



ANNUAL REPORT

2017



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MESSAGE FROM THE PRESIDENT

FSEA took its first steps in 2016 but learned to walk in 2017. Working with partners in government and civil society to support our member's priorities and our shared vision has kept us busy. Through the tireless work of Liliana Busuioc and the commitment of each member to support each other we have built a community - one with a strong, clear, voice.

In 2018 we will continue to build on the foundation we have made, and continue to prove we are [#StrongerTogether](#)

FSEA EXECUTIVE TEAM

BOARD OF DIRECTORS



DAVID SMITH
PRESIDENT



MATT RUTTER
CO PRESIDENT



KELSEY WALTERS
VICE PRESIDENT



LILIANA BUSUIOC

EXECUTIVE DIRECTOR

FSEA PROFILE

Our mission is to advance and protect the general welfare and prosperity of small businesses and those doing business with small businesses in the Republic of Moldova, so that the business community and its citizens shall prosper. We serve as a “first call” resource and business trade organization with local, regional, national and international reach.

Our vision

We are a **small business community** working together toward common goals that will develop a clear and understandable business-legal environment, in order to promote economic growth and investment in the Republic of Moldova.



FSEA ACTIVITIES



DEVELOPMENT OF BUSINESS COMMUNITY

- Monthly Member Events and Informal Networking
- Educational Seminars and highlighting members Best practices
- Members online communication: Monthly Newsletter, Facebook page and Facebook closed group



"FIRST CALL" RESOURCE FOR CONSULTATION, REFERRALS AND REPORTING

- Consultation for businesses on processes and norms in the Moldovan market;
- Referrals between members, sector associations and other external resources for advice, best practices, and business relationships;
- Reporting grievances, challenges, and solutions relevant to the membership.



LOBBY & ADVOCACY BUSINESS TO GOVERNMENT DIALOGUE

- Collecting and synthesizing members needs and challenges
- Data Collection and Report on How Businesses Operate
- Advocacy for members
- Creation of Legal Framework for Business Processes



FSEA MEMBERSHIP



41
MEMBERS

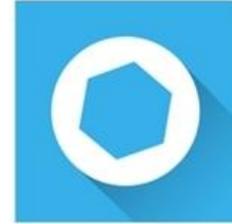
9
INDUSTRIES
REPRESENTED

8
COUNTRIES

FSEA MEMBERS

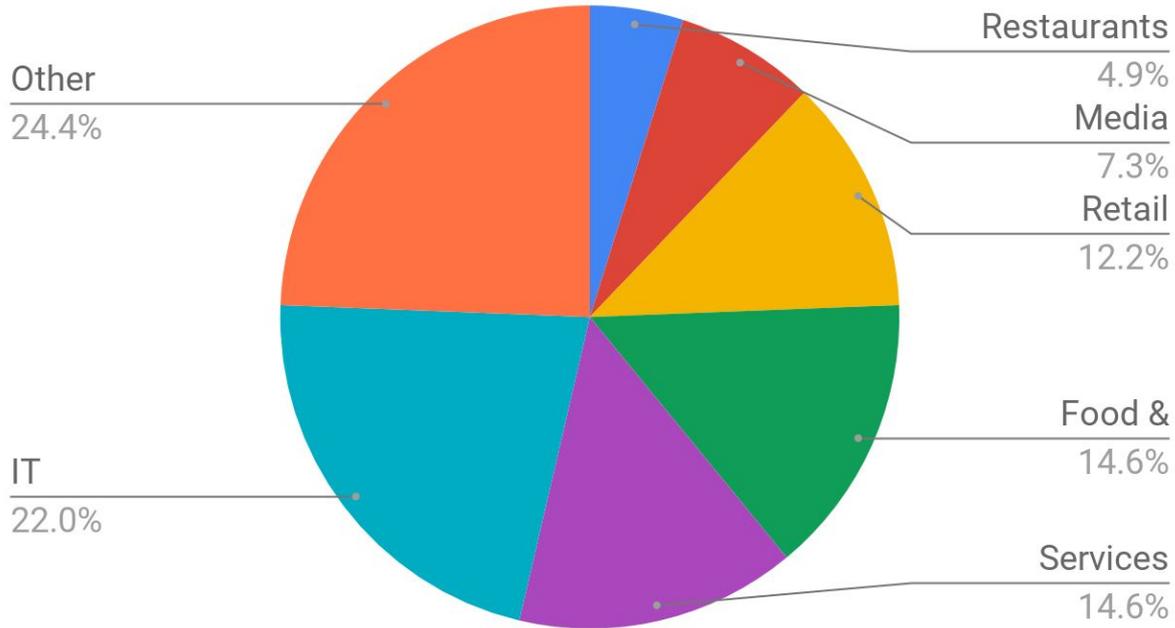


FSEA MEMBERS



MEMBERS BY INDUSTRIES

FSEA Membership Industries



MEMBERS BY NATIONALITY OF FOUNDERS

Investment Countries

Latvia

2.5%

Belgium

5.0%

Italy

2.5%

Romania

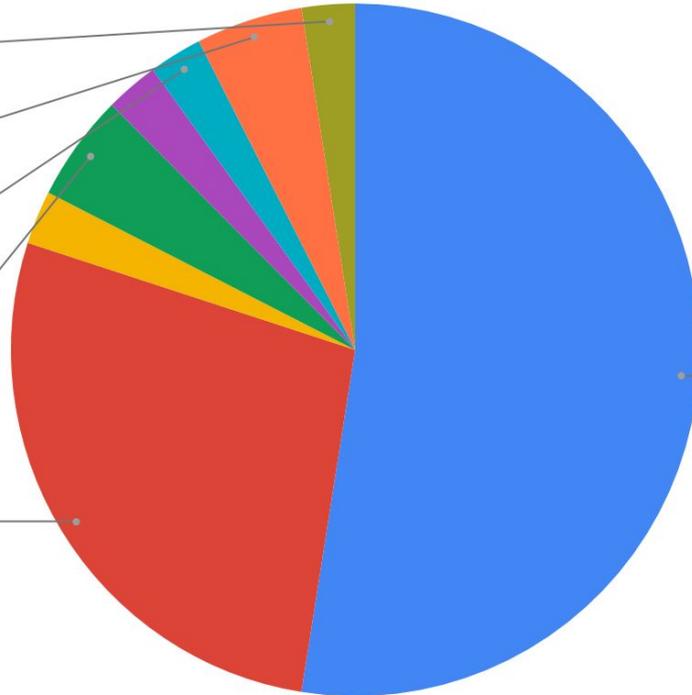
5.0%

USA

27.5%

Moldova

52.5%



FSEA ACTIVITIES 2017

Development of Business Community through FSEA Events

In 2017 FSEA organized 17 events: 7 events Business over Beers, 4 events Meet a member, 2 VIP Business Breakfasts, 2 FSEA lunch, 2 Business over Coffee.



Meet a member

We have visited 4 FSEA members:

- Be Sweet
- Eclair Shop
- Rikipal
- Gusto Pretzel



FSEA Business Breakfast

Business Breakfasts with the:

- Minister of Finance Mr. Octavian Armasu
- US Ambassador James D. Pettit



Opportunity Events

Our members have benefited of trainings and conferences organized by our supporters:

- Centro Entrepreneurship
- Utah Moldova Business Partnerships



FSEA Lunch & coffee

We had 4 formal meetings with FSEA members:

- 2 FSEA lunch
- 2 Business over coffee



"First call" resource for consultation, referrals and reporting

We serve as a first call resource. In this period we got involved in supporting more than 20 members with different questions and situations: Customs Service, Bureau of Migration and Asylum, consultation on accounting and fiscal questions and referrals.



Business to Government Dialogue



Prime Minister's Economic Advisory Council



FSEA is a member of Prime Minister's Economic Advisory Council since May 2017. Our goal is to contribute to the dialogue between business representatives and policy makers in order to develop a transparent and clear business environment.

PMEAC has 6 working groups on different topics. In 2016 - 2017 FSEA attended more than 15 working groups meetings on topics of interest for our members.



Members of Consultative Committee of the Customs



Members of Consultative Committee at the Customs Service:

- Attended at least 6 events
- Submitted 2 Position papers
- Ensured “first call” support for our members



Constructive dialogue with the Ministry of Finance



Constructive dialogue with Ministry of Finance:

- FSEA organized a Business Breakfast with Mr. Octavian Armasu the Minister of Finance
- Submitted 3 Position Papers to the Ministry of Finance: Export of Goods in Small quantities, 8% VAT for Restaurants and Comments to the Fiscal Code for 2018
- Attended the public debates organized by the Ministry of Finance



Dialogue with International Organizations

Representation of FSEA membership in dialogue with International Organizations:

- International Monetary Fund
- International Finance Corporation
- EBRD
- EU Delegation
- GIZ
- Swiss Cooperation Agency
- USAID



KEY PARTNERSHIPS

Amcham Moldova



FSEA benefiariate of AMCHAM support and expertise with a main focus on lobby and advocacy through Business to Government cooperation. FSEA attended:

- Technical meetings on the labor code amendments
- Project of the Customs Code
- Social event US Independence Day celebration



European Business Association



FSEA benefited of a coaching program for capacity building with an accent on lobby and advocacy activity provided by EBA for Business Support Organizations with the support of USAID and Swedish Government.

In this period EBA supported FSEA with various activities:

- Establishing a constructive dialogue with Customs Service
- Working with members needs and developing advocacy activity
- FSEA members have attended VIP events organized by EBA: Breakfasts with the President of the Parliament Mr. Candu and the Minister of Economy and Infrastructure Mr. Calmic



FSEA REVENUE-EXPENSES REPORT 2017

REVENUES (lei)

Beginning Balance - 39,359

Membership fees	87 234
Local Donations	2 000
Foreign grants	60118
Foreign donations	143 886
Total	293238

EXPENSES (lei) 2017

Wages	84927
Paid Taxes	57424
Payments to service providers (rent, communications, accounting etc.)	155 792
Other expenses	10828
Total	308971

Closing Balance - 23 626

Stronger Together

JOIN US IN BUILDING A BETTER ECOSYSTEM

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