development (BMZ) and of the Swiss Agency for Development and Cooperation (SDC)*

- NINOSHVILI**, Gurjaan Municipality, Georgia
6. Wine festivals as a means of promoting tourism, **Ani GRIGORYAN**, g. Yeghegnadzor, Armenia
7. Tourism development through local festivals, **Valiancin PIMENAU**, Slonim, Grodno region, Belarus
8. Startup and first achievements in the wine tourism of Gagauzia. **Sergey SARI** - a young entrepreneur, Winetage LLC

16:00 Presentation of the Compound "Wines of Comrat". Closed event for pre-registration.

*This event is organized with support of "Mayors for Economic Growth" Initiative and a pilot project of the Executive Committee of Gagauzia by creating a "Regional Center for Business Information and Support for ATU Gagauzia" (RBISC).*

<p><b>16.00 – 16.15</b>  <i>Venue: DK, Casa de Cultura  m. Comrat,  Comrat State University</i></p>	<p><b>Coffee break</b></p>
<p><b>16.15 – 17:30</b>  <i>Venue: DK, Casa de Cultura  m. Comrat</i></p>	<p><b>Section V. Gagauzia - a place for the development of SMEs</b></p> <p><b>Moderator: Andrei CRIGAN</b>, Gateway &amp; Partners</p> <p><b>Anatol USATII</b>, First Deputy Governor of ATU Gagauzia  <b>Natalia COJOCAR</b>, Head of the Agency for attracting investments and promoting the export of Gagauzia. Gagauzian offer for SMEs, Investment agency “Invest Gagauzia”  <b>Iulia COSTIN</b>, General Director of ODIMM. SME Support Tools  <b>Veronica ARPINTIN</b> - presentation of EBRD financial instruments  <b>Oleg Paingu</b>, Vice President MAIB, SMEs financing program, EU4Business in partnership with EBRD  <b>Vladimir CARA</b>, Head of NEXT Association</p> <p><b>Success Stories:</b>  <b>Vladimir STANCIU</b>, Local SME transport services provider  <b>Igor EMILIANOV</b>, CEO Bilargo-Prim, Tiara-Prim. (<a href="http://www.tiara.md">www.tiara.md</a>), online selling experience, supplier, (furniture, polyurethane, foam, mattress, etc.)</p>
<p><b>18:00</b>  <i>Avdarma village  Avdarma restaurant</i></p>	<p><b>Gala Reception and Networking Dinner.</b></p>
<p><b>22.00</b></p>	<p><b>Transfer to Hotel</b></p>

**Forum AGENDA, Day 2 November 9, 2019**  
**V-th International Investment Forum «Invest Gagauzia - 2019»**  
**ATU Gagauzia, mun. Comrat**

<p><b>9:00 – 10:00</b> Venue: Duet Restaurant mun. Comrat</p>	<p><b>Registration of participants and welcome coffee.</b> Register for visits: Comrat, Ceadir-Lunga, Vulcanesti</p>		
<p><b>10:00 – 12:00</b></p>	<p><b>Presentation of Investment Projects.</b> <b>Moderator:</b> Anatol USATII, First Deputy Governor of ATU Gagauzia</p>		
	<p><b>Ion POTLOG</b>, Advisor to the Minister of Economy and Infrastructure  <b>Anatol USATII</b> Project finance as a tool for real investment. Investment Support Tools.  <b>Marin CERNEA</b>, GIZ. Ceadir-Lunga industrial platform. SubZone FEZ “Valkanes”  <b>Sergiu CAPATINA</b>, Industrial Park Center – industrial developer  <b>Mathias von Tucher</b>, Head of Giurgiulesti Free International Port (GFIP),  <b>Vadim CEBAN</b>, Doctor of Economic Sciences, Presentation of the gas power plant project in Vulcanesti  <b>Vitalie VLAH</b>, Presentation of the airport project in Gagauzia.  <b>Svetlana GHENOVA</b>, Marketing Research Expert, Doctor of Economics. Presentation of the project of the tourist equestrian health-improving complex (based on the At-Proline horse farm)  <b>Mihail PASALI</b>, Director of the Chamber of Commerce of the ATU Gagauzia, The concept of a regional business center “Oguz-Business” ,  <b>Igor Ganea</b>, Honey production: sector development perspective.  Q&amp;A session</p>		
<p><b>12:00 – 13.30</b></p>	<p><b>MoU investment projects.</b> <b>Networking lunch.</b> Venue: «Duet» Restaurant, m. Comrat</p>		
<p><b>13.30 – 19.00</b></p>	<p><b>13:30 – 17:30</b> <b>Group 1:</b> visit to m. Comrat (transportation will be provided, registration required)</p>	<p><b>13:30 – 17.00</b> <b>Group 2:</b> visit to m. Ceadir-Lunga (transportation will be provided, registration required)</p>	<p><b>13.30 – 19.00</b> <b>Group 3:</b> visit to Vulcanesti (transportation will be provided, registration required)</p>
	<ul style="list-style-type: none"> <li>• <b>Comrat Subzone of FEZ «Valkanes» visit, Natalia CIUVALSCAIA</b></li> <li>• <b>IPC, industrial developer. Success Story, Sergei CAPATINA</b></li> <li>• <b>Fujikura Automotive MLD visit in FEZ subzone Comrat, Jesus LOPEZ</b></li> <li>• <b>Brownfield visit. Serghei Anastasov, Comrat Mayor. Visit to the production facility 3700 m2, 2 Buzina str. (Local Public Authority property).</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Ceadir-Lunga SubZone FEZ «Valkanes» visit</b></li> <li>• <b>Transtest visit, snack production (Banzai trademark) Harlampi MERAJI</b></li> <li>• <b>Visit to production facilities Molodejnaia str, 5</b></li> <li>• <b>Business Incubator Visit, presentation of the TechnoPark concept, Natalia COJOCAR</b></li> <li>• <b>At-Proline horse farm visit</b></li> </ul>	<p><b>Transfer to Vulcanesti</b> Industrial sites for development. Greenfield &amp; Brownfield.</p> <ul style="list-style-type: none"> <li>• <b>FEZ “Valkanes” visit, FEZ Administrator, Gheorghe CERVEN</b></li> <li>• <b>TERRAIMPEX visit, fiberglass mesh manufacturing. Ivan CAMBUR, Director</b></li> <li>• <b>Altex-Impex, Flouer Production, Alexandr Tiscenco</b></li> <li>• <b>Brown field: Visit to the oil storage facilities “Vulcanesti-Petrol” JSC, Iurie TVEATCOV, Director</b></li> </ul>

<b>19:00 – 20:30</b>	<b>17:30</b> The «Wine of Comrat» tourist compound visit (dinner for visitors)	<b>18:00- 20:00</b> Dinner at “Kazaiak” restaurant, Kazaklia village.	<b>19:00 – 20:30</b> Visit the family KaraGani wine courtyard (dinner for visitors)
<b>20.30</b>	<b>Transfer to Hotel</b>		
<b>10.11.2019</b>	<b>Gagauzia Wine day / Gagauzia “SARAP YORTUSU”</b>		