



US Embassy to the Republic of Moldova
in partnership with
American Chamber of Commerce in Moldova

A Seminar for Business People

DOING BUSINESS WITH THE USA



Comrat
March 29, 2012

A Seminar for Business People

DOING BUSINESS WITH THE USA

The purpose of the seminar "Doing Business with the USA" is to inform participants about U.S. government resources and international organizations capable of supporting trade and business development. Participants will learn about the opportunities of developing trade and business relations with the U.S., as well as with governmental resources that are available for using these opportunities to their greatest advantage.

Un seminar destinat oamenilor de afaceri

DESFĂȘURAREA AFACERILOR CU SUA

Scopul seminarului „Desfășurarea afacerilor cu SUA” este familiarizarea participanților cu oportunitățile de dezvoltare a relațiilor comerciale și de afaceri cu SUA, precum și identificarea partenerilor în SUA și surselor guvernamentale disponibile pentru valorificarea acestor oportunități. Participanții vor fi informați referitor la programele guvernamentale specializate ale SUA destinate oamenilor de afaceri.

Семинар для предпринимателей

ВЕДЕНИЕ БИЗНЕСА С США

Целью семинара “Ведение бизнеса с США” является информирование участников о развивающихся коммерческих отношениях и деловых возможностях в США, а также выявление партнеров в США и ознакомление с существующими государственными ресурсами, содействующими данным возможностям. Участники узнают о специализированных государственных программах США, предназначенных бизнесменам.



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AGENDA

- 09:30-10:00 Registration of participants
- 10:00-10:20 Opening Remarks:
Moderator:
Mr. Hayward Alto, Political/Economic Officer, U.S. Embassy
Remarks by:
Mr. William H. Moser, Ambassador of the USA to the Republic of Moldova
Mr. Valeriy Ianioglo, First Deputy Bashkan, Autonomous Territorial Unit of Găgăuzia
- 10:20-10:35 **Mrs. Elaine Marshall**, Secretary of State, North Carolina
How to do Business with Individual States
- 10:35-10:50 **Mr. Gregory Winstead**, Chief of Political/Economic Section, U.S. Embassy
Existing Trade Patterns and Opportunities
- 10:50-11:05 **Mr. Hayward Alto**, Political/Economic Section, U.S. Embassy
Presentation on the Cochran and SABIT Programs
- 11:05-11:20 **Ms. Olena Stephanska**, Commercial Assistant, U.S. Embassy Kyiv
International Buyers Programs and Financing Options
- 11:20-11:35 **Mr. Piotr Pashaly**, Director, CCI RM, Gagauzian branch
Perspectives of Cooperation Between U.S. and Gagauzian Companies
- 11:35-11:45 Question and Answer Session
- 11:45-12:10 Coffee break
- 12:10-12:30 **Mrs. Mila Malairau**, Executive Director, AmCham Moldova
An introduction to the American Chamber of Commerce in Moldova
- 12:30-12:50 **Mr. Thomas Moser**, Chairman, Danube Logistics
- 12:50-13:10 **Mr. Vaja Jhashi**, President, Transoil Group of Companies
- 13:10-13:20 Question and Answer Session
- 13:20-13:35 **Mr. Valentin Bozu**, Senior Advisor, Millennium Challenge Account Moldova
Compact Program – Opportunities with Millennium Challenge Account Moldova
- 13:35-13:55 **Mr. Douglas Griffith**, Chemonics International, Chief of Party to USAID's CEED II Project
USAID's CEED II Project: How it helps you?
- 13:55-14:25 **Ms. Nadejda Mocanu**, Country Director, CNFA,
USAID's Farmer to Farmer Program
- 13:55-14:25 Coffee break

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AGENDA

- 09:30-10:00 Înregistrarea participanților
- 10:00-10:20 Deschiderea oficială a seminarului:
Moderator:
DI Hayward Alto, Ofițer Politic/Economic, Ambasada S.U.A.
Cuvânt de salut:
E.S. DI William H. Moser, Ambasadorul S.U.A. în Republica Moldova
DI Valeriy Ianioglo, Prim-vicebașcan, UTA Găgăuzia
- 10:20-10:35 **Dna Elaine Marshall**, Secretar de Stat, Carolina de Nord
Particularități de desfășurare a afacerii cu state individuale din SUA
- 10:35-10:50 **DI Gregory Winstead**, Șeful Secției Politico-Economice, Ambasada S.U.A.
Oportunități și modele comerciale
- 10:50-11:05 **DI Hayward Alto**, Ofițer Politic/Economic, Ambasada S.U.A.
Prezentarea programelor Cochran și SABIT
- 11:05-11:20 **Dna Olena Stephanska**, Asistent Comercial, Ambasada S.U.A. de la Kiev
Programele "International Buyers" și opțiuni financiare
- 11:20-11:35 **DI Piotr Pashaly**, Director, CCI RM, filiala Găgăuzia
Perspectivile cooperării între companiile americane și găgăuze
- 11:35-11:45 Sesiunea întrebări/ răspunsuri
- 11:45-12:10 Pauză de cafea
- 12:10-12:30 **Dna Mila Malairau**, Director Executiv, AmCham Moldova
Prolog despre Camera de Comerț Americană din Moldova
- 12:30-12:50 **DI Thomas Moser**, Președintele Consiliului de Administrare, Danube Logistics
- 12:50-13:10 **DI Vaja Jhashi**, Președinte, Transoil Group of Companies
- 13:10-13:20 Sesiunea întrebări/ răspunsuri
- 13:20-13:35 **DI Valentin Bozu**, Consilier Superior, Fondul Provocările Mileniului
Programul COMPACT - oportunități cu Fondul Provocările Mileniului MOLDOVA
- 13:35-13:55 **DI Douglas Griffith**, Chemonics International, Director de Proiect, USAID CEED II
Proiectul USAID CEED II: Cum te ajută?
- 13:55-14:25 **Dna Nadejda Mocanu**, Reprezentant Program "De la Fermier la Fermier"
Programul USAID De la Fermier la Fermier
- 13:55-14:25 Pauză de masă



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ПРОГРАММА

09:30-10:00	Регистрация участников семинара
10:00-10:20	Открытие семинара. Приветствие участников <i>Модератор:</i> Г-н Хэйвард Алто , Второй Секретарь политико-экономического отдела, Посольство США в Молдове <i>Приветственное обращения</i> Г-н Вильям Мосер , Посол США в Молдове Г-н Валерий Яниогло , Первый Заместитель Башкана, АТО Гагаузия
10:20-10:35	Г-жа Элайн Маршалл , Государственный секретарь, Штат Северная Каролина <i>Особенности ведения бизнеса с отдельными штатами</i>
10:35-10:50	Г-н Грегори Уинстед , Начальник политико-экономического отдела, Посольство США в Молдове <i>Существующие модели и возможности торговли</i>
10:50-11:05	Г-н Хэйвард Алто , Второй Секретарь политико-экономического отдела, Посольство США в Молдове <i>Презентация программ SABIT и Cochran</i>
11:05-11:20	Г-жа Олена Степанска , Коммерческий ассистент, Посольство США в Киеве <i>Программа "Международный Покупатель" и возможности финансирования</i>
11:20-11:35	Г-н Петр Пашалы , Директор, Торгово-Промышленная Палата Гагаузии <i>Перспективы сотрудничества между Американскими и Гагаузскими компаниями</i>
11:35-11:45	Вопросы и ответы
11:45-12:10	Кофе-брейк
12:10-12:30	Г-жа Мила Малайрэу , Исполнительный директор, Американская Торговая Палата в Молдове <i>Введение в AmCham Moldova</i>
12:30-12:50	Г-н Томас Мосер , Председатель Административного Совета, Danube Logistics
12:50-13:10	Г-н Важа Жаши , Директор, TransOil Group of Companies
13:10-13:20	Вопросы и ответы
13:20-13:35	Г-н Валентин Бозу , Старший Советник, Фонд "Вызовы тысячелетия – Молдова" <i>Программа Компакт - возможности "Вызовы тысячелетия - Молдова"</i>
13:35-13:55	Г-н Дуглас Гриффит , Chemonics International, Руководитель Проекта USAID CEED II <i>Проект USAID: CEED II - Как это помогает вам?</i>
13:55-14:25	Г-жа Надежда Мокану , Представитель Программы "От Фермера к Фермеру в Молдове" <i>Программа USAID: От Фермера к Фермеру</i>
14:25	Кофе-брейк





ABOUT AMCHAM MOLDOVA

AmCham of Moldova is a non-governmental, non-profit association of the private businesses in Moldova. As a member of the network of 112 American Chambers of Commerce throughout the world, AmCham Moldova's mission is to promote trade and American investments in Moldova, cooperate with Moldova's Government and the leading businesses for developing business climate that would be more favorable to foreign trade and investments in Moldova.

AmCham counts about 80 members today, representing a wide range of leading businesses in Moldova, from the biggest foreign investors to small private companies. All members are model-leaders in business, which aim at developing the business climate in Moldova and intensifying trade and foreign investment flows to Moldova.

AmCham Moldova develops its activity in 4 main areas: **Advocacy and Lobby**, implying an active participation of members in topical Committees and Working Groups; **Business Networking**, **Member Services**, and **Promotion of Moldova abroad & Investment Attraction**.



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DESPRE AMCHAM MOLDOVA

AmCham este o asociație nonguvernamentală, non-profit a businessului privat din Moldova. În calitate de membru a rețelei de 112 Camere de Comerț Americane din întreaga lume, AmCham Moldova are drept misiune promovarea comerțului și investițiilor americane în Moldova, colaborarea cu Guvernul R. Moldova și liderii comunității de afaceri pentru dezvoltarea unui climat de afaceri mai favorabil pentru comerț și investiții străine în Moldova.

Actualmente, AmCham numără circa 80 membri, reprezentând un spectru larg al liderilor de afaceri din Moldova, de la cei mai mari investitori străini, până la companii private mici.

AmCham își desfășoară activitatea în patru direcții principale: **Advocacy și Lobby**, ce presupune o implicare activă a membrilor în diferite comitete tematice și grupuri de lucru; **Business Networking**; **Member Services** și **Promovarea Republicii Moldova peste hotare și atragerea investițiilor**.

O AMCHAM MOLDOVA

AmCham Moldova является некоммерческой неправительственной ассоциацией частного бизнеса Молдовы. Она входит в число около 112 американских торговых палат по всему миру. Миссия AmCham состоит в продвижении американской торговли и американских инвестиций в Молдове, сотрудничестве с правительством Республики Молдова и лидерами бизнеса в целях развития в Молдове более благоприятного для торговли и для иностранных инвестиций делового климата.

На сегодняшний день AmCham насчитывает примерно 80 членов, которые представляют разнообразный спектр лидеров молдавского бизнеса – от крупнейших иностранных инвесторов до мелких частных компаний.

AmCham Молдова развивает свою деятельность по 4 основным направлениям: **Advocacy și Lobby**, **Business Networking**; **Member Services** и **Продвижение Республики Молдова за рубежом и привлечения инвестиций**.



ABOUT US EMBASSY TO MOLDOVA

The American Embassy in Chisinau protects and promotes American interests and develops relations with Moldova through contacts with Moldovan government, business, labor, agriculture, media and education leaders.

Led by the United States Ambassador, the Embassy team:

- Explains and advocates the position of the United States Government on bilateral and multi-lateral political, economic, social, and scientific issues.
- Reports to the United States Government positions taken in Moldova on issues of interest to it.
- Carries out a wide-ranging assistance program designed to help promote democracy and a strong market economy in Moldova.
- Promotes the sale of American goods and services and American business interests in Moldova and the region.
- Provides protection and documentary services to United States citizens and visa and other documentary services to foreign nationals.
- Facilitates cultural and educational exchange between the United States and Moldova.
- Maintains contact between the Moldovan military services and their United States counterparts and facilitates cooperative activities in the region.



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DESPRE AMBASADA SUA ÎN MOLDOVA

Ambasada SUA in Moldova protejează și promovează interesele americane, stabilește relații de colaborare cu Moldova prin intermediul contactelor cu liderii Guvernului moldovenesc, cu lideri din domeniul afacerilor, agriculturii, presei, învățămîntului etc.

Conduc de Ambasadorul Statelor Unite, colectivul ambasadei explică și sustine poziția Guvernului S.U.A. in relațiile bilaterale si multelate-rale in domeniul politicii, economiei, societății si științei; raportează Guvernului S.U.A. despre poziția Moldovei in problemele care necesită atenție; conduce un vast program de asistență, menit să promoveze democrația și o puternică economie de piață în Moldova; promovează vînzarea mărfurilor și serviciilor americane în Moldova și apară interesele de afaceri ale S.U.A. in această regiune; protejează si acordă servicii de documentare pentru cetățenii Statelor Unite, servicii de vize pentru cetățenii din Moldova; facilitează schimbul cultural si de invatamint între S.U.A. și Moldova; menține contactul dintre structurile militare din Moldova si omologii din SUA, faciliteaza activitățile de cooperare in aceasta regiune.

О ПОСОЛЬСТВЕ

Посольство США в Молдове защищает и поддерживает американские интересы и развивает отношения с Молдовой, сотрудничая с молдавским правительством и лидерами в областях предпринимательства, трудовых отношений, сельского хозяйства, средств массовой информации и образования.

Во главе с послом США сотрудники посольства объясняют и защищают позицию правительства США в двухсторонних и многосторонних политических, экономических, социальных и научных вопросах; информируют правительство США о позициях, занятых в Молдове по интересующим его вопросам; осуществляют широкий спектр программ поддержки демократии и развития рыночной экономики в Молдове; способствуют продвижению американских товаров и услуг; защищают американские деловые интересы в Молдове и регионе; защищают интересы и осуществляют документальное обслуживание граждан США; осуществляют выдачу виз и документальное обслуживание иностранных граждан; способствуют культурным и образовательным обменам между США и Молдовой; поддерживают контакты между военными ведомствами Молдовы и США, способствуют их сотрудничеству в регионе.



LIST OF SPEAKERS

No.	Company/institution	Name/Surname	E-mail	Phone
1	US Embassy	ES William H. Moser	chisinaucommerce@state.gov	22 408 300
2		Hayward Alto	chisinaucommerce@state.gov	22 408 300
3		Gregory Winstead	chisinaucommerce@state.gov	22 408 300
4	Secretary of State, N. Carolina	Elaine Marshall	emarshal@sosnc.com	+ 1 (919) 807 2005
5	US Embassy, Kyiv	Olena Stephanska	Olena.Stephanska@trade.gov	380 44 521 5244
6	Millenium Challenge Account	Valentin Bozu	office@mca.gov.md	22 852 298
7	AmCham Moldova	Mila Malairau	info@amcham.md	22 211 781
8	Danube Logistics	Thomas Moser	info@danlog.md	22 999 225
9	Transoil Group of Companies	Vaja Jhashi	transoil@transoilcorp.com	22 889 300
10	Chemonics international	Douglas Griffith	info@ceed.md	22 839 900
11	CNFA	Nadejda Mocanu	info@moldova.cnfa.org	22 240 312
12	CCI, Gagauzia	Piotr Pashaly	gagauzia@chamber.md	29 123 061
13	ATU Gagauzia	Valeriy Ianioglo	gagauzia.news@gmail.com	29 823 562

LIST OF PARTICIPANTS

No.	Company/Institution	Name/ Surname	Field of Activity	Phone
1	Acpadon	Sarioglo P.S.	Prod. & sale of sunflower seeds	29 121 833
2	Agro-Sadim	Novac S.D.	Agricultural products	29 822 873
3	Aidân	Morari G.I.	Agricultural products (production & sale)	29 823 040
4	Alifarium	Stoianova L.F	Restaurant, Brewery	29 120 322
5	Asena-Textil	Leon T. G.	Clothing industry	29 123 404
6	Aur Alb	Gladca L.A	Prod. and sale of flour	29 121 935
7	Azamet-Grup	Uzun V.D.	Trade, Construction	29 122 714
8	Banca Socială, filiala Comrat	Câvârjic A. F.	Banking services	29 822 798
9	Basarabia-Agroexport	Cimpoieș S.C.	Production and sale of fruit puree	29 823 532
10	Budjacagrotehservis	Nedov I. P.	Assembly & sale of tractors	29 151 555



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11	Carne-Sud	Pascova M.D.	Meat products (processing)	29 162 578
12	Cazaia-Vin	Florica V. S.	Wine-making	29 167 554
13	Ceadâr-Gaz	Caichî O. I.	Natural gas (Sale)	29 129 036
14	Ceadâr-Petrol	Panaitov F. V.	Oil industry	29 120 195
15	Chentavr-Exim	Ceacusta D.F.	Processing & sale of animal's skin	29 822 272
16	Colhoz «Pobeda»	Drăgan D.S.	Agricultural products (production)	29 450 230
17	Combifuraj Vulcănești	Terzi G.G	Agricultural products (sale)	29 323 165
18	Comvincom	Constantinov L. D.	Wine-making	29 831 292
19	ConsumCOOP sat.Tomai	Cimpoieș G.P.	Trade	29 151 149
20	Corten	Gurguorv N.N.	Agricultural products (production)	29 172 235
21	Cristal-Avant	Delin N.N.	Production & sale	29 822 826
22	Cumnuc-Agr	Pașali G.M.	Prod. & sale of agricultural products' seeds	29 120 729
23	Cvisbis	Cârmăzi V. E	Production of flour and pastries	29 833 067
24	Deri Cristal	Chilioglo V.A.	Production of leather goods	29 822 949
25	Dinamic-Textil	Metin Ilihan	Clothing industry	/-/ 202-18
26	DK-Intertrade	Loghin I. G.	Wine-making	29 378 337
27	Euro Jersey SRL I.B.Agro	Hasan Hosan Ali Mousa	Clothing industry	29 162 518
28	Fabrica Oloi Pac	Agbaș M.I.	Dairy products	29 823 799
29	FinComBanc, filiala nr.12	Todorova V.P.	Banking services	29 826 072
30	GăgăuzCOOP	Arnaut N.S.	Trade	29 822 500
31	GAGAUZ-GAZ	Dobjanschii A. V.	Delivery and sale of nat. gas	29 122 004
32	Gloria Mitiș	Mitiș M. D.	Trade	29 323 544
33	Goliat Vita	Anastasov S.I.	Furniture production	29 833 027
34	Hideco	Olga Dereveanco	Energy	22 233 068
35	Ianitor	Ianac P.I	Construction	29 123 704
36	Iapaa-Servis	Garbalî P. D.	Clothing production	29 121 265
37	Integration	Tatiana Litvinova	NGO	
38	Invinprom	Cara D.S.	Wine-making	29 825 152
39	Jămciujina	Ivanciuc N. I.	Champagne	29 123 714

41	Luxfarmol	Marinov N.I.	Production of medicines	29 163 493
42	Macinatorul	Stoianov I. G.	Product. and sale	29 171 141
43	Maidan-Grup	Ianioglo F.P.	Agricultural Products	
44	Marc-Media	Lăpușnean S.P.	Printing services	29 822 783
45	Mărigold	Cernev I.C.	Perfumery and cosmetics	29 151 910
46	Maxmonopol	Topciu P.S.	Trade	29 825 400
47	Moldavskii Standart	Șoșev V.D.	Brandy production	29 163 186
48	Necsovin	Cadîn A. I.	Wine-making	29 892 348
49	Nou TexGrup	Hasan Hosan Ali Mousa	Clothing industry	29 162 518
50	Orange	Ivan Cambur	Telecommunications	69 198 127
51	Orange	Sergiu Zavulan	Telecommunications	69 198 134
52	Radulov Nicolai Ilici	Radulov. N. I.	Manufacture of windows and doors	29 122 135
53	Ridiager-SV	Camilciu S. A.	Clothing Industry	29 822 857
54	Șardrisvin	Dmitroglo D. N.	Wine-making	29 823 841
55	Scop	Dzeadzin N.P.	Clothing industry	29 123 420
56	Service CNC	Sandul Lilia	Electronics	22 487 187
57	Sirion	Hosam Mousa	Clothing industry	29 162 518
58	Speranta	Caramilea I.C.	Road construction	29 322 788
59	Stamcom	Tatar I. C.	Juices production	29 850 199
60	Stil	Chiriac P. D.	Clothing industry	29 323 688
61	Sudvincom	Stoianova M. I.	Wine-making	29 122 053
62	Sun Communications	John Maxemchuk	Telecommunications	22 860 008
63	Tartcomvin	Novac A.S.	Wine-making	29 829 783
64	Tehțentr-Ceadîr-Lunga	Iabanji S.D.	Farm equipment repair service	29 121 365
65	Tessa	Onța S.D.	Wine-making	29 824 587
66	Tomai-Vinex	Sibov C. D.	Wine-making	29 151 907
67	Trans Oil Refinery	Gladca L.A.	Production & sale of sunflower oil	29 121 935
68	UniversalCOOP, Ceadîr-Lunga	Culeva M.C	Trade	29 192 134
69	Valcanes	Cerven G.P	Free economic zone	29 322 568

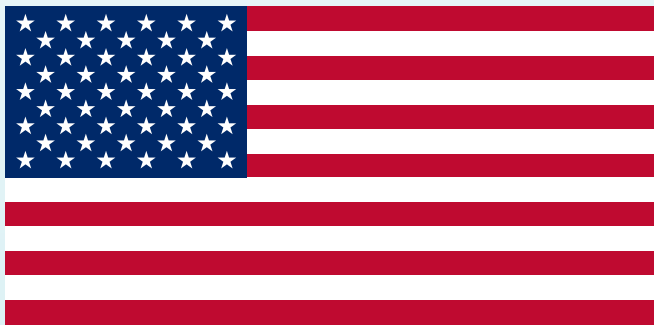


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69	Valcanes	Cerven G.P	Free economic zone	29 322 568
70	Valea-Perjei	Costov V. T.	Agricultural products (sale)	29 147 986
71	Vamzid-Grup	Chihaial I. V.	Trade with indust. and building materials	29 123 914
72	VIGOSAN-PRIM	Barban G.S.	Hotel	29 833 024
73	Vina Comrata	Hmelevschii A. L.	Wine-making	29 822 344
74	Vinăria Bostavan	Bostan V.	Wine-making	22 232 449
75	Vitafarm-Com	Coltuc V.A.	Prod. & sale of medicines	29 833 064
76	Zolotoi Aist	Peicov P. V.	Brandy production	29 162 354
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The American Chamber of Commerce in Moldova

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event
sponsor

