

Minutes of the Second Steering Committee Meeting

Project: Clean technology innovation programme for SMEs and start-ups in the Republic of Moldova.

Project Name: Clean technology innovation programme for SMEs and start-ups in the Republic of Moldova

Date of Meeting: 20.12.2022

Time: 17:10 - 18:00 Chişinău time (EEST)

Online meeting platform: Virtual meeting via Zoom meeting application

Attendees:

- Olga Rataj, Global Programme Lead - Global Cleantech Innovation Programme (GCIP).
- Laura Glasberg, Country Focal Point - Global Cleantech Innovation Programme (GCIP).
- Constantin Borosan, State Secretary for Energy at the Ministry of Infrastructure and Regional Development.
- Nicolae Olari, Head of the Energy Policy Directorate at the Ministry of Infrastructure and Regional Development.
- Aurel Jucov, Principal Consultant within The Foreign Assistance Division at the Ministry of Finance.
- Dona Scola, National Country Programme Coordinator at UNIDO in Moldova.
- Denis Andrieş, Director of SME Clients Department at Victoriabank.
- Anastasia Mălai, Funding Project Manager at Victoriabank.
- Violina Varta, Deputy Director of the Energy Efficiency Agency.
- Mircea Migherea, Head of Public Procurement and Legal Department within the Energy Efficiency Agency.
- Victor Gropa, National Consultant, Technical/Business GCIP Moldova
- Victor Chipar, National Consultant, Technical/Business GCIP Moldova
- Dorina Margine, National Consultant, Financial GCIP Moldova
- Corina Gheţu-Chetruşca, National Consultant, Environmental and Social GCIP Moldova
- Stela Cheptene, National Consultant, Media, and Communication GCIP Moldova
- Cristina Lazariuc, National Consultant, Gender Equality GCIP Moldova

Moderator: Nicolae Soloviov, National Coordinator (GCIP Moldova)

Assistant: Natalia Ochinca, Administrative Assistant (GCIP Moldova)

Agenda, and Notes:

The activities of the meeting started according to the Agenda.

Nicolae Soloviov opened the meeting and welcomed all participants to the second Project Steering Committee meeting of the GCIP Moldova.

Opening remarks

- **Constantin Borosan**, State Secretary for Energy at the Ministry of Infrastructure and Regional Development (Chairperson of the Meeting).

The meeting began at 17:10 Chişinău time with the opening remark from Mr. Borosan.

He thanked all the members for their presence and expressed their gratitude to the partners of the event, namely the UNIDO and the Energy Efficiency Agency's representatives for bringing a successful contribution over the past several months, by having a relevant impact over the project's performance.

The State Secretary emphasized the importance of attendance of all members at all PSC meetings.

The Chairperson handed over the meeting to the National Coordinator to continue the agenda with the next topics to be discussed.

- **Olga Rataj**, Global Programme Lead - Global Cleantech Innovation Programme (GCIP).

She thanked all the participants for agreeing to participate in this PSC meeting, by outlining the importance of the meeting for the future of the project.

She underlined the fact that the GCIP Moldova project is a part of a bigger program, which comprises 15 countries globally. She thanked the PMU Unit, the National Coordinator, and the Administrative Assistant, for their dedication and work in completing the project's activities, ensuring the milestones were achieved on time and with great results. She has expressed her interest in further cooperation on the implementation of the project activities.

- **Laura Glasberg**, Country Focal Point - Global Cleantech Innovation Programme (GCIP).

She expressed her pleasure working within the PMU Unit, Nicolae and Natalia, despite the challenges that were present over the past months, and managed to support the innovative startups.

Laura has expressed her interest in fruitful discussions and cooperation that GCIP Moldova would continue implementing new activities within the next year, 2023.

1. Moldova Eco-Energetica / GCIP Moldova 2022 (17.15 – 17.35)

- **Nicolae Soloviov**, Presentation of the Moldova Eco-Energetică 2022/ GCIP Moldova 2022

Mr. Soloviov started his presentation by thanking everyone who contributed to the implementation of the activities of GCIP Moldova in 2022, especially to all the Energy Efficiency Agency's staff, nonetheless to the Deputy Director, Violina Varta, and to the EEA's Director, Alexandru Otgon for the hard work and organizing the Gala Awards Ceremony at a high level.

The main activities:

Announcement of the Call for Application GCIP 2022, **August 8th, 2022**

The reception of start-up proposals took place between August 10 and September 10, and participants could apply to one of the below categories:

1. Energetic efficiency;
2. Renewable energy;
3. Water efficiency;
4. Green buildings;
5. Green transport.

To promote the call for applications was prepared a video and a promotion campaign was started at the national level (https://www.youtube.com/watch?v=nc5GfFV_XcM)

- **Pre-Accelerator (Climathon) August 13th - 14th, 2022**

To help the companies to identify the right idea and to develop the right project proposal was organized a Climathon as the activity of the Pre-Accelerator Programme.

During 2 days, the participants had to identify and solve the biggest challenges present within the energy sector in the Republic of Moldova.

25 participants who attended the event, were divided into 5 different groups to discuss their project proposals and received support to apply to the GCIP Moldova.

- **Promotion of the application process. August - September 2022**

An explanation video regarding the Step-By-Step Application Process was prepared and promoted at the national level. The objective of this video is to explain in detail, the application process and to support the applicants in better preparation of their application dossier. (<https://www.youtube.com/watch?v=tiNOpNZA6Y>)

- **Close of the Call for Applications, September 10th, 2022**

In total, 98 applications were initiated, out of which 52 applications were completed and accepted for the evaluation process.

Out of the 52 applications presented in accordance with the GCP's requirements, 15 applications (3 per category) were selected for the semi-final phase.

- **The GCIP Moldova National Academy, September 13 - 19th, 2022,**

The training sessions were organized at the National level with the 15 GCIP semi-finalists, together with 5 finalists of 2019. There were 5 intensive days of training. The objective of the National Academy is to formalize the project proposals of semi-finalists and help them to develop their project in a business concept.

- **The GCIP Global Academy, September 20th - November 22nd, 2022**

The training sessions were conducted at the International Level, together with GCIP semi-finalists from Nigeria and South Africa.

There were 2 months of intensive training. At the end of the training sessions, all the companies had to complete 8 technical worksheets, based on the business elements discussed during each meeting.

The main objective of the Global Academy was to develop the project proposals into the standard form for the final evaluation.

- Mentoring sessions at the national level, **September 20 - November 23, 2022**

Within the GCIP Moldova 5 mentors were identified.

They had different profiles: social, economic, communication, and business management.

15 individual sessions were organized with every semi-finalist.

During the training sessions, the public speaking skills were developed of the semi-finalists, preparing them for the final presentation of the project, on the 24th of November.

- Awards Ceremony, **November 24th, 2022**

12 semi-finalist teams, out of 15, showcased their project ideas to the jury. One winner per category was selected at the national level:

1. Energetic efficiency - **"EVECO Construction"**, represented by Zahari Dolomanji;
2. Renewable energy - **"SCI Roșcani"**, represented by Varvarici Vladimir;
3. Water efficiency - Intreprinderes Individuala **DRAGAN TATIANA**, represented by Natalia Dorofeev
4. Green buildings - **"Alimvin CV"**, represented by Maxim Vladimir
5. Green transport - **"Spam Carsharing"**, represented by Sever Bolokan

- **Short presentation of the projects:**

Energetic efficiency - **"EVECO Construction"**, represented by Zahari Dolomanji.

Slogan: *"The construction process does not take 1-2 years long anymore, we build houses in 3 months due to our prefabrication technology"*. The project aims to build Eco-friendly houses, made of wooden panels, filled with reeds, clay plaster, and straw. These houses are plastered with slaked lime and straw. They build houses made 90% from natural materials that give security, coziness, and comfort.

Renewable energy - **"SCI Roșcani"**, represented by Varvarici Vladimir:

Slogan: *"Ponds, reservoirs could host floating solar"* The project is based on the creation of a centralized water irrigation system. The entrepreneur proposed to install a "floating solar panel farm" with a capacity of 200,000 kW on the SCI Roșcani reservoir. The business idea involves the production of energy and its distribution in the network.

Water efficiency - Intreprinderes Individuala **DRAGAN TATIANA**, represented by Natalia Dorofeev

The project aims to use a 100% ecological car washing system and cleaning method based on the circular economy concept. Through the innovative washing system, recirculated water can be used for all different operations, which increases efficiency and reduces company costs.

This would be the first car wash in the Republic of Moldova that will use the circular economy concept.

Green buildings - **"Alimvin CV"**, represented by Maxim Vladimir:

The project is focused on the construction of green buildings using various recyclable materials with an impact on carbon emissions and climate change.

It demonstrates why and how is being introduced step by step smart technologies in energy production, demonstrating how properly to use in practice the main technology and increasing the energy efficiency agency of the residential sector.

Green transport - “Spam Carsharing”, represented by Sever Bolokan;

The winning company aims to implement a complete synchronization between the car-sharing systems of municipal public transport cabins and alternative modes of transport. It is focused on reducing gasoline consumption, and exhaust gas emissions and helping drivers who do not want to use the carsharing service.

After the presentation of the winning projects, the National Coordinator asked the members of the Steering Committee if they have any questions about the projects or have any objections to the winners. As there did no objections or questions, this topic was closed, and started the next topic.

2. Activities of GCIP Moldova planned for 2023.

Mr. Soloviov listed the main activities planned for 2023, which are being divided into two main categories:

- a) **GCIP Moldova Activities**, The activities that would be carried out at the national level:
- **March 1st, 2023**, National Calls for Application Open. In this period it would happen promotion activities, info sessions, and several meetings, in order to support companies with the GCIP application process.
 - **May 5th, 2023**, National Calls for Application Close (latest deadline). Companies must have completed the application process.
 - **On May 19th, 2023**, the National Selection of Semi-Finalists should be announced. The semifinalists would be selected and then it would start the National and Global Academies within the program.
 - **On July 17th, 2023**, National Academies completed. The webinars would deepen the company's capacity on developing a business plan. Another goal that would be set is the Mentoring Programme.
 - **November 24th, 2023**, Worksheets Submission. Entrepreneurs, who would participate in the accelerator program, would submit 8 different business worksheets within the Global Academy Programme.
 - **December 1st, 2023**, National Awards Ceremony. All the National Winners would be announced at a Gala Award event.

- b) **Administrative Activities**, referring to the Energy Efficiency Agency's activities.

This topic started with a discussion about the reforming process in which the Energy Efficiency Agency is involved. The main question regarding the reforming process was relating the timeline and finalization of this process.

Mr. Nicolae Olari notified all representatives that a new Law would be discussed next Thursday, 29th of December, during the State Secretary's meeting, followed by some public consultations regarding this matter. According to him, the Government could approve the Law by February - March 2023. Therefore, the restructuring process would be concluded only in February or March of next year.

Ms. Olga Rataj expressed her worry in regard to the upcoming changes over the project's course of implementation, as a consequence of the Agency's restructuring process.

She highlighted the fact that the GCIP Moldova project is a part of an international program and it would be a big risk for them to wait for the changes. Ms. Rataj again expressed her concern about how the above decision would impact the project's implementation and its activities would continue without obstacles.

Ms. Violina Varta, the Deputy Director confirmed her interest in continuing the GCIP Moldova project in 2023 as planned and had no objections to the planned process for 2023. Ms. Violina Varta concluded at the meeting that starting with January 2023, the EEA will start the process of contracting the GCIP Moldova's national consultants, to optimize the execution of the activities.

An important remark was made by **Mr. Mircea Migherea**, Head of the Public Procurement and Legal Department of the EEA, saying the Agency would be ready to start the procurement process to contracting the national consultants, by outlining the fact that all the documentation is already prepared. Mr. Migherea made an observation regarding this year's experiences, which taught them to accelerate the work process better and not to postpone it for the 2nd part of the year. According to him, in this way, all the obstacles for 2023 would be removed.

Mr. Constantin Borosan, the Chairperson, confirmed that he has no objections to the planned activities and is ready to support the activities of the project in 2023, by supporting the promotional activities or other administrative duties. He stated that after reorganization, the Agency staff would increase its capacity and be able to fulfill the project's needed requirements.

Ms. Olga Rataj thanked the members for the clarifications that were made during the meeting. She stressed the importance that the implementation of the project would continue as planned for 2023 and is waiting eagerly for the EEA's reforming results.

After discussion of this topic, the National Coordinator asked the members of the Steering Committee if they have any additional questions and/or suggestions about the project's activities.

As there did no questions and/or suggestions, this topic was closed, and started the next topic.

3. Concluding remarks, close the 2nd Steering Committee meeting

- **Ms. Olga Rataj**, thanked the PMU, EEA, and MIDR team for the great cooperation during 2022 and sent to all PSC representatives best wishes for prosperous and joyful holidays.
- **Ms. Laura Glasberg**, thanked the PMU team for the great collaboration they had during 2022 and is expecting the GCIP Moldova project would receive further support in 2023 and concluded the meeting by wishing happy holidays to all the PSC members.
- **Mr. Constantin Borosan**, thanked the PMU, EEA, and UNIDO teams for their contribution brought to strengthening the cooperation.
- **Mr. Nicolae Soloviov** thanked all the members for their active participation and concluded the meeting.

Signatures:

Nicolae Soloviov

Natalia Ochinca

Olga Rataj

Laura Glasberg

Constantin Borosan

Aurel Jucov

Dona Scola

Denis Andrieş

Violina Varta

Mircea Migherea