



GROW IN MOLDOVA

AN INVITATION TO INVEST IN TELENEȘTI CITY



VADIM LELIC
Mayor
of Telenești City



MIHAI ROȘCOVAN
President of the Association
of Natives from Telenești

Dear investors,

Whether you are looking to initiate a new investment project in Moldova or aiming to optimize your operational costs, the city of Telenești is one of your best options to pursue.

In 2020, in the city of Telenesti, on an area of over 10 hectares, in cooperation with the National Agency for SME Sector Development, a Multifunctional Industrial Platform was established, through which potential investors are offered land plots and technical assistance for the location of new industrial and logistical facilities.

In the city of Telenești, your business will gain substantial competitive advantages due to the following factors:

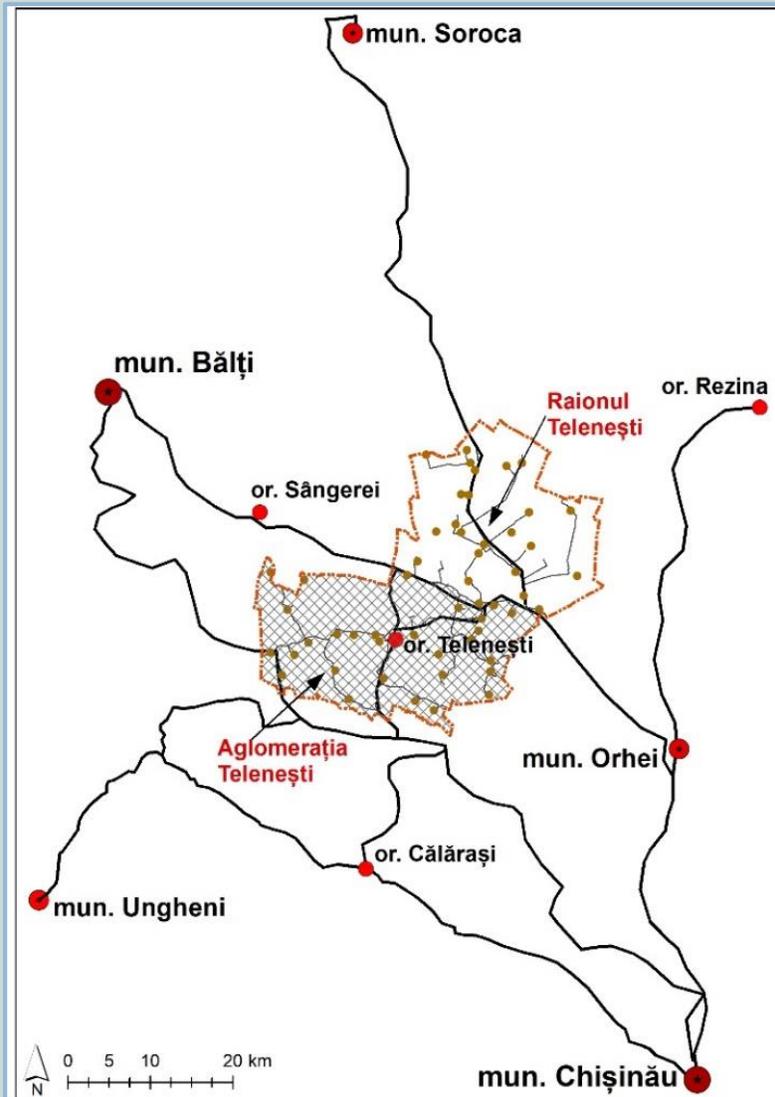
- ✓ Currently the area of Telenești city is considered as one of the most advantageous in the Republic of Moldova in terms of the workforce availability. According to the most modest estimates even taking into account people engaged into circular out-migration, in Telenești agglomeration there are at least 7.5 thousand people of working age who are not engaged in formal economic activities, but who are motivated to work and are in an appropriate physical and moral shape. Including, about 5 thousand of them are 17-45 years old and can be easily trained as low- and middle- skilled industrial employees.
- ✓ Salary costs in Telenești agglomeration are still among the lowest in Moldova.
- ✓ Potential investors will be provided with a comprehensive support package from the National Agency for SME Sector Development in Moldova), including consultancy services and co-financing the access to the utility infrastructure.

The Municipality of Telenești is open to discuss any investment proposal to be located on the site of the Multifunctional Industrial Platform. The municipality (backed by the National Agency for SME Sector Development) is committed to offer full support and assistance in the implementation of the investment projects, including the co-financing of the local utility infrastructure and consistent consultancy assistance.

We guarantee that you will be served above even your most optimistic expectations.

We are waiting for you in the city of Telenești!

Telenești City



Telenești city - is the administrative center of Telenești district, which consists of 30 administrative-territorial units of the first level (municipalities).

The city is located at a distance of 98 km from the capital city of Chisinau, 50 km from Balti municipality, 50 km from Orhei municipality, 132 km from the border with Romania (Leuseni customs point) and 155 km from the border with Ukraine (Otaci customs point).

The distance to Chisinau International Airport is 110 kilometers.

The nearest railway station is at a distance of 38 km (Călărași city).

According to the official data regarding the present population, about 62 thousand inhabitants live in Telenești district.

From a regional point of view, the city of Telenești is the center of economic gravity of an

agglomeration composed of 41 small localities (grouped in 20 municipalities), located at a maximum distance of 20-25 minutes driving accessibility, with a total population of over 35,000 inhabitants.

According to the estimates, in the Telenești agglomeration (the city and the 20 neighboring rural communities) represents an area with one of the biggest density of available workforce in the Republic of Moldova. Moreover, Telenești agglomeration is not covered by the commuting patterns of neighboring Free Economic Zones from Bălți and Orhei municipalities, thus bearing a significant potential for labor-intensive activities.

According to an independent assessment (performed by the Institute "Viitorul"), Telenești City Hall is among the most open, transparent and business-friendly local public administrations in the Republic of Moldova.

Land Site Offer

In 2020, by decision of the Telenesti City Council, a Multifunctional Industrial Platform (Industrial Zone) was created on a greenfield site to be proposed for location to potential investors in the area of industry and logistics.

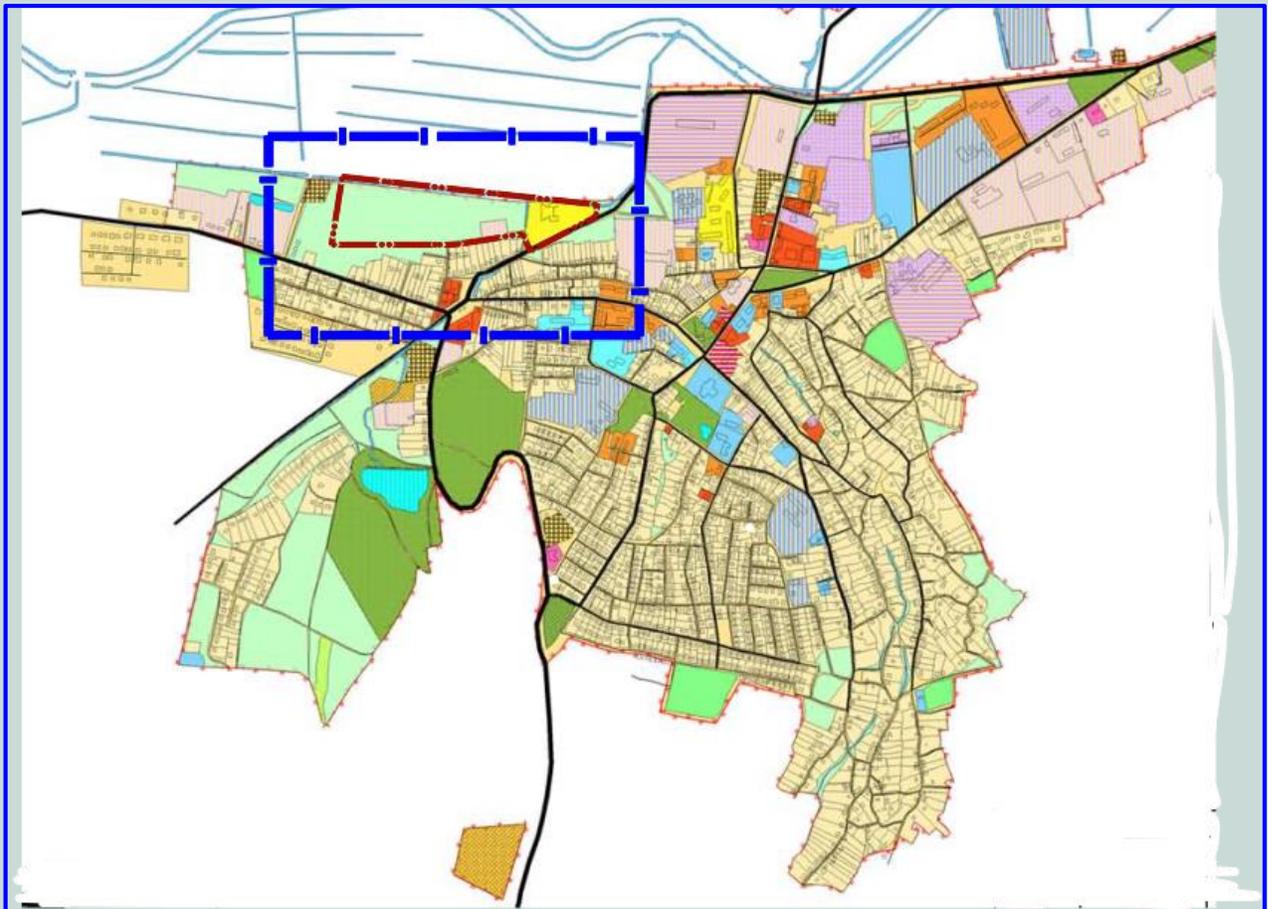
The land is located in the inner city area (Donici Street, Northwestern periphery) on the regional highway G-64 (M5-Telenesti – R6).

The Multifunctional Industrial Platform site has a total area of 10.4 hectares.

A Zonal Master Plan has already been developed and approved for the territory of the Multifunctional Industrial Platform, which means that the technical design specifications and building permits could be issued in a maximum

Furthermore, Local Council and Mayoralty of Telenesti are committed to offer the best conditions for the potential investors in terms of rent price for land plots and administrative procedures optimization.

The location of the Multifunctional Industrial Platform within the city boundaries



On the site, there are located two unfinished buildings from Soviet time intended for an educational institution:

- ✓ Building #1: (cadastral nr. 8901229.183.01) with four levels (concrete blocks) with a total area of 2,404 m².
- ✓ Building #2: (cadastral 8901229.183.02 with a level (from concrete blocks) with a total area of 82.2 m².

These buildings, by decision of the City Council of 28.01.2019, are to be further used for the development of the Multifunctional Industrial Platform (business incubator, administrative spaces, production premises, logistics spaces, etc.).

The land is located in close proximity to possible points of connection to the technical-editing networks:

Provision of public utilities

Utilities	Status
Road access	50 meters away from the regional highway G-64.
Water supply	The connection point is in close proximity (Ø50 mm).
Sewer supply	The connection point is close proximity (Ø200 pumping station). (a new Regional Wastewater Treatment Plant has been built recently in Telenesti city with USAID funding)
Natural gas supply	The connection point (Ø110mm) is in close proximity
Electricity supply	The connection point is in close proximity (10 KW).

Functioning Zoning of the Multifunctional Industrial Platform



Available Workforce

Despite a continuous migration out-flow characteristic to the Republic of Moldova, there is still a significant reserve of available workforce in Telenești agglomeration.

Based on the most modest estimations, in Telenești agglomeration there are currently over 7.5 thousand people of working age, motivated to work, but not involved in formal economic activities. About 5 thousand of them are between 17 and 45 years old, which could be relatively easily converted into low- and middle-skilled technical workers.

Estimation of the labor force availability in Telenești agglomeration, at the beginning of 2021

Indicators	Estimations	Comments
Total population in Telenești agglomeration	≈ 34,000 people	According to the official statistics ≈41,500 inhabitants. However, according to the estimates, approximately 7,500 are residing permanently or temporarily abroad.
Number of working-age people currently living de facto in the agglomeration (excluding circular emigrants)	>20,000 people	≈ 60% of the total present population
Including: Number of people aged 17-45, living de facto in the agglomeration (without emigrants)	>13,000 people	≈39% of the total present population
Number of people officially employed	≈ 4,500 people	Employees from public and private sector, inclusively formally self-employed
Number of working-age inhabitants living de facto in the agglomeration (excluding emigrants) but not participating in any form in formal economic activities	>15,000 people	Including residents currently engaged in informal economic activities (seasonal and occasional), without social and medical guarantees, with an average remuneration of 200-250 MDL / day (€ 10-12)
The existing minimum (estimated) labor reserve pool that de facto lives in Telenești agglomeration, which is not yet involved in migration, has adequate work discipline and is motivated to work in a stable job	≈ 7,500 people, inclusively ≈5,000 in age of 17-45	

At the same time, at the level of the entire Telenesti district, there are currently de-facto (without circular emigrants) over 12 thousand people not involved in formal economic activities, motivated to work, including about 8 thousand aged 17-45 years.

The labor cost in Telenești agglomeration is among the lowest in the Republic of Moldova. In 2020, the average monthly salary was 5.2 thousand MDL (€250) or about 75% compared to the national average. Moreover, in the private sector, the monthly cost of unskilled and low-skilled labor is about 3 thousand MDL (<€150) for full-time positions and about 200-250 MDL/day (€10-12) for seasonal and occasional positions.

Currently in Telenești agglomeration is still available a reliable pool of skilled work force with industrial experience, mostly in the following fields:

- Wine making
- Light industry
- Furniture (artisanal production)
- Cereal processing
- Flour and bakery production
- Meat processing

The city of Telenesti has certain industrial traditions, due to the functioning in the past and present of several industrial entities:

Availability of industrial skills and experiences in Telenești agglomeration

Industries	Specializations	
	Closed business entities	Functional business entities
Light industry	<input checked="" type="checkbox"/> Knitting workshop - in the past more than 300 people were employed, currently does not work.	<input checked="" type="checkbox"/> "Northside Textile" Ltd textile factory (opened in 2018 by a Turkish investor) - over 100 employees.
Wine production	<input checked="" type="checkbox"/> "Izvoaraș" winery - in the past more than 300 people were employed, currently it does not work	N/A
Meat processing	<input checked="" type="checkbox"/> Sausage production workshop - in the past more than 30 people were employed, currently it does not work.	<input checked="" type="checkbox"/> There are 2 family-type micro-workshops for producing meat products
Milk processing	<input checked="" type="checkbox"/> Dairy - in the past more than 80 people were employed, now it does not work. <u>Note:</u> in 1990 the housing of the new dairy was built (in 2 levels of concrete blocks = about 2,500 m ²), but it was not completed. The building and the related land were privatized. The building is preserved, being in good technical condition.	N/A
Furniture	The artisanal furniture production workshop within IS "Moldsilva" - in the past more than 50 workers were employed. Is still functional in present. Inclusively, the entity has initiated the exports to EU market.	
Cereal processing	<input checked="" type="checkbox"/> Bread factory - over 200 employees were employed in the past, currently does not work.	<input checked="" type="checkbox"/> "Lumea Păinii" Ltd (flour products) - over 70 employees <input checked="" type="checkbox"/> 2 new mills have been opened and are functioning.

Availability of Agricultural Raw Material

The evaluation of the current agricultural production in Telenești district reveals the availability of significant investment potential for the development of the following agri-processing and food industries:

- Fodder production (possible in combination with animal husbandry complexes)
- Production of flour and related products (biscuits, pasta, snacks, etc.)
- Production of ethyl alcohol (from cereals)
- Production of croutons, dry breakfasts, instant cereal flakes, musli, etc.
- Production of sunflower oil
- Processing and packaging of medicinal plants, including teas.

The production of agri-food raw material in Telenești district

#	Items	Average yearly production	Nota Bene
1	Corn	> 15,000 tons	<input checked="" type="checkbox"/> On-going specialization mostly in grains, sunflower and corn
2	Grains	>20,000 tons	
3	Sunflower	>12,000 tons	
4	Barley	≈1,500 tons	
5	Berries	5-10 tons	<input checked="" type="checkbox"/> There are 5 industrial refrigerators in the district, including 4 functional ones: in Negureni ("Fresh Tine" of 4,500 tons), Brânzeni (1,240 tons), Mândrești (600 tons) and Sărăteni (100 tons).
4	Fruits	>5,000 tons	
6	Vegetables	>2,500 tons	
5	Grapes (for wine)	≈1 ,000 tons	
7	Wool	N/A	
9	Milk	≈ 650 tons	
10	Meat	≈ 7,500 tons	
11	Nuts	≈100 tons	<input checked="" type="checkbox"/> There is operational a French subsidiary specialized in the primary processing and production of walnut kernels, which is exported to France for packaging. <input checked="" type="checkbox"/> Packaging facilities are missing.
12	Medicinal plants	In abundance	<input checked="" type="checkbox"/> There is a processing line, which currently does not work. <input checked="" type="checkbox"/> Telenesti district is one of the richest in the country in terms of medicinal plant potential.

Availability of related Services

Since 1982 in the city of Telenești is functioning a [Vocational School](#), specialized in the following field:

#	Specializations
1	Tailoring and seamstress
2	Mechanical engineering
3	Welding
4	Assembling aluminum windows and doors
5	Construction (plastering)

Currently, the vocational school is used at a capacity of 50% (only 2,000 m² out of 4,000 m² are used, being enrolled in studies about 150 students). There is a significant potential for further development, including by promoting new specializations (on request from private sector) through the dual education approach.

In Telenești agglomeration, there is [a developed system of regular passenger transport connections](#), which ensures a favorable environment for promoting and supporting labor mobility:

Provision of passenger transport services in the agglomeration

From/To Telenești	Daily Frequency
Văsieni, Nucăreni, Cucioaia, Cozești, Chițcanii Vechi, Verejeni, Vadul Leca, Târșiței, Brânzenii Vechi, Codru, Hârtop, Zgărdești, Negrești, Hirișeni, Scorțeni, Negureni	1 return rout/day
Ghermănești, Bogzești, Hirișeni, Chiștelnița, Bănești, Zahareuca	2 return routs/day
Budăi	3 return routs/day
Ordășei, Cucioaia, Ghiliceni, Mândrești	4 return routs/day
Inești	15 return routs/day

[Subsidiaries of three largest commercial banks](#) in the Republic of Moldova operate in the city of Telenești: CB "Moldova Agroindbank", CB „Moldindconbank” and CB "Victoriabank” (part of the Romanian Group of 'Transilvania’.

In the city there is a [three-star hotel](#) with 3 room/6 beds.

Contacts:



MAYORALTY OF TELENEȘTI CITY

Republic of Moldova, Telenești city, #4, 31 august street
primariatelenesti@gmail.com, +373 258 22530
www.primariatelenesti.md



INVESTMENT AGENCY OF THE REPUBLIC OF MOLDOVA

Republic of Moldova, Chișinău municipality, #134 Ștefan cel Mare bd.
office@invest.gov.md, +373 22 27 36 54,
www.invest.gov.md



ORGANIZATION FOR SMALL AND MEDIUM ENTERPRISES SECTOR DEVELOPMENT [NATIONAL AGENCY FOR SME SECTOR DEVELOPMENT]

Republic of Moldova, Chisinau municipality, #134 Ștefan cel Mare bd.
info@odimm.md, +373 22 295 742
www.odimm.md

This report is made possible by the generous support of the American people through the United States Agency for International Development (USAID). The contents are the responsibility of Local Public Administration and do not necessarily reflect the views of USAID or the United States Government.