

منظمة
الأمم المتحدة
للزراعة
والغذاء

聯合國
糧食及
農業組織

Food and Agriculture
Organization of the
United Nations



Organisation des
Nations Unies pour
l'alimentation et
l'agriculture

Продовольственная и
сельскохозяйственная
организация
Объединенных Наций

Organización de las
Naciones Unidas para la
Alimentación y la
Agricultura

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Your Ref.:

LETTER OF AGREEMENT

Between

the Food and Agriculture Organization of the United Nations ("FAO")

and

Public Association Federation of Agricultural Producers from Moldova "FARM"

for the provision of

Improving high value trade opportunities in horticulture in the Europe and Central Asia Region

1. Introduction

The Food and Agriculture Organization of the United Nations (hereinafter referred to as "FAO") and the Public Association Federation of Agricultural Producers from Moldova "FARM" (hereinafter referred to as the "Service Provider") (together hereinafter referred to as the "Parties") have agreed that the Service Provider will provide certain services defined in detail in the attached Annex (the "Services") which forms an integral part of this Letter of Agreement (hereinafter the "Agreement") in support of the FAO/EBRD regional project "Improving high value trade opportunities in horticulture in the ECA Region" to (i) provide weekly market monitoring for key horticultural products on the Moldovan market, (ii) support linkages between producers and traders in Moldova and counterparts in other countries via available trading platforms, (iii) conduct a retail audit of fresh produce departments of supermarket chains (iv) organize a study tour for the Moldovan table grape farmers. In order to enable the Service Provider to provide the Services, FAO will pay the Service Provider a total amount not exceeding MDL 974 592 (*nine hundred seventy-four thousand four thousand five hundred ninety-two Moldovan Lei*), which represents FAO's maximum financial liability, into the Service Provider's account specified in paragraph 2 below.

In performing the Services, the Service Provider will comply in full and without delay with all rules and regulations that are issued by national and local governments regarding quarantine, public health, and/or the holding of public events and gatherings. In case of failure to comply, FAO may cancel part of the Services, and suspend or terminate the Agreement in accordance with the provisions detailed in the section "Delays and Termination" of this Agreement. In addition, the Service Provider may not, as part of the Services described in this Agreement, arrange any international travel for individuals that are not under their employment, without the prior notification and written clearance from the FAO LoA Responsible Officer who is named below. Such notification should clearly mention the name of the traveller, reason for travel, and the origin and destination of the journey.

2. Detailed Banking Instructions

Bank name: BC Victoriabank SA

Bank country and city: Chisinau, Moldova

Bank branch address: str. 31 August 1989, nr. 141, Chişinău, Moldova

SWIFT CODE: VICBMD2X

Account: 22516031384MDL

Exact bank account holder's name: Federation of Agricultural Producers from Moldova FARM

Account currency: MDL

Bank branch code or sort code: VICBMD2X416

IBAN number: MD66VI000022516031384MDL

3. Designation of the FAO Responsible Officer.

Mr Andriy Yarmak, Economist, CFIC, Food and Agriculture Organization of the United Nations (FAO), Viale delle Terme di Caracalla, 00153 Rome, Italy, Room D678 E-mail: Andriy.Yarmak@fao.org is designated the officer responsible for the management of this Agreement ("Responsible Officer") on behalf of FAO.

4. Entry into force and period of validity.

The Agreement will enter into force upon the date of signature by the Service Provider, by FAO or on 15 September 2020 **whichever of the three dates is the latest** and will terminate on 15 August 2021.

5. Purpose

- a) The purpose for which the funds provided by FAO under this Agreement shall be used are the following:
- (i) **Objective.** The Service Provider will contribute to the capacity development of the participants of the horticulture sector in Moldova and by enhanced linkages through the project's trade platforms also in other project countries. The aim is to improve their efficiency through greater market transparency by monitoring wholesale prices of fruit, vegetables, berries and nuts, conducting audits of fresh produce departments of retail chains, disseminating market information, analysing the fresh produce markets and organizing a study tour for growers. (FAO Strategic Objective 4: Enable inclusive and efficient agricultural and food systems).
 - (ii) **Outputs.** The Service Provider will produce, achieve or deliver the following outputs:
 - weekly market monitoring of key horticultural products on the Moldovan market throughout the Agreement;
 - enhanced linkages between producers and traders in Moldova and counterparts in other countries via the project's trade facilitation platforms based on Telegram application;
 - 40 articles per month with essential market information and news, major achievements in the sector, modern technologies (in primary production, post-harvest handling,

storage and marketing), success stories and business cases and trade dynamics disseminated on the EastFruit platform;

- four audits of fresh produce departments of retail chains, followed by an analysis and sharing with the team;
- a study tour to Italy for Moldovan table grapes growers (if travelling restrictions due to the Covid-19 Pandemic are lifted).

(iii) **Activities.** The Service Provider will undertake the following activities:

- carry out the market monitoring for key horticultural products on the Moldovan market on a weekly base for the entire duration of the contract.
- support linkages between producers and traders in Moldova and counterparts in other countries via the project's trade facilitation platforms based on Telegram application;
- provide 40 articles monthly for the dissemination on the EastFruit platform regarding the Moldovan horticulture sector, more specifically on:
 - major achievements in the sector;
 - success stories;
 - critical changes in the market;
 - weather impact on crops (in case it is relevant);
 - business cases;
 - trade and export opportunities;
 - modern technologies in production, post-harvest handling, storage and marketing.
- carry out four audits of the fresh produce department of retail chains in Chisinau, analyse them and share with the FAO team;
- organize a study tour including program and logistics for 10-12 Moldovan table grapes growers to Italy if the restrictions due to Covid-19 Pandemic are lifted.

b) A detailed description of the Services including technical and operational requirements, budget, work plan and timeframe, performance indicators and means of verification, as well as inputs to be provided free-of-charge by the Service Provider and FAO, if any, are set out in detail in the Annex.

6. General Conditions

- a) Funds provided by FAO under this Agreement are to be used by the Service Provider exclusively for the provision of the Services in accordance with the budget set out in the Annex. Neither the Service Provider nor its personnel nor any other persons providing the Services on its behalf, will incur any additional commitment or expense on behalf of FAO.
- b) The Service Provider will be responsible for all activities related to the provision of the Services and the acts or omissions of all employees, agents or other representatives, and authorized subcontractors providing the Services on its behalf. FAO will not be held responsible for any accident, illness, loss or damage which may occur during the provision of the Services or any claims, demands, suits, judgements, arising there from, including for any injury to the Service Provider's employees, or to third parties, or any loss of, damage to, or destruction of property of

Signed on behalf of the Food and Agriculture Organization of the United Nations:

Signature: _____ *M. Manssouri*

Date: 30 September 2020

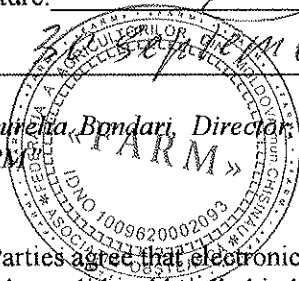
Mr Mohamed Manssouri, Director, Investment Centre, (CFI)

**Signed on behalf of the Public Association Federation of Agricultural Producers from Moldova
"FARM"**

Signature: _____ *VBW*

Date: 30 September 2020

*Mr Aurelia Bndari, Director, Public Association Federation of Agricultural Producers from Moldova
"FARM"*



The Parties agree that electronic signature of this Agreement using the Adobe-Acrobat tool shall be treated as valid and legally binding. This Agreement shall be treated as an original for all purposes.