



Mayoralty of Dondușeni City



GROW IN MOLDOVA

AN INVITATION TO INVEST IN DONDUȘENI CITY

2021



IVAN BELCIUG
Mayor of Dondușeni City

Dear investors from the Republic of Moldova and abroad,

Whether you are looking to initiate a new investment project in Moldova or aiming to optimize your operational costs, we invite you to Dondușeni city.

In 2020, the Mayoralty of Dondușeni, in cooperation with the Organization for Small and Medium Enterprise Sector Development from Moldova (ODIMM), established a Multifunctional Industrial Platform, through which potential investors are offered land plots and technical assistance for the localization of new industrial and logistical facilities.

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

- ✔ There is still a significant availability of labor force in Dondușeni district. According to the most modest estimates, at the beginning of 2021, there were at least 7 thousand people of working age, motivated to work, but not involved in any 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.
- ✔ Salary costs in Dondușeni district are still among the lowest in Moldova.
- ✔ Potential investors will be provided with a comprehensive support package from the Organization for Small and Medium Enterprise Sector Development from Moldova (ODIMM), including consultancy assistance and co-financing the access to the utility infrastructure.
- ✔ According to several independent evaluations, Dondușeni Mayoralty is one of the most open, transparent and business-friendly local public administrations in the Republic of Moldova.

We are waiting for you in the city of Dondușeni!

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

Dondușeni City



Dondușeni city is the administrative center of Dondușeni district, situated in the Northern part of the Republic of Moldova.

The city is located 197 km away from Chisinau municipality (*capital city*) and 80 km away from Balti municipality (*2nd largest city of the country*).

The nearest customs post and border crossing point with Ukraine is at a distance of 34 km away from Dondușeni city (Otachi – Mogilev Podolski).

The nearest customs post and border crossing point with Romania is at a distance of 85 km away from Dondușeni city (Costești – Stânca).

The city is crossed by the Chisinau - Otaci railway line, with direct access to Ukraine and Romania.

From a regional point of view, the city of Dondușeni is the center of economic gravity of an agglomeration composed of 29 localities (grouped in 20 municipalities), located at a maximum distance of 20 minutes driving accessibility, with a total population of over 35,000 inhabitants.

Based on the most modest estimations, in Dondușeni district there are currently over 7.3 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.

Furthermore, more than 135,000 people, of which over 70,000 of working age, live within a radius of 30 km from the city of Dondușeni (excluding circular emigrants)

The city of Dondușeni has a developed local utility infrastructure, being covered in proportion of over 50% with centralized water supply and sewerage services and over 70% with centralized natural gas supply network. The local waste management service covers the entire locality.

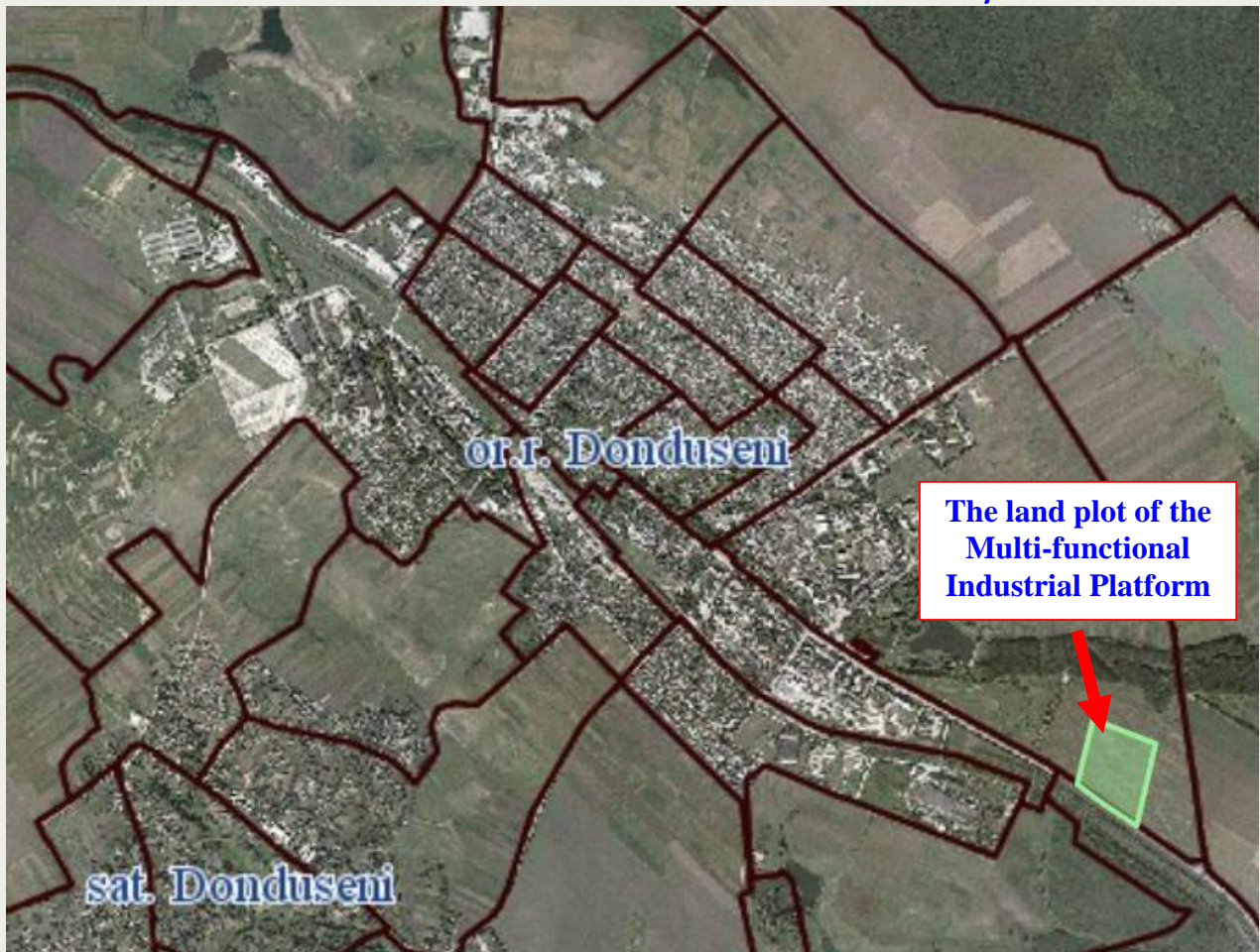
Within the city, there is a vocational school (with engineering profile) and a Center of Excellence in the field of agro-food production.

Land Sites Offer

At November 23, 2020, the mayorality of Donduşeni city (in partnership with the rayon administration) signed a Cooperation Agreement with the Organization for Support of SME Sector from Moldova (ODIMM) to develop and technically endow a Multi-functional Industrial Platform, as part of the National Programme on piloting of industrial multifunctional platforms (approved by the Government on 13.10.2020).

In this context, for developing of the Multi-functional Industrial Platform, the Mayorality of Donduşeni secured a 7.5 hectares land plot (public property of the city – cadaster identification number 3401114.328), situated at the entrance to the city (Independetei street) in proximity to the bypass belt. As well, the offered land plot has significant reserves for further expansion with another at least 17.5 hectare.

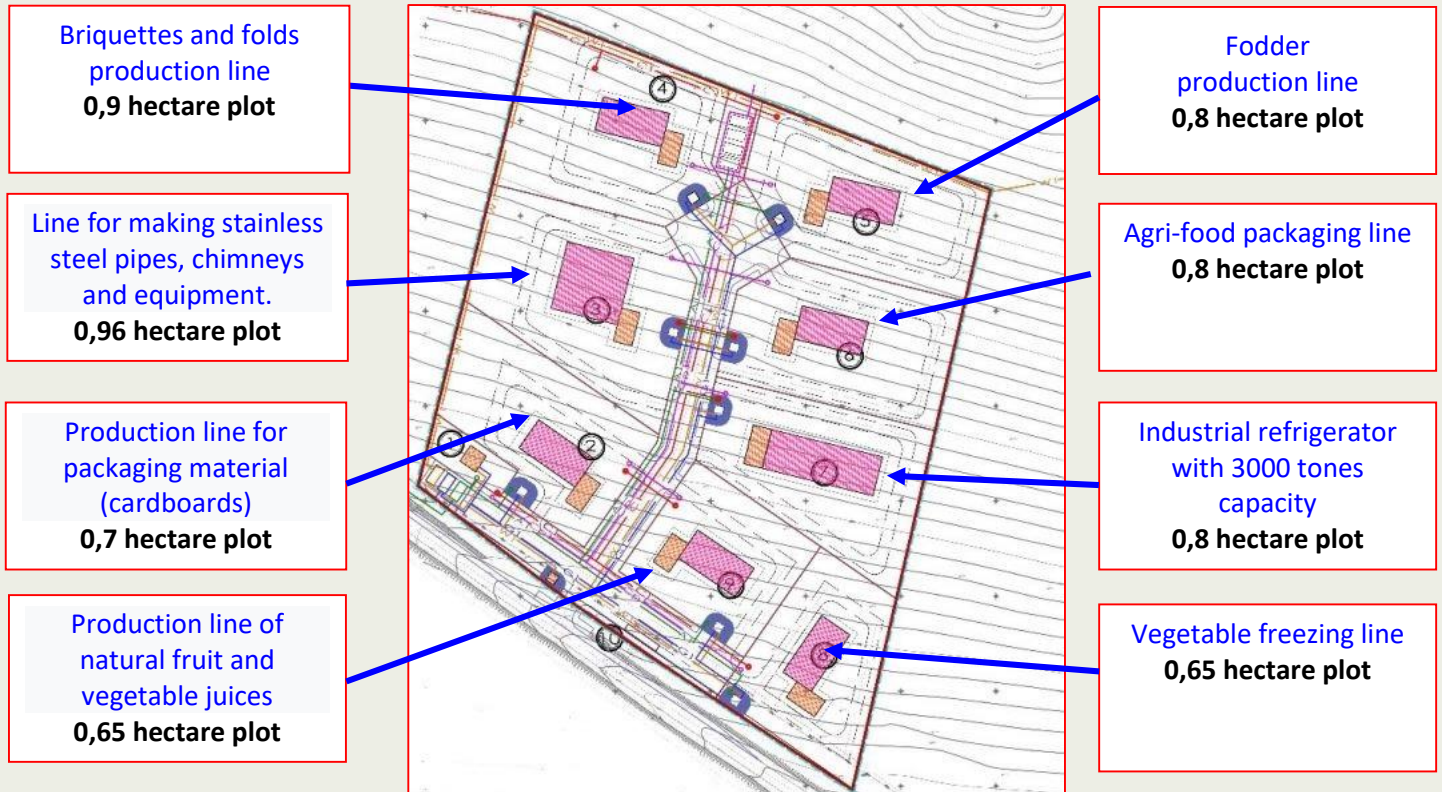
The location of the Multifunctional Industrial Platform within the city boundaries



In accordance with the signed Agreement, within the period of 2021-2022, the Mayorality of Donduşeni will be supported financially and organizationally by the Government of Moldova (through ODIMM) to equip of the platform with all necessary technical infrastructure (inclusively electricity, water supply and sewer, natural gas, lighting, fence, etc.).

The completion of the works for a full endowment of the platform with all necessary utilities is projected by the end of 2022.

**The land plot is allotted in 8 parcels
to be offered to potential individual investors:**



Important: Both the destination and the area of the proposed land parcels are subject to negotiation and adjustment, in accordance with the concrete intentions of the interested investors and the related needs of the technological processes.

The land plot of the Industrial Platform is regulated by the General Urban Plan (and the Local Zoning Regulation) for industry purposes, which means that in a maximum of 30 days any permit regarding the authorization of design and construction works of the objectives proposed by investors can be issued.

Moreover, the Mayorality and the Local Council of Donușeni city are committed to demonstrating increased flexibility in carrying out all the necessary land lease procedures for the proposed investment projects (including the application of optimal lease prices, which will not exceed the current cost of land lease in Free Economic Zones and Industrial Parks of Moldova).

Provision of public utilities

Utilities	Status	Nota Bene
Access road	50 meters away from the regional highway R-12 (Donduşeni – Drochia).	ODIMM (financed from the State Budget) will arrange a parking lot.
Water supply	Proximity to the connection point of city networks ≈630 meters	In the process of design and execution by ODIMM (with financing from the State Budget) ** At the same time, inclusively the internal distribution networks will be built, with the corresponding connection of each parcel.
Sewer supply	Proximity to the connection point of city networks ≈655 meters	
Natural gas	Proximity to the connection point of city networks = 7 meters	
Electricity	Proximity to the connection point of city networks ≈600 meters	

Committed investors will be granted with technical assistance and consultancy from ODIMM and Mayoralty specialists throughout all the phases of the investment process. At the same time, ODIMM will consult potential investors on the existing opportunities in the Republic of Moldova for co-financing the investment.

General View of the projected Multifunctional Industrial Platform in Donduşeni city



Available Workforce

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

Based on the most modest estimations, in Dondușeni district there are currently over 7 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 Dondușeni district, at the beginning of 2021

Indicators	Estimations	Comments
Total population in Dondușeni district	≈ 32,000 people	According to the official statistics ≈39,700 inhabitants. However, according to the estimates, approximately 20% of them are currently residing permanently or temporarily abroad.
Number of working-age people currently living de facto in the agglomeration (exclusive of 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)	>5,000 people	≈39% of the total present population
Number of people officially employed	≈ 5,000 people	Employees from public and private sector, inclusively formally self-employed
Number of working-age inhabitants living de facto in Dondușeni district (excluding emigrants) but not participating in any form in formal economic activities	>14,000 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 Dondușeni district, which is not yet involved in migration, has adequate work discipline and is motivated to work in a stable job	≈ 7,300 people, inclusively ≈4,700 in age of 17-45	

At the same time, within a radius of 30 km from the city of Dondușeni, over 135 thousand people are residing de-facto (excluding emigrants), including over 70 thousand of working age, of which about 45 thousand aged 17-45.

The labor cost in Dondușeni district 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 Dondușeni district is still available a reliable pool of skilled work force with industrial experience, mostly in the following major realms:

- Agri-food processing (canning, sugar and meat)
- Light industry
- Cereal processing

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

Availability of industrial skills and experience in Donduseni city

Industries	Specializations	
	Closed business entities	Functional business entities
Sugar production	<input checked="" type="checkbox"/> Sugar factory – <i>in the past it employed over 400 workers, currently it does not work (in the process of bankruptcy)</i>	<input checked="" type="checkbox"/> N/A
Meat processing	<input checked="" type="checkbox"/> Meat processing factory – <i>in the past it employed over 200 workers, currently it does not work.</i>	<input checked="" type="checkbox"/> N/A
Canning production	<input checked="" type="checkbox"/> Canning Factory – <i>in the past it employed over 200 workers, currently it does not work</i>	<input checked="" type="checkbox"/> N/A
Cereal processing	<input checked="" type="checkbox"/> Bread factory – <i>in the pas it employed over 60 workers</i>	<input checked="" type="checkbox"/> IE "Cristel Scutari", over 20 employees. <input checked="" type="checkbox"/> "Molgranum" LTD, over 25 employees. <input checked="" type="checkbox"/> "Climautanul Agro" LTD, over 20 employees.
Light industry	<input checked="" type="checkbox"/> N/A	<input checked="" type="checkbox"/> SA "Moltex Group" ÎM – over 600 employees. <input checked="" type="checkbox"/> "Punct azuriu" JSC – over 300 employees. <input checked="" type="checkbox"/> "A3 Import Export" LTD – over 20 employees.
Wood processing and furniture	<input checked="" type="checkbox"/> N/A	<input checked="" type="checkbox"/> S"Valemart – com" LTD (wood processing) – 2 employees. <input checked="" type="checkbox"/> IE "Oxana Edinac" (furniture production) – 4 employees.

Availability of Agricultural Raw Material

The evaluation of the current agricultural production in Donduşeni 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
- Sugar beet processing
- Fruits and vegetables processing

The production of agri-food raw material in Donduşeni district

#	Items	Average yearly production
1	Corn	> 30,000 tons
2	Grains	≈50,000 tons
3	Sunflower	≈18,000 tons
4	Barley	≈7,000 tons
5	Sugar beet	≈145,000 tons (≈20% of the national production)
6	Fruits, nuts and berries	>25,000 tons (≈ 6% of the national production)
7	Vegetables	>2,500 tons
8	Meat	1,500 tons

Availability of related Services

In the Corbu suburb (4 km distance from Dondușeni city) is functioning a [Vocational School](#), specialized in the following fields:

#	Specializations	Number of students
1	Electrical equipment engineering	75
2	Welding	38

As well, in Țaul suburb (6 km distance from Dondușeni city) is functioning the [Excellence Educational Centre in the field of horticulture and agri-food technologies](#), specialized in the following domains:

#	Specializations	Number of students
1	Accounting	81
2	Vegetable and fruit growing and processing	49
3	Agri-food production safety	84
4	Technology of plant production	51

In the context of attracting new investors, the both vocational schools have significant development reserves, including promoting new specializations (on request) through the dual education approach.

In Dondușeni district, 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 Dondușeni city	Frequency
Frasin, Maramonovca, Târnova, Sudarca, Corbu, Pocrovca, Reditu Mare, Crișcăuți	1 – 2 return routs/day
Baraboi, Scăieni, Țaul	4 – 10 return routs/day
Transit routes, which connect the city with all rural localities from the district: Dondușeni – Chișinău (prin Soroca, prin Drochia, prin Țaul și prin Baraboi), Dondușeni –Edineț, Dondușeni –Otaci, Gârbova – Chișinău, Mereșeuca – Chișinău, Cernoleuca – Chișinău, Briceni (village) – Chișinău, Corbu – Chișinău, Edineț – Otaci, Otaci – Chișinău, Bălți – Otaci, Chișinău – Otaci, Chișinău – Briceni (village), Codreni – Bălți, Corbu – Bălți, Verejeni – Bălți,	25 return routs/day

Subsidiaries of five largest commercial banks in the Republic of Moldova operate in the city of Dondușeni: CB Moldova - Agroindbank, CB Moldindconbank, CB Victoriabank (part of the Romanian financial-banking group "Banca Transilvania"), CB FinComBank and CB EnergBank.

In the city operates two hotels with 12 rooms and 29 beds.

Contacts



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