

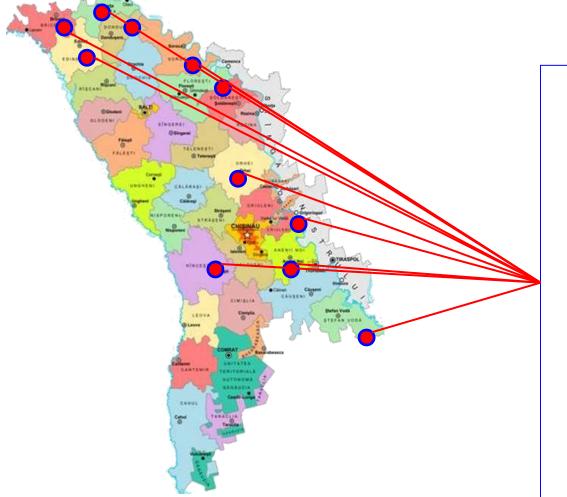


CURENT STATE AND DEVELOPMENT OF ORGANIC MARKET IN REPUBLIC OF MOLDOVA



April 16th, 2015 Viorel Gherciu, ProRuralInvest

Organic Agriculture on Republic of Moldova

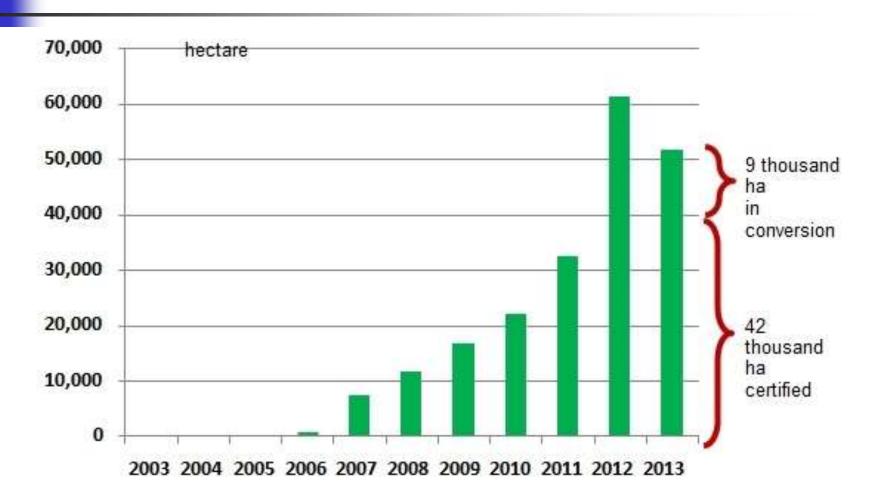


Total surface in 2013 (ha): 51 681 ha 5 Certification companies: Local: Certificat-Eco,. CERPA-Inspect ICEA, ECOGRUPPO,BIOZOO Bio-Inspect is in the process of registration

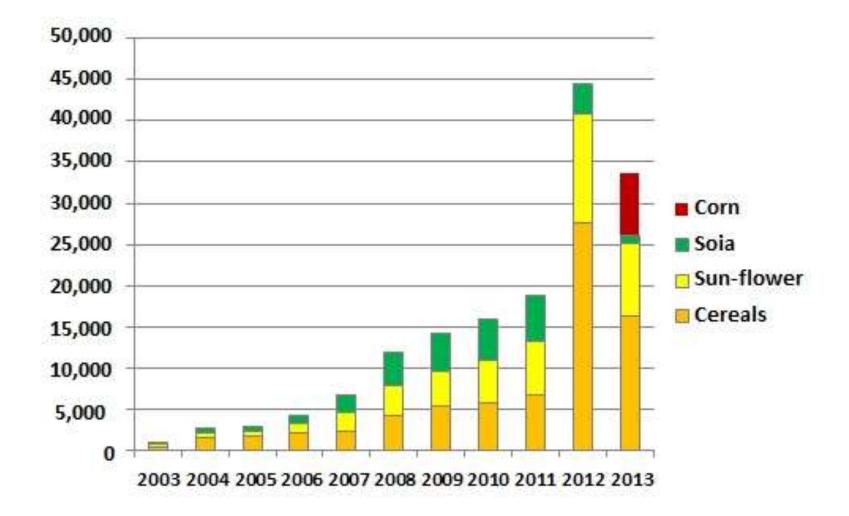
Organic Agriculture on Republic of Moldova

- In 2013 the total area under organic production was 2.87 per cent of Moldova's total arable land in 2013
- It is estimated that approximately two per cent of the agriculture labor force is engaged in organic farming, 60 per cent of which are women
- The incomes of these employees are almost the same as the salaries in conventional agriculture, varying from USD 100-250 per m

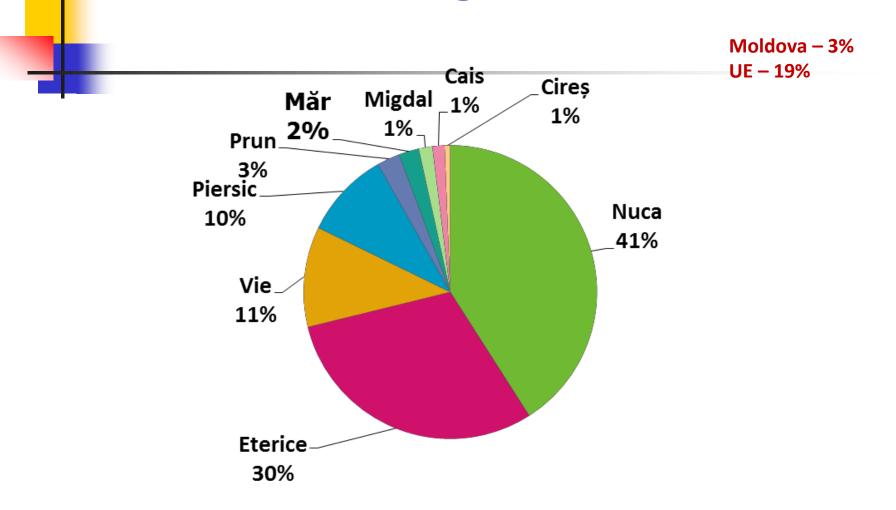
Evolution of organic surfaces 2003 – 2013



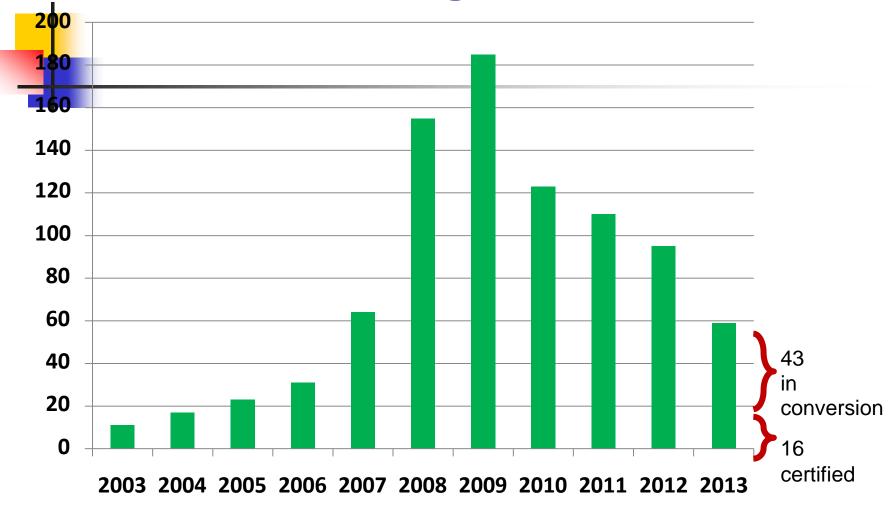
Anual crops represent 95% of total OA area



Horticultural crops have an under community average rate



Number of producers involved in OA is decreasing since 2010



Organic regulations and standards

- June 2005, the government adopted the Law on Ecological Agro-Food Production Nr.115-XVI

This law includes:

- the National Plan for Organic Agriculture
- regulations on principles and methods of organic agriculture
- regulation of the inspection and certification systems of the Republic of Moldova; and
- regulation on the import and export of organic products.

Logo for Moldovan organic food



 in 2008, a new regulation entered into force, the "Organic agro-food production and labeling of agro-food products", Nr. 1078 (22.09.2008).

Markets and trade of organic agriculture products

- The export of agro food products in 2013 (mln USD 987,9) comparing with 2012 (mln USD 878,9) registered in increase with 12,4%
- Import registered value of 783.7 mil. USD and increase to with 5,4%

Moldova has positive trade balance with agro food products and it is a possibility to improve that, substituting some products which can be easily produced by local farmers

- The trade balance is positive and has a value of 204.3 mil.
 USD, have an increase of 51% comparing to 2012
- The share of agri food exports in total exports is 40.6%.

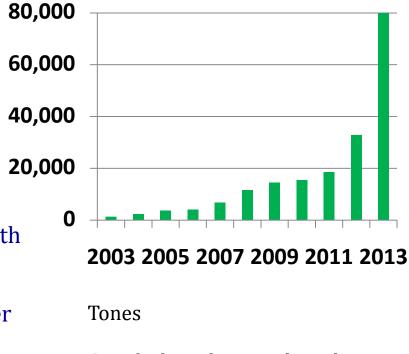
Markets and trade of organic agriculture products

Over the past five years, Moldova experienced rapid growth in export of organic certified products.

- In 2013, 80,817 tons of organic products, valued at LEI 5880.7 million (EUR 31.45 million) were exported
- Representing 3.18 per cent of the total agriculture export value.

The Export of Organic Products is increasing

- Almost exclusively to the EU and Switzerland
- Main exported products
 - Fader crops cereals
 - Sun flower oil
 - Nuts
 - Dried fruits
- Moldova is not in the list of countries with inspection and certification system recognized by the EU
- Export based import authorizations after the demonstration of equivalence with Community rules (no longer issued after 07.01.14)



Certified products and products in conversion

Events which promoted OA

(support from UNEP, MEPO, GIZ, MA)

Exhibitors Moldova Biofach 2015

companiile	persoana de contact	email	produsele	marca
				Black Sea
Black Sea seeds	Diana Hoorn	diana@blackseaseeds.com	veg and flower seeds	Seeds
Crama Domneasca	Constantin Stratan	costistratan@gmail.com	wines	Equinox
Monicol	Dumitru Vicol	info@monicol.md	walnut, prune, fruit brandy	Monicol
Nova Nut	Ion Cuhal	John_Cuhal@yahoo.com	walnut	NovaNut
Prograin	Spartac Chlat/Sergiu Pescari	spartac@prograin.md	grains, oilseeds	Prograin
	Andrian Davidescu /Rudenco			
Vinaria din Vale	Alexandru	sertos.vinaria@gmail.com	wines	Vinaria din Vale

Events which promoted OA



ECOGASTROETNICA Capriana Festival

- Slogan "Local eco between myth and reality"
- Certified organic production clearly communicated
- 21 May 2014

- Slogan: "A tasty and healty event";
- Traditional products, melons, watermelons, fruits and vegetables;

9-10 August 2014

Domestic markets

- Recently appeared specialized shops selling organic products in Moldova
- One small organic dairy shop with local products
- One specialized shop trading with imported products

Prices in the local market do not vary much between organic and conventional agriculture

The poor development of national organic products market

- The consumer is not aware about the organic certified agriculture
- "bio" and "eco" frequently appears as a describtion of products which are not actually organic;
- The trade network ignore the organic productsde The register of economic agents involved in organic farming is not publicly available

Most organic farmers can not get higher prices to justify higher unit costs

Local ecological products Fair 11th of September 2014



- local producers who have available stock of organic products;
- Each producer beneficiated of financial support for delivering the products to the Fair;
- were developed labels with enrolled
 information about the name of producer or
 farm, its logo, the contact information, the
 name of the Certification Body that certified
 the farm and the category of authorisation
 (ecologic agricultural producer or in period
 of conversion to ecologic agriculture);
- Etc.

Local ecological products Fair 11th of September 2014 Some of labels developed Some of leaflets developed

+ Labels Producător: Producator: Relefc Om SRL "Relefcom" SRL "Dumflor Grup" s. Cojuşna, s. Ciocilteni, r. Orhei r. Strășeni Tel.+373 69256471,+373 23571555 Tel.+373 69044476,079753144 Mere PRUNE USCATE Autorizat de câte OC "CERTIFICAT- ECO" SRL es produs în perioada de BCO convenie anul III spec agricultura coolegică Produs în Moldova Autorizat de extre OC "CERTIFICAT-ECO" SRL es produx la perioada de convenite anul II spec agricultura coologică Produs în Moldova Producator: CARTOFI OF CAPLANI GT "VALERIANA' Producator: s. Caplani, r. Stefan Voda G.T."Victor ... Tomate de tel. +373 68028908 Tohatin Boistean" com. Tohatin, mun. Chişinau Tel.+37379526857 Autorizat de citer OC "CERTIFICAT-ECO" SRL es produs în perioada Autorizat de estre OC "CERTIFICAT- ECO" SRL es produs in perioads conversio anul II apre agricultura coologică Produs in Moldova de conversie anul II spec agricultura ceologică Produs în Moldova Producator: Aronie faria Taranessca" UNGUREANU ALEXANDRA" s. Cucueții-Vechi, r-l. Rîşcani tel. +373 68600162 Черноплодная рябина Producitor autoriast do citer OC "CERTIFICAT-ECO" SRL Autorizat de câte OC "CERTIFICAT ECO" SRL perienda de conversio in perioada de conversie anul I spre agricultura ecologies anul II Produs in Moldova "Pronat-Ageo" SRL Tel + 373 69319134 ducator: srl "GLIA-GT. Maria s. Chetrosu, r. Drochia s.Pascani, r.Criuleni tel. +373 6835338 .069300112 tor autorizat de catre OC MERNIFICAT-ECO

sda de conversie anté II spre aus

aat de câtre OC "CERTIFICAT-ECO" SRL conversie anil II spre agricultura ecologică

SRI. "Dumflor Grup" SRL «BASTECRIS» Darshes Gorg! one productor all prote pa a GRI . Research or stapk in passess tweeter passes proposition that make at a party taper of curver. Comparison may incodental its presents in A sinchron Jugebook and corps and I have an Contraction of the second spin Organismal de ortelleurs produie exclusion of Jackhon Your SEL menginese foi ferminel Walsond de Auroithus al Republics Mulders No Origens (81) dia 16 reproduce Gosphdhrin Thranessca -Givenadie Babici-Geographical control in present 1797 do service, calibra i 12,7 ha a ware particle like produce to generate the backs process from the chart is positiv desirably persons at Orienalial Geolelida Engli sand Technicali Rents fr it ferms propulsing dissevers. ner ontel 31 agent agricultures, accelegate His layer of one third of our preparent lager attackages NUTRATISTICS CONTRACTORS and the production is predication approximate as any release ITE «Christianile Baltist» Institutione Patrices Visual Kaneg Sagiran . 1 on House Londailor and A. Cologna, a China • 0 SRL "Glia-Vito" Relefc m "he" cars provide that do intropped the based party 181 "Medical" are prolinized in terms per a appoint in converse and Tape agriculture codeptit collingie de Agreement de partitions produce contegte «Continue Constitut sight incluin mind a used do only not Dadate property 44: presidential at Visidentiane its Indife ale studies, magnete; dentri de filite pi de spiloti, tem cu até Manastirea Zabriceni me has first a s lost ston an index in all smalls. Logimi nez con ce plantes prysamba bishqu pretota plantes. Det tokares prysamb to prove country of bodies of \$1.0 and 1.0 and Pearters minute diseased Table Units, advancements disasses Describes the oral Difference de present. Los otrito os das sis orde ena beet de wew.co.dogt.e die anal Ciecthen, samuel Delet at hitsen one production of highered in class invalue Frode a fter playten in 2008 per in famma annetal de to strends to preside protect contactly incorrectly data pe längi tääninine osta tavellikkä anakap a obtion comboarts of as fittable conjugate Comboart ad in certilizing produce scringers -CDFT promption bot pit dribenation. Annua We US provided the SHE THEIR VIEW art destaurants Hit. "Laborer" a Charlings & Hidea This off the other than the second se China de convela (f) and Division (around Infant arolly per system G •

Local ecological products Fair 11th of September 2014



TOS - CONSU





The" Curierul Agricol" newspaper article about the fair that was organised.

ECONOMIE

Nr. 39 (425) • 24 octombrie 2014 Curieru

EVENIMENT

AO "ProRuralInvest" promovează cu succes produsele ecologice

În acest miez de Brumărel Asociația Obstească "ProRuralInvest" (Presedinte Viorel Gherciu) în co- Vasile Ciobanu, Coordonalaborare cu Serviciul Productie Ecologică și Produse tor de Proiect AO "Proilurade Origine din cadrul Ministerului Agriculturil si Ilnvest', evenimentul în ca-Industriei Alimentare a organizat o amplă acțiune uză s-a desfășurat în cadrul ce s-a desfășurat sub genericul "Târgul de Produse Programului "Ecologizarea Ecologice".



Economiei în Vecinătatea Estică", finanțat de Programul Nationilor Unite pentru Mediu (UNEP), și a avut drept objectiv de bazà promovarea produselor ecologice și a produselor obținute în perioada de conversie de câtre producătorii agricolli autobtoni, actiune ce a avut un caracter deosebit de important in contextul embargoului impus de Fecheratia Rusă vizavi de pāmā mai ierī tradiționalul pe piețele agroalimentare

ale acestui stat.

După cum ne-a informat

-- Am venit cu mare plā- mai activ și echipa de la declare pe parcura Alexan- piața de desfacere. În acest naturii, de o veritabilă caexport de fructe și legume cere la acest târg, decarece "ProRuralInvest", cu care dra Ungureanu, antrepre- sens, repet, evenimentul în litate. am aflat că la organizarea avem de cățiva ani rela- noare din Cuculeții Vechi, cauză e, cu siguranță, unul lui participă în modul cel ții foarte bune, avea să ne raionul Rășcani. Anume foarte binevenit.

acordat de acest ONG am talei, pe terenul adiacent și izhutit ca la zina de azi Ministerului în cauză, și să gestionăm, împreună cu a adunat mai mulți cunosfamilia, o afacere profita- cuți agenți economici care hilă în domeniul cultivării dau preferință cultivării și căpșunului și zmeurului, comercializării producției care în prezent ocupă, re- ecologice, precum și nuspectiv, o suprafață de mai meroși vizitatori care, pe bine de 2.5 hectare (dintre această cale, au avut pocare un hectar de soluri sibilitatea să se informeze remontante) și 60 de ari. din primele surse vizavi În perspectivă, sperăm să de prioritățile oferite de ne extindem în continua- atare produse în contextul re afacerea și de aceea am asigurării unui mod sânăși hotărât să participăm tos de viață, precum și să la acest Targ de produse procure direct de la aseecologice - ca să facem menea producători fructe noi relații, să mai studiem și legume, alte daruri ale

datorità suportului con- Târgul respectiv a avut sultativ și informațional loc chiar în centrul capi-

Cor. _C. A."

Organic Farm

Organic LML "Gloria Bios" v. Gura Bîcului, Anenii Noi







Potential and objectives of Organic Agriculture in Republic of Moldova

- The government start to accord attention to organic producers but not sufficient
- Ministry of Agriculture is supporting organization exhibitions-festivals with trade of organic product
- International companies are invited to invest in organic agriculture and transfer of know how in organic technologies

Potential and objectives Organic Agriculture in Republic of Moldova

The agro-ecological potential of Moldova is 10-20% of the agricultural area (150 000 – 375 000 ha);

In the year 2020, the COUNTRY would be able to cultivate the organic system 120 000-150 000 ha(8 - 10% of the agricultural area) and you can get organic food and agricultural products in the amount of at least 120 million Eur.





Thank you!







NGO ProRuralInvest 98, 31 August 1989 str. ,of. 411 Chişinău, Republic of Moldova tel:+373 22 235080 www.rural.md,vgherciu@gmail.com