

## Expression of Interest for a Staff Exchange mission to Telenesti Municipality (Republic of Moldova)

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**Beneficiary:** Telenesti Municipality (Republic of Moldova)

is kindly requesting the M4EG Secretariat to facilitate a Staff Exchange (SE) mission from an EU country, experienced in creating greenfield Agri-Industrial Park, aiming to promote local economic development through combining clustering approach with efficient local economic incentives.

### **I. Description of the needs:**

Telenesti Municipality (8,000 inhabitants) is the administrative centre of a predominantly rural district with a total population of 60,000 inhabitants. The main economic activities of the area are related to survival agriculture and fragile agro-food industries. The LED Plan 2019-2020 is envisaging the creation of a local Agri-Business Industrial Park, which is intended to become the nucleolus of the further local agri-food cluster. For this regard, the local development partnership has been created, bringing together public authorities, local business people and Diaspora community.

The partners are in the process of initiating the LED Plan implementation. In this regard, the municipality already launched the administrative and legal procedures in zoning and institutionalization of an identified 10-hectares land plot, to be further developed as a local Agri-food Industrial Park.

### **II. Proposed scope of work:**

The LED implementation partners need a practical and meaningful consultancy and guidance from an international/European partner, which is experienced in creating of green field industrial zones and parks (preferably in the field of agri-food business).

In this context, we are expecting that during the projected 5-days mission, the invited professional civil servant – partner will provide the following inputs:

- Explain the international lessons learnt in the process of creation of green field industrial zones/parks (what mistakes to be avoided, what to be prioritized, how to organize the process and the people, etc.)
- Provide suggestions and recommendations related to the selected area for industrial green-field development (requests for utilities, zoning, master-planning, organization of the infrastructure, etc.)
- Provide suggestions and recommendations related to the process of zone promotion to the potential investors
- Provide suggestions and recommendations on designing the management of the future industrial zone/park
- Provide suggestions and recommendations on potential foreign investors
- Putting in contact with potential investors (taking into consideration their own investors).
- Participation in a round table at the end of the mission for the LEDOs that have in Action Plans of their LEDPs business infrastructures as activities, in order to do a wrap up session, share the experience gained and the activities undertaken during the mission. Other LEDOs can come with their experience in the implementation of the actions related to business infrastructure in their communities.

The beneficiary (Telenesti Municipality) will provide all the necessary logistical (local transportation, venues, support) in the organization of the mission. As well, the municipality will organize all the necessary meetings with existing and potential stakeholders and partners.

### **III. Expected outputs and results:**

As result of the mission, Telenești Municipality will benefit from:

- Awareness raising and confidence building among local partners from an experienced partner, who already succeeded to implement a similar LED Project
- Better understanding on local clusters functioning and operation
- More clarity related to the territorial and logistical organization of the chosen dedicated land plot for further Agri-food Industrial Park
- A valuable practical recommendations on management of the process of creation of the local green-field Agri-food Industrial Park.
- Valuable contacts and tips on approaching the potential investors
- A wrap-up session in the form of a round table with other LEDO related to the undertaken activities in developing the business support infrastructure

**IV. Preferred timeframe:**

The preferable time will be April 2018.

**V. Contact person:**

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