



## *“Livada Moldovei”*

Soluția investițiilor inteligente

### G.Ț. “Vaipan Liubomir Ivan - Cainari”

Liubomir Vaipan, administrator G.Ț. “Vaipan Liubomir Ivan - Cainari” with the support of the “Fruit Garden ” Project established a cherry plantation of 10 hectares. He made an own investment of about 130 thousand Euro and contracted through the Program Project a credit of about 120 thousand Euros.



Liubomir Vaipan started his business in 2007, just two years after graduating university. Although he majored in Computer Science, Informatics and Microelectronics at the Technical University, he decided to open a farmhouse dealing with viticulture and horticulture. Up to today, he cultivated 12 hectares of vine and 40 hectares of annual plantations. Achieving a great success and managing to harvest about 12 tons of “Moldova” grapes per one hectare inspired the IT engineer to persevere in the agricultural field. To diversify his agricultural activities, he decided to plant a cherry orchard.

**Liubomir Vaipan, Administrator G.Ț. “Vaipan Liubomir Ivan - Cainari”:** *“We imported the saplings from Italy because they are of high quality and especially because the cherries are highly demanded on the local market and as an export product. The Italian nursery is established on the market and the varieties we imported fall within the market interest of the Republic of Moldova. Investing correctly and respecting all the technological frames can definitely lead you*



*towards a successful business. You cannot plant a cherry orchard without having it equipped with a high-quality irrigation system and quality poles on which it can be mounted the hail protection net. Therefore, you cannot get quality crops if you do not use fertilizers and specialized agricultural techniques.”*



As a consequence of the cherry seedlings and the elements for the irrigation system being imported, the young farmer benefited from the exemption of the value added tax and the customs duty, therefore saving about 30 percent of his investments. These exemptions, together with the lower interest rate and the high grace period provided by the “Fruit Garden” Restructuring Project, improve the development of this sector and help rural entrepreneurs in obtaining sustainable sources of income at home.



Liubomir Vaipan, Administrator G.T. "Vaipan Liubomir Ivan - Cainari": "At the moment we have planted 10 hectares of cherry trees. I plan to set up another 6 hectares. I will probably invest in planting plums and apricots as well, we already have the land as our own property and the next step on our list is taking care of the pre-planting agro-technical work. I am very pleased with the business I currently run."



The fact that he majored in engineering as his main profession helped him to be very meticulous and calculated when it comes to his investments. He built a state-of-the-art irrigation system and preferred to strictly follow the technological rigors. Liubomir Vaipan plans to expand his orchard and is confident in the future of his business. ■





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### SRL "Agroglob"

Mihai Sochirca has been doing farming since 1998. He decided to involve his son Sergiu, who is also the manager of "Agroglob" SRL. The enterprise manages over 21 hectares of horticultural plantations: plums, apples and walnut trees. The investments for planting the orchards were quite large, therefore the entrepreneurs looked for additional sources and decided to contract with the "Fruit Garden" Project. They benefited from a 35,000 Euro credit and came with an own contribution of about 39,000 Euros. With that money they managed to purchase: a milling cutter, a mower, a sprinkler and even a weather station.



Investing in new machines has simplified the farmers' work and implicitly made their business more profitable. Mihai Sochirca says that farming is a job that made him work in the village even though he has more business opportunities in the city of Soroca. The entrepreneur says he is very thankful and pleased with the support given by the Project.

**Sergiu Sochirca, Administrator SRL "Agroglob":** *"Two years ago we planted 7 hectares of apple trees, 4,5 of plum and 5 hectares of walnut trees. In order to take care of these orchards, I needed a lot of high-performance agricultural equipment. Participating in a specialized agricultural exhibition, we discussed with the representatives of the Project and made the decision on the spot. In just three weeks after that, I managed to purchase the necessary tools: a milling cutter, a mower, a sprinkler and a weather station."*



The investment made with the help offered by the Project facilitated the work of horticulturists from the Sochirca family. The business became more efficient because the purchased technology increased the profit of their business. Technological work can now be done with fewer labour force and we can achieve a better quality product.





Sergiu Sochirca, Administrator SRL "Agroglob": *"The weather station we bought is of great assistance to us because it helps us perform all the agro-technical work in a shorter period of time. The station is equipped with 10 sensors. We are able to measure the solar radiation, the speed of the wind and its direction, the humidity in the air and soil, etc. All the data is automatically displayed in a graph that alerts us of the danger of certain diseases or pests. We are also able to manage sprinkling with greater accuracy and efficiency."*



The company employs 25 seasonal workers to harvest the fruits. Due to the migration It is very difficult, to find workforce available in this region, but entrepreneurs Sochirca hope to expand their business so that they can provide more job places for their local community. I wish, along with other horticulturalists from the Republic of Moldova who benefit from the Project to revive this strategic branch in order to improve our county's economy. ■





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## SRL “AMG Kernel”

Company “A.M.G. Kernel ” located in Soroca was founded in 1999 and owns the largest plantation of nuts not only in the Republic of Moldova, but in Europe as well. The farm owns a nut plantation with an area of 750 hectares. About 80 percent of the harvest is exported. Initial investment consisted of about 9 million euros. In order to sell on the European market, it is necessary to have quality products. Therefore, the company is in a continuous process of modernization and expansion. A credit of about 2 million 540 thousand Euros was contracted through the “Fruit Garden” Project, together with its own contribution of over 2.5 million Euros, is part of an investment project involving the extension of walnut orchards, the purchase of agricultural equipment and the modernization of the walnut processing factory.



After setting up a nursery, a workshop to graft, the owners of the enterprise also thought to invest in the construction of a walnut processing factory. Most of the 175 employees received their training abroad.

**Victor Guțu, Director of AMG Kernel SRL:** *“Even though AMG Kernel is a big, reliable company, we are still in need of capital because there are a number of large-scale investment projects in progress.*

*That is why we decided to benefit from a funding under the “Fruit Garden” Project. We obtained a very favorable credit for us at an interest rate below the level of loans offered on the financial market. The exemption from customs duties and value added tax on the import of machinery was of significant importance for us.”*





Although the European Union market is very tempting for AMG Kernel, the enterprise management is trying to find new markets for the produced walnuts. According to the International Trade Center in Geneva, Moldova is one of the largest exporters of nuts in Europe, after the USA, Mexico and China. Thus, in the last ten years, Moldova has increased its exports of nuts in monetary terms by 2.8 times, ie up to 70 million dollars.



**Victor Guțu, LLC Director "AMG Kernel":** *"The walnut processing factory that we are going to build will have a capacity of 5,000 tons. Of course, we would want all the processed nuts to come from our plantations. We plan to process 1500 hectares of nuts by the year 2020. Of course, the main export market remains to be the European Union, but this year we had a first batch exported to*

*Indochina, therefore, we do not neglect the eastern market where there is a constant demand for Moldovan walnuts."*

Increasing the export potential of walnuts and other horticultural crops is an objective of the "Fruit Garden" Project. Under the program, 120 million euros are available for investments in the horticultural sector, as well as for other related sectors. ■

