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DEVELOPING ENTREPRENEURIAL ACTIVITIES OF YOUNG PEOPLE FROM RURAL AREAS



SUCCESS STORIES

Chisinau 2013

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The International Organization for Migration (IOM). Established in 1951, the IOM is the leading inter-governmental organization in the field of migration and works closely with governmental, inter-governmental and non-governmental partners. The IOM, Mission to Moldova acts from 2001, and its main areas of activity are: Migration Management, Migration and Development, Prevention of Human Trafficking, Rehabilitation and Reintegration of victims of trafficking, Labour Migration, Assisted Voluntary Return and Reintegration, and Migration and Health.

With 127 member states, a further 17 states holding observer status, and offices in over 100 countries, the IOM is dedicated to promoting humane and orderly migration for the benefit of all. It does so by providing services and advice to governments and migrants.

The IOM works to help ensure the orderly and humane management of migration, to promote international cooperation on migration issues, to assist in the search for practical solutions to migration problems and to provide humanitarian assistance to migrants in need, including refugees and internally displaced people.

The IOM Constitution recognizes the link between migration and economic, social and cultural development, as well as to the right to freedom of movement.

www.iom.md; www.migratie.md



Organisation for the Development of Small and Medium Enterprises Sector (OSME) is a public, non-commercial, institution created by the Government Decision Nr.538 from May, 17, 2007, launched by the Ministry of Economy in cooperation with other central and local authorities, business associations, and SMEs support providers.

The Mission of the OSME is to contribute to the development of national economy competitiveness for the development of the SME sector.

Objectives:

- Creation of opportunities for the launch and development of a successful business, especially in rural areas;
- Creation and development of entrepreneurial skills and culture;
- Facilitation of SME's access to financial resources;
- Facilitation of SME's access to informational resources;
- Development of public-private dialogue;
- Support of business support infrastructure.

www.odimm.md, www.businessportal.md

DEVELOPING ENTREPRENEURIAL ACTIVITIES OF YOUNG PEOPLE FROM RURAL AREAS

Background

The economic empowerment and entrepreneurial development initiative for youth and women, with two components comprising of free two week trainings and grant awards, was organized and implemented by the International Organization for Migration (IOM Moldova) and the Organization for Small and Medium Enterprise Development (OSME). The initiative is part of the ENPI EU funded project "Supporting the implementation of migration and development component of the Mobility Partnership EU-Moldova".

About 540 young people and women from rural areas all over the Republic of Moldova had the opportunity to participate in the economic empowerment trainings, and 101 of the trained participants received small business development grants which enabled them to start entrepreneurial activities, to provide for their future, and to invest in the prosperous development of the country. Twenty four trainings for youth and women from rural areas, with the added value of including participants from socially vulnerable families, took place during 2011, while grants in the form of equipment worth up to 2000 Euros were disbursed on a competitive basis during the year 2012 and 2013.

The majority of business ideas revolved around work in the agricultural sector: growing vegetables and flowers, animal breeding, and cereal growing, while a smaller portion dealt with the service sector: photocopying and photo services, tailoring, and hairdressing. The young people were monitored, consulted on various issues about the running of a business and were referred to other existing programs which could help them develop their businesses further.

"The lack of economic opportunities is a primary reason for migration, in particular of youngsters and women, as well as for their reluctance to return home. Creation and support of independent income generating activities are the most vital tools for the prevention of (illegal) migration, its possible negative consequences and associated risks, offering sustainable alternatives to migration", says Ghena-die Cretu, IOM Migration and Development Programme Coordinator.

The youth and women economic empowerment and entrepreneurial development initiative was developed to meet the priorities of the Government of Moldova as specified within the National Programme for Economic Empowerment of Young People (PNAET) adopted by Government. The PNAET addresses young people of 18-30 years old who want to develop their entrepreneurial capacities, start their own small businesses in rural locations or wish to extend an existing one and create new workplaces.



Acris Mihail

Age: 23 years old

Business: patent holder in furniture production and wood processing

Locality: v. Pelinei, district Cahul

Migrant experience– two years in Russia

“In life one should learn how to lose, not only how to win.”

After several years spent working in Russia, Mihail came back to his homeland, got married and had a child. The instant his child was born, he decided to stay in the country with his wife and child, who needed Mihail's moral and financial support.

Coming from a family of good householders and well-known wood handicraftsmen, the young man started to manufacture small tables and various wooden sculptures, realizing the orders of clients. Thanks to the village mayor, Mihail found out about the training organized by the OSME and the IOM and immediately applied. He learned many new and valuable things about the management of a business which he had not known before. The grant of about 32000 Moldovan lei was very useful, as he purchased the equipment he lacked in wood processing and this facilitated his furniture manufacture.

At present, Mihail works together with his father and brother, who create real masterpieces. By increasing the variety of things made of wood (Mihail started making staircases) he has enlarged his database of clients. In the future, he plans to rent some space in the town of Cahul in order to display and to sell frames for mirrors, sculpted pillars for staircases, railings and many other things.

Suggestions Recommendations Reflections

Any business is risky. Still, in order to have some success, one needs great desire and perseverance, as in the old saying: he/she who does not risk, does not have success. A very important thing is (self) training, because a person should not pursue not only money, but also knowledge.



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Andronic Vasile

Age: 23 years old

Business: patent holder in the sphere of foto services

Locality: Cahul, Chisinau, Galati

"A good photograph is as memorable as a good film."

Vasile has been passionate about photography art for a long time. He has spent hours in front of the computer, watching photo shoots of the most reputable photographers from various on-line sources. This inspired him to open his own business.

In 2012, with the support of the IOM and the OSME, he purchased a camera with relevant accessories and succeeded in launching his own business. He named it "Fashion", which attracted the attention of Cahul's inhabitants. For almost one year, the young man took photos at different events: weddings, christening parties, birthdays and other events. At the same time, he got some experience, self-confidence and gratitude.

In the summer of 2012, Vasile had the opportunity to work in the capital city Chisinau, where he started developing his business further. Assembling a team of professionals: hair-stylist, make-up, model, Vasile succeeded in creating a qualitative, memorable and attractive product for clients. He cooperates with the model agency "Beauty of Moldova," fashion magazine "Nadin Style" and clothes brand "Nikita Rinadi." As a result of this collaboration, his clients plunge into a world of luxury, refinement and elegance. He is able to measure his success thanks to positive feedback from his clients.

Suggestions Recommendations Reflections
I understood that nowadays photography plays a very important role in an informational environment. A photo is an image that passes a message, it creates a state or emotion, it gives a feeling that it is a photogram from a fairytale. It is a tool for the benefit of science and industry, as well as a very popular hobby. Photography is important in entrepreneurship and it is used in publicity, documentary films, photo-journalism and many other domains. It is essential to analyze the market and to adjust accordingly during the running of a business to enhance its prosperity. Flexibility in time and space allows the business to boom.



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Bejenar Svetlana

Age: 30 years old

Business: patent holder in repair of apartments and houses

Locality: Cahul

Migrant experience – 11 years in the Russian Federation

The majority of citizens of the Republic of Moldova work abroad in the domain of construction, and Svetlana, like many others, emigrated to Russia to work in this field. After many humiliating events and disappointments in the Russian Federation, she decided to create a future for herself at home, with her child. Having already developed skills in construction, the young woman decided to harness her knowledge and abilities at home in Moldova.

Svetlana received financial support after she became a beneficiary of the Program for the support of young people financed by the EU and implemented by the IOM and the OSME. After completing the training on entrepreneurship, Svetlana obtained a financial grant which allowed her to purchase the necessary tools in order to launch and develop her business in the district Cahul.

The construction industry is developing and there is always market demand for construction. Svetlana created a team of five workers with whom she offers services at a lower cost than other bigger service providers. At the moment, her clients are people throughout the Cahul district who do not have the money to contract big enterprises. In the future, Svetlana is planning to expand her range of services and to become a competitor to the big service providers in this industry.

Suggestions Recommendations Reflections
Many thanks to the donors and organizers for the opportunity given to me, for the effort, and for the fact that I can stay by my child and watch her grow.



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Service House



Three young people, Banu Irina, Frolova Natalia and Macarenco Nicolae, became beneficiaries of trainings and grants offered within the Programme for the economic empowerment of youth, combined their efforts and opened a unique Service House in the downtown of Cahul. The partnership brings an added value to the reputation of the Service House, as it attracts clients through the diversity of the services it offers, such as sewing, clothes repair, embroidery and clothes washing. As in any activity, the young people have encountered various problems, but together they overcame these hardships and found new ways to improve the provided services.

Banu Irina experienced difficulties in her family life until she ensured her financial independence. After getting married, she got pregnant and her husband left for Italy to earn some money. After he left, Irina experienced what often happens to families like hers. After her husband reached Italy, he forgot about his family, and did not see his child for 5 years. After five years, he came home and asked for a divorce, and was uninterested in how his wife and child survived these years.

Irina considered herself lucky when she heard about the possibility of participating in a free training about launching a business organized by the OSME and the IOM. Thanks to the training she gained valuable knowledge about the registration of a business, financial and risk management, services promotion, was able to purchase washing machines, an iron and other equipment with grant money, and opened a small laundry.

Frolova Natalia comes from a large family from v. Larga – Noua, district Cahul. Being in a difficult situation with a disabled father, and unemployed mother and two sisters, Natalia had the courage and perseverance to complete the training course in business management, and benefited from grant money which allowed her to purchase sewing and embroidering machines.

Suggestions Recommendations Reflections
Dear IOM and OSME organizers, we thank you for the joy and hope you have brought to our souls through the help you have offered us. You gave us the chance to launch our own business, to create new jobs and, the most importantly, to have the possibility to stay at home with our families. Thanks to your generosity, we succeeded in reaching our goals.



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Banu Irina

Age: 30 ani

Business: patent holder in washing services

Frolova Natalia

Age: 19 years old

Business: patent holder in sewing and embroidery services

Macarenco Nicolae

Age: 25 ani

Business: patent holder in clothes sewing

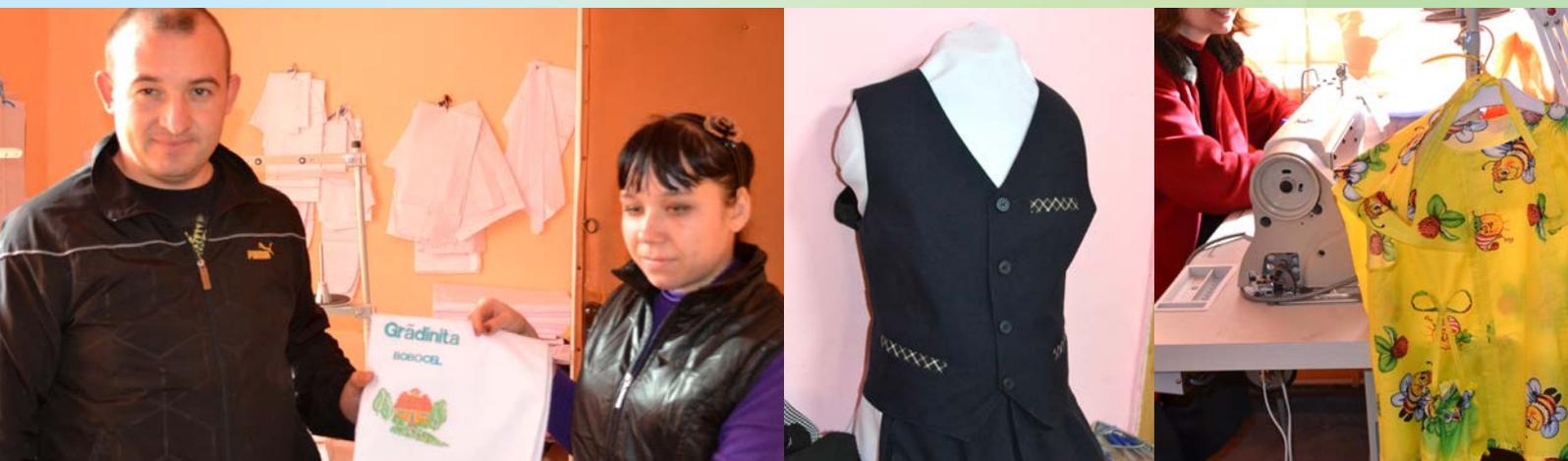
“Wonderful things are achieved by committed and united people. The Service House, opened thanks to joint efforts, ensures quality services to all categories of citizens.”

The young woman opened a sewing workroom and her business was profitable due to weak competition. In close collaboration with her partners, she realized many orders including an order from a school in v. Buteni, district Hincesti to sew school uniforms, an order from a sports club from v. Brinza, district Cahul to embroider its logo, and other orders from the inhabitants of Cahul. Natalia's tenacity and aspiration in developing her business were rewarded through an acknowledgment in the form of a 1st degree diploma, social category section by the Ministry of Economy and the provision of additional equipment by the International Organization for Migration.

Macarenco Nicolae is passionate about making beautiful clothing for both women and men. He began his tailoring activity with a small sewing machine in the suburbs of the town Cahul, in a house lent to him by his friend. However, the equipment he possessed at the time did not allow him to undertake more complex sewing tasks.

The opportunity to expand his activities appeared to him soon in the form of the Programme for young people who want to launch a business. Thanks to the Programme, Nicolae expanded his knowledge about business management and, after receiving a grant, purchased a sewing machine and other necessary tools.

At the training course, he met his future wife and his future work partners, with whom he opened the Service House in Cahul. Nicolae cuts out and sews leisure and work clothes, requested both by individuals and companies. Thanks to the contract with Frolova Natalia, based on the clients' request, he also embroiders the names of firms and other symbols on clothes. In the future Nicolae aims to operate on the national market.



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Corobca Irina

Age: 25 years old

Business: Patent in the sphere of provision of massage services in the medical and massage services Center „Irina”

Locality: v. Saseni, district Calarasi

“One can achieve a lot by applying the small step technique.”

Irina is a young woman with a 1st degree visual disability. Her poor eyesight is an obstacle for her in finding a job, but, at the same time, her visual disability has sharpened her other senses, especially the tactile one. Being an energetic, independent, highly responsible person, Irina decided to ensure a stable income for herself by creating a massage Center.

Without much hesitation, Irina actively participated in a 10 day training, where she obtained basic knowledge about business management. The in-kind grant constituted of a massage table with mobile support, a massage chair, a medical pouch and other equipment, amounting to 2 000 Euros, which allowed her dream to become true.

Her success in this activity, reflected by a growing number of clients, prompted her to participate in another contest organized by the Ministry of Economy (MEc) in cooperation with the Organization for the Development of SMEs for the section on social category. As a result, Irina was awarded a 1st degree Diploma by the MEc and received additional equipment for physiotherapy, worth 5 000 MDL from the International Organization for Migration.

Although Irina faced some problems in identifying a suitable place for the provision of her massage services, as well as in its equipping, after overcoming these problems she continued to enlarge her client base, both from her native village Saseni and from the neighboring villages.

Suggestions Recommendations Reflections
I recommend that all people be decisive in what they do, and that they work hard in order to realize their proposed objectives.



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David Oleg

Age: 30 years old

Business: Peasantry Household "David Oleg" registered in May, 2012 in the agricultural sphere – onion and garlic growing

Locality: v. Baurci Moldoveni, district Cahul

Migrant experience – 3 years in the Russian Federation

"It is possible to have a stable income at home through opening a small business."

Oleg is married with two children. Not having a degree, he could not find any stable job. His wife, also could not find a job, especially in the village where she lives, even though she holds a higher degree diploma. The only solution for them was to generate some income themselves. The young man, having the possibility to participate in the training organized by the OSME and the IOM, tried his luck and opened a small business in the agricultural sphere, in order to have a stable income for the family and, at the same time, to contribute to the economic and rural development of the community.

Oleg obtained a grant, on the basis of which he purchased a cultivator with all the accessories. With its help, Oleg tills the land he owns and the land he rents. He grows onions and garlic which is sold mostly in Romania. The members of the family, as well as seasonal workers, are busy during the time of land processing and harvest collection.

Although problems appear in the period of seed planting, harvest collection and products selling, the whole family is satisfied with the purchased equipment which ensures a necessary minimum income.

Suggestions Recommendations Reflections

Thank you to the donors and organizers for their help, as now we have a stable income. These kinds of Programs are very beneficial.



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Dunas Nicolae

Age: 30 years old

Business: patent holder in the sphere of production and sale of furniture

Locality: Cahul

Migrant experience – one year in Romania

“A successful person will be the one who uses all the possibilities in order to reach his/her goals.”

One of the most important things in life for Nicolae was finding a successful economic activity which would provide for him and for his whole family. When wondering about how to achieve this aim, he began thinking about the development of a business in the production of furniture.

In 2007, having only the idea and almost none of the financial resources, Nicolae started to work for a friend who had already set up such a business. Learning everything he needed for furniture production, he managed to sign his first contract with a client after 4 months of working in the domain. For his first order, Nicolae worked with his uncle's equipment which was lent to him until the finalization of the work. With the profit gained, Nicolae purchased three manual devices. Two more orders followed which did not make him much profit. Still, this fact did not impede him from continuing with his plan. The next order was more voluminous and with the money gained he purchased small devices which were strictly necessary for his activity.

Nicolae's wife joined his venture and gradually started to design furniture, which is an important aspect in furniture production. At present, she designs and convenes the prices with the clients. Nicolae at the same time manages the business, the employees, the production process, and the installing of furniture at the clients' homes.

The business boomed after Nicolae benefitted from business training within the Program offered by OSME in cooperation with the IOM. The equipment for multiple hole making was really helpful to him, as he manages to make holes in an automatic way in the furniture production process, which saves time and money.

Having a workroom with more equipment, Nicolae was able to open an office in the center of Cahul, where he meets with his clients, to discuss the furniture design and all the details connected to the working process. The business has grown and now employs up to 6 workers, including Nicolae and his wife, who work hard for the development and selling of the product on the market.

Suggestions Recommendations Reflections
Working with reason and praying for the protection of God, one can reach the desired goal. One has to grow continuously every day.



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Gandrabura Oleg

Age: 30 years old

Business: Peasant Enterprise "Gandrabura Oleg" registered in June, 2012
in the agricultural sphere - growing raspberry and strawberry

Locality: v. Dobrogea Veche, district Singerei

Migrant experience – one and a half year in the USA

"A thousand mile trip begins with a step". Laoste

Before launching his raspberry and strawberry growing business, Oleg was an employee in different sales companies. Not having any experience in launching and managing a business, Oleg participated in the training for the economic empowerment of youth with a grant component, which made it possible for him to open his own business.

The young man needed equipment for the launch and promotion of the business, and this made him apply for the grant. Ultimately, Oleg benefitted from a cultivator and its appliances, as well as an irrigation drop pipe and other tools which amounted to 2 000 Euro in the form of a grant. The purchased equipment speeded up the development process, starting from faster soil toiling and finishing with a more efficient irrigation system. In peak season, Oleg hires two people to help him with the agricultural work.

Being an advocate of a healthy way of life, Oleg promotes ecological plants with a beneficial impact on human health. At present, he has 30 acres of land on which he grows raspberries and strawberries, as well as fruit trees of different types, and table vines. The acquired experience will help Oleg to expand to a larger territory.

Suggestions Recommendations Reflections

The Republic of Moldova is a country with an agrarian economy. Although it is widely considered that countries with such an economy are weakly developed, according to soil quality we are amongst the first in the world. There is one thing left – to take this into consideration. Many entrepreneurs develop this domain in our country and this is encouraging. Clearly we have a lot to learn not only in the sphere of agriculture, but generally in the management of an enterprise, which can be learned throughout our entire life.

My suggestion is to promote as many trainings of this kind as possible, and to offer grants to people who are over 30 years old. At such trainings people have the possibility to learn some basic skills and knowledge important for their domain of activity, which gives them a chance enter the market and join other entrepreneurs in their field. I would like to give a special thank you to the international organizations which support such programmes.





Machidon Alexandru

Age: 23 years old

Business: Peasantry Household "Machidon Alexandru" registered in February, 2012 in the animal breeding industry – rabbit breeding

Locality: v. Larga Nouă, district Cahul

Migrant experience – three years in the Russian Federation

"At home bread is tastier.
One can make money at home, too."

Since childhood Alexandru has been busy with rabbit breeding, an occupation passed on to him by his father and, when he had some offers in agricultural work, he did not hesitate to take them up to make some money. Following the example of other inhabitants of the village, the young man went to the Russian Federation to work in construction. But he returned home without being paid and with a lot of debts.

The Programme, financed by the European Union, which offered trainings and grants for launching and developing small businesses, was considered by Alexandru as a safe belt. Thanks to the Programme, the young man opened his Peasantry Household in the zootechnical sphere and purchased 33 rabbits of the giant species. Alexandru's whole family is working in the small business, busy with rabbit growing, reproduction and selling.

The business is profitable, because rabbit meat consumption is popular in the south of the Republic. During the current year, Alexandru managed to sell quite a large number of rabbits, which has given him the courage to develop his business.

Suggestions Recommendations Reflections

This small business allows me to support my family and to work at home, and not abroad as I did, working like a servant for a foreigner without being paid. Thank you to the IOM and the OSME for the fact that you exist and for that giving us the possibility to be our own masters and to stay in our country. I wish more young people could be assisted like I – if they were there would be changes in our country. Thank you!



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Mutiuc Andrei

Age: 27 years old

Business: Peasantry Household registered in December, 2007 in the sphere of pastry

Locality: Glodeni

Migrant experience – one year in the Russian Federation

“Insistence and perseverance are the basis for a prosperous business.”

After graduating from secondary school, Andrei found it difficult to decide which educational track to pursue. Still, he completed technical school in the field of construction as a plasterer and welder. But Andrei realized that this was not his aspired vocation. The young man decided to follow in his parents' footsteps who were cooks. By pursuing his studies at the professional school Nr-1 from Balti, the cook-waiter profile, he understood that it was the field of work he wanted to achieve something in.

Then, a more difficult period in his life followed and Andrei decided to go abroad for work. After a year he returned to his home country in order to get married and have a family. Together with his wife, he decided to make pies and sell them on the local market. They started almost from nothing, only with a plastic bucket and 30 pies. At the beginning Andrei was scared of failure, but the stimulus for the development of the business was ensured by his mother, who had been known for her tasty pies in the small town.

His mother's apartment initially served as a small bakery. Soon, Andrei realized that his business was a live body which was growing, and that the equipment he had was insufficient. A cousin of his, hearing about the problems that the young couple faced with the business, informed them about the possibility of participating in a training on entrepreneurship, to which Andrei immediately applied. After completing the training, he wrote a business plan which was awarded a grant in the form of equipment, including: an oven, scales and a machine for checks, worth up to 2 000 Euros.

The biggest obstacles and challenges before obtaining the grant were limited time and product quality. Following the purchase of equipment, those problems were resolved. The grant impact on Andrei's business was great, as he raised it to the next level by renting some space downtown and opening a pie shop. From the economic point of view, his income doubled and is gradually rising. Andrei's future plans are big. He wants to open a canteen in the town, and has many other plans which will be implemented step by step.

Suggestions Recommendations Reflections

In order to build a prosperous business, one should take into account the following four things: work, work, work and the fourth thing, one should be prepared physically and morally to work 24 hours a day. For the development of a business it is necessary to:

1. Visualize the business idea from start to end;
2. Write down the business plan;
3. Implement the idea into practice and develop it to the proposed level.



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Teuceanu Nicolae

Age: 25 years old

Business: Peasantry Household "Teuceanu Nicolae" registered in Aprilie, 2012 in the domain of agriculture – vegetable growing

Locality: v. Pelinei, district Cahul

Migrant experience - two years in Romania

"Vegetable growing is an activity which ensures stability."

After an unsuccessful period on the job market abroad, Nicolae decided to achieve good results at home. Learning about the trainings and possibilities which were offered by the OSME and the IOM within a EU financed Program, the young man decided to participate. Nicolae's participation was completed successfully and he purchased the needed equipment for an activity in the domain of agriculture.

The demand for vegetable consumption: carrot, onion, red beet and black beet, potatoes, garlic, parsley, lovage is continuously growing. In order to prevent a draught risk, Nicolae purchased a motor-pipe, watering devices, and pipes, which guarantee the success of a good harvest in case of draught, with Programme funds.

The Peasantry Household founded by the young man owns 4 hectares of land and, he grows various vegetables according to the needs of the market, which ensures a minimum stable income for his family. Of course, there are expenditures, but the profit left over constitutes a medium level income.

Suggestions Recommendations Reflections

Many thanks to the IOM and the OSME for encouraging us and for „opening our eyes“. With the diligency and hard working characteristics of our people as a nation, we can implement at home what we have seen abroad – I worked in the domain of agriculture in Romania. There, I asked myself: can't we work on our land, why should we work as foreigners for a slice of bread? I would like to thanks the organizers for helping us launch our own business and not go abroad, and for showing everyone that we are good householders and we can work for ourselves in our country. Thank you!!!



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Todorova Tatiana

Age: 27 years old

Business: "Kismetli Yol" Ltd registered in July, 2009
in the sphere of floristry

Locality: Comrat

"In this life nothing is impossible,
you just have to have a wish."

Although Tatiana graduated from the faculty of finance, she has completed specialized courses in floristry and has opened her own business called "Kismetli Yol", which in English means „Happy Way." While running her business, she encountered some problems, for example the high cost of transporting flowers from Chisinau to Comrat, and flowers drying out rapidly because of the lack of a special refrigerator which could prolong their lives.

A positive turn in the development of Tatiana's business was the obtaining of a grant for approximately 30 000 MDL, offered to her through a project financed by the EU. Out of this money, the young lady purchased equipment for a special refrigerator in which she could keep the flowers. After installing it, her losses were reduced and the money spent on transportation decreased considerably (now the flowers are transported from the capital city to Comrat once every two weeks, not once per week as they were initially). Also, the number of clients increased due to her ability to offer high quality and fresh flower bouquets. At the moment, two people are involved in this entrepreneurial activity.

Besides the flowers arranged nicely in bouquets, Tatiana creates original floral arrangements in the form of various animals: bunny, puppy, teddy bear etc. At the beginning of each season, Tatiana tries to come up with new ideas and proposals in order to satisfy more clients.

Suggestions Recommendations Reflections

For the young people who live in our country, I would suggest that they do not go abroad and leave their families behind. The young people have to try to realize their goals in the place they come from, and through that contribute to the economic development of our country.



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Uncuta Constantin

Age: 22 years old

Business: "Tehnoinform" Ltd. Registered in April, 2012 in the sphere of Internet services provision

Locality: v. Saseni, district Calarasi

Migrant experience: As a student at the University "Gheorghe Asachi" from Iasi, the faculty of Automatics and Computers

"Successful businesses start with small steps."

Constantin, a recent graduate of the University "Gheorghe Asachi" from Iasi, the faculty of Automatics and Computers, often wondered about how he would find a job in Moldova after returning from Romania. He did not have to wait long for the answer, as he learned about the possibility of participating in free trainings for the development of economic skills of young people.

He was overjoyed when, following the grant contest, he obtained the relevant equipment for his business in the domain of computers and information technology. The 31 000 MDL available was enough to purchase five computers, a multifunctional printer for Xerox and scan services and other office stationary necessary for the business. The internet cafe managed by Constantin, provides a range of services: Internet-MAXDSL skype/voice talks and video, modern games, films, music, scan, Xerox, recovery of lost information and hard-ware services.

At present, two employees are hired by Constantin, but for his future plans for the business, besides attracting more clients and the repair of computers, include the sale of office stationary.

During the business launch, there were bureaucratic obstacles with the budget and registration of the business. Still, Constantin continued on the path towards his aim, and now the inhabitants of the village Saseni enjoy access to the internet and computer services.

Suggestions Recommendations Reflections
Before launching a business, ensure that it is viable for your zone. Write a well structured plan outlining costs, income and revenue. Doing this allows you to see if it is worth to invest the money or not.



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Opportunities for Business Development in the Republic of Moldova

Programs implemented by the Organization for the Development of SMEs

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Web: www.odimm.md and www.businessportal.md

PARE 1+1: The Program of Attracting Remittances into an Economy

Objective: Mobilization of human and financial resources of Moldovan migrant workers. Target group: migrant workers and remittances' recipients - first-degree relatives.



PNAET: The National Economic Empowerment of Youth Program

Objective: Development of entrepreneurial skills of young people and facilitation of young entrepreneurs' access to financial resources necessary to launch and develop a business. Target group: young people 18-30 years old.



GEA: The "Effective Management of Business "

Objective: Enhancement of entrepreneurial skills of entrepreneurs to ensure effective business management. Target group: active entrepreneurs of any legally registered company.



FGC: The Credit Guarantee Fund

Objective: Facilitation of access to financial resources for micro and small enterprises. Target group: micro and small enterprises that operate on the entire territory of the Republic of Moldova.



The "Black Sea Network of Regional Development - BlasNET" Project

Objective: Enhancement of sustainable economic development in the project partner countries (Moldova, Bulgaria, Greece, Romania and Ukraine), improvement of the competitiveness and international relations of SMEs by creating networks of cooperation. Target group: SMEs in the field of marine tourism and ICT, and business support organizations.



The „Lead Your Way to Business” Project

Objective: Creation and development of entrepreneurial skills of 100 young people from the Republic of Moldova (whole territory) and Romania (Iasi, Vaslui, Suceava) for planning, launching and developing businesses with a cross-border impact. Target group: 100 young people aged 18-35 years (50 from Moldova and 50 from Romania, counties: Iasi, Vaslui and Suceava).



The Center Enterprise Europe Network in the Republic of Moldova - support for business development

Objective: Integrated services for innovation support and promotion of commercial and economic relations within the business community in the country. Target group: SMEs.





