

The greatest impediment to rural business and private farming development is the regulation setting procedures and extremely high licensing fees (34.8 %). Second and third rank two regulations. The first one on agricultural products export procedures (24.2 %), and the second one regarding machinery registration procedure (24.2 %). There was made a proposal to pass registration of equipment to the Mayor's office.

Attention is captured by the of ploughing of non-profitable, of sparse orchards and vineyards. Current legislation restricts the right to change the type of plantations, because this will lead to a fast diminishing areas of orchards and vineyards. This limitation is presented by a complicated procedure for obtaining permission to plough. In opinion of 7.6 % of respondents this stalls off private farming development.

The same can be said about: regulation on taxes (1.5 %), regulations setting forth too high (in the opinion of the respondents) requirements to availability of storage facilities for chemicals (3.1 %), regulations complicating procedure for access to credits (3.1 %). Evaluation of regulations reflects working everyday thinking of local administration.

There can be no simple conclusions in this situation. There can be modifications of regulations based on the opinion of respondents, as most active explanations of the Government on the feasibility of these regulations substance and laws execution.

## 12. Annexes. Statistical data on the poll results

### (1) QUESTIONNAIRE FOR THE FARMERS (who abandoned the collective farms before the start of “Land” project)

#### A. PROFILE OF THE ENTERPRISE. PLEASE GIVE SOME INFORMATION ON YOUR ACTIVITY.

##### A1. When was your enterprise set up?

Number	Name	Frequency	Percent
1	Before 1997	116	54.2
2	Part of pilot-project “Nisporeni”	5	2.3
3	1997 – 1998	93	43.5

##### A2. How long did it take to register your enterprise (starting with the preparation of documents and to their signature)?

Number	Name	Frequency	Percent
1	Less than one month	55	25.7
2	1-3 months	66	30.8
3	4-6 months	25	11.7
4	Over 6 months	43	20.1
5	Not registered	25	11.7

##### A3. Did you face some difficulties during the registration of your enterprise? For example, did it take too long, did you have to pay high fees, did you have to visit too many institutions?

Number	Name	Frequency	Percent
1	Yes	77	36.0
2	NO	127	59.3
3	No answer	10	4.7

##### A4. If yes, please specify:

Number	Name	Frequency	Percent
1	Unclearness, instability of the legal framework, often changes in the tax procedures	1	0.5
2	Lack of support for the agricultural sector	1	0.5
3	Bureaucratic procedures for registering the enterprise, means of transportation, equipment	72	33.6
4	Bureaucracy, corruption, abundant formalities	2	0.9
5	No answer	138	64.5

**A5. Have you had problems when registering the transportation means, equipment? For example did it take too long, did you have to pay too high fees, did you have to visit too many institutions?**

Number	Name	Frequency	Percent
1	Yes	148	69.2
2	NO	58	27.1
3	No answer	8	3.8

**Please specify**

Number	Name	Frequency	Percent
1	Lack of subsidies for the agricultural sector	3	1.4
2	Low for local products	4	1.9
3	Bureaucratic procedures for registering enterprises, means of transport and equipment	54	25.2
4	No answer	153	71.0

**The size of your enterprise?**

**A6. Number of owners, persons**

Number	Name	Frequency	Percent
1	1-2	157	73.4
2	3-7	32	15.0
3	Over 7	10	4.7
4	No answer	15	7.0

**A7. Number of employees, persons**

Number	Name	Frequency	Percent
1	1-8	58	27.1
2	9-15	6	2.8
3	Over 15	4	1.9
4	No answer	146	68.2

**A8. Surface of agricultural land, ha**

Number	Name	Frequency	Percent
1	1-2 ha	57	26.6
2	2-5 ha	78	36.4
3	Over 5 ha	77	36.0
4	No answer	2	1.0

## B. PERSONALITY OF THE INDEPENDENT PEASANT/FARMER

### B1. Your age:

Number	Name	Frequency	Percent
1	Under 30	6	2.8
2	30-39	29	13.6
3	40-49	89	41.6
4	50-59	56	26.2
5	Over 60	34	15.9

### B2. Gender

Number	Name	Frequency	Percent
1	Male	183	85.5
2	Female	31	14.5

### B3. Education

Number	Name	Frequency	Percent
1	No education	5	2.3
2	Primary	28	13.1
3	General secondary	51	23.8
4	Vocational secondary	72	33.6
5	Higher	54	25.2
6	Incomplete higher	4	1.9

### B4. What made you create your enterprise, start your business?

#### First choice

Number	Name	Frequency	Percent
1	Wish to have profits	13	6.1
2	To survive	73	34.1
3	Wish to work independently	38	17.8
4	Wish to be owner of property	69	32.2
5	Did not know what to do else	13	6.1
6	Other (please specify)	6	2.8
7	No answer	2	0.9

#### Second choice

Number	Name	Frequency	Percent
1	Wish to have profits		
2	To survive	1	0.5
3	Wish to work independently	9	4.2
4	Wish to be owner of property	6	2.8
5	Did not know what to do else	2	0.9
6	Other (please specify)	1	0.5
7	No answer	195	91.1

**B5. What was your main fear when starting your activity of farmer?**

**First choice**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	31	14.5
2	Lack of subsidies for the agricultural sector	24	11.2
3	Low prices for the local products	13	6.1
4	Bureaucratic procedures for registering the enterprise, means of transportation, equipment	6	2.8
5	Difficulties in procuring fuel, chemical fertilizers, chemical means	45	21.0
6	Difficulties in procuring transportation means, equipment	30	14.0
7	Too many fees, taxes and debts	1	0.5
8	Lack of long term loans at low interest rates	12	5.6
9	Too many taxes, custom fees, etc.	4	1.9
10	Lack of warehouse centers, problems in selling the products	16	7.5
11	Lack of centers for cultivation of land and for rendering services, etc.	6	2.8
12	No answer	26	12.1

**Second choice**

Number	Name	Frequency	Percent
1	Lack of subsidies for the agricultural sector	1	0.5
2	Low prices for the local products	4	1.9
3	Lack of protection of the local producer	1	0.5
4	Bureaucratic procedures for registering the enterprise, means of transportation, equipment	1	0.5
5	Difficulties in procuring fuel, chemical fertilizers, chemical means	9	4.2
6	Difficulties in procuring transportation means, equipment	53	24.8
7	Lack of long term loans at low interest rates	20	9.3
8	Too many taxes, custom fees, etc.	19	8.9
9	Lack of warehouse centers, problems in selling the products	17	7.9
10	Lack of centers of information and consultations	3	1.4
11	Lack of centers for cultivation of land and for rendering services, etc.	18	8.4
12	No answer	68	31.8

**Third choice**

Number	Name	Frequency	Percent
1	Difficulties in procuring fuel, chemical fertilizers, chemical means	1	0.5
2	Difficulties in procuring transportation means, equipment	5	2.3
3	Lack of long term loans at low interest rates	7	3.3
4	Too many taxes, custom fees, etc.	11	5.1
5	Lack of warehouse centers, problems in selling the products	20	9.3
6	Lack of centers of information and consultations	1	0.5
7	Lack of centers for cultivation of land and for rendering services, etc.	18	8.4
8	No answer	151	70.6

**B6. Were these fears justified?**

Number	Name	Frequency	Percent
1	Yes	167	78.1
2	No	31	14.5
3	No answer	16	7.5

**Please specify**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	5	2.3
2	Lack of subsidies for the agricultural sector	12	5.6
3	Low prices for the local products	38	17.8
4	Bureaucratic procedures for registering the enterprise, means of transportation, equipment	4	1.9
5	Difficulties in procuring fuel, chemical fertilizers, chemical means	16	7.5
6	Difficulties in procuring transportation means, equipment	18	8.4
7	Lack of long term loans at low interest rates	12	5.6
8	Too many taxes, custom fees, etc.	17	7.9
9	Lack of warehouse centers, problems in selling the products	16	7.5
10	Lack of centers for cultivation of land and for rendering services, etc.	4	1.9
11	No answer	72	33.6

### C. OBSTACLES IN YOUR ACTIVITY

Let us talk about the legal and administrative problems that you probably have faced. The results of the survey will be communicated to the Government which should lead to improved conditions for your activity. Think about the problems that you have faced. They may pertain to the fields of land market, taxation, finances, procurement of equipment, etc. Please provide specific examples.

#### *Obstacles of a legal and regulating nature*

#### **C1. What do you think, the current laws of Moldova to a larger extent hinder or support your activity?**

Number	Name	Frequency	Percent
1	More hinder	78	36.4
2	More support	9	4.2
3	Do not affect in any way	72	33.6
4	Hard to say	53	24.8
5	No answer	2	1.0

#### **C2. If you believe that the laws hinder your activity which are the reasons?**

Number	Name	Frequency	Percent
1	Not very clear clauses, I don't understand much	33	15.4
2	There are contradictions between the laws and the instructions of ministries	21	9.8
3	Laws and instructions do not allow me to manage the enterprise as I want to – more rationally	21	9.8
4	The laws change too often	67	31.3
5	Other (please specify)	7	3.3
6	No answer	65	30.4

#### **Second choice**

Number	Name	Frequency	Percent
1	Not very clear clauses, I don't understand much		
2	There are contradictions between the laws and the instructions of ministries	2	0.9
3	Laws and instructions do not allow me to manage the enterprise as I want to – more rationally		
4	The laws change too often	18	8.4
5	Other (please specify)	1	0.5
6	No answer	193	90.2

*Obstacles of an administrative nature*

**C3. As a whole the local, regional and republican administration help you and your activity?**

Number	Name	Frequency	Percent
1	Yes	53	24.8
2	No	151	70.6
3	I do not know	10	4.6

*Obstacles in production*

**C4. Are there any laws, clauses, licenses or administrative procedures, which hinder your activity in cultivating plants or in production?**

For example, for the reconstruction of an orchard one needs many authorizations which hinder to work rationally.

Number	Name	Frequency	Percent
1	Yes	149	69.6
2	No	64	29.9
3	I do not know	2	1

**Please specify**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	3	1.4
2	Lack of subsidies for the agricultural sector	5	2.3
3	Low prices for the local products	1	0.5
4	Bureaucratic procedures for registering the enterprise, means of transportation, equipment	2	0.9
5	Difficulties in procuring fuel, chemical fertilizers, chemical means	1	0.5
6	Lack of long term loans at low interest rates	2	0.9
7	Too many taxes, custom fees, etc.	1	0.5
8	Control by respective bodies (tax authorities, economic police, financial guard, customs controls, local and regional administration, etc.)	13	6.1
9	Bureaucracy, corruption, theft	2	0.9
10	No law on vineyards and wine	21	9.8
11	Lack of warehouse centers, problems in selling the products	2	0.9
12	Lack of centers for information and consultation	7	3.3
13	Problems in certifying the products and lack of special labs	1	0.5
14	No answer	153	71.5

**C5. Do you possess enough equipment?**

Number	Name	Frequency	Percent
1	Yes	29	13.7
2	No	183	86.3
3	I do not know	2	0.9

**C6. Are there any laws, clauses, licenses or administrative procedures which throw obstacles in the way to procure equipment?**

For example some farmers said that the process of registration is too expensive because the prices on cars procured in accordance with the current procedures are extremely high.

Number	Name	Frequency	Percent
1	Yes	97	45.3
2	No	111	51.9
3	I do not know	7	2.8

**Please specify which kind:**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	1	0.5
2	Lack of subsidies for the agricultural sector	6	2.8
3	Established level of minimum prices for the local products	30	14.0
4	Bureaucratic procedures for registering the enterprise, means of transportation, equipment	43	20.1
5	Difficulties in procuring means of transportation and equipment	3	1.4
6	Lack of long term loans at low interest rates	16	7.5
7	Control by respective bodies (tax authorities, economic police, financial guard, customs controls, local and regional administration, etc.)	2	0.9
8	To revise the law on exports and the customs fees	1	0.5
9	Lack of centers for cultivation of land and for rendering services, etc.	1	0.5
10	No answer	111	51.9

**C7. Are there any laws, clauses, licenses or administrative procedures which throw obstacles in the way to procure required fertilizers, pesticides, fuel, seeds, etc.?**

Thus until recently private suppliers had difficulties in obtaining license for selling chemical compounds and respectively farmers had to buy from one supplier – Fertilitate.

The ban of the Government on imports of certain types of seeds that are lacking in Moldova can serve as an example of a problem of a legislative nature.

Number	Name	Frequency	Percent
1	Yes	120	56.1
2	No	91	42.5
3	I do not know	3	1.4

**Please specify:**

Number	Name	Frequency	Percent
1	Instability of the legal framework, frequent changes in the tax procedures	1	0.5
2	Lack of subsidies for the agricultural sector	31	14.5
3	Established level of minimum prices for the local products	26	12.1
4	Protection of local producer	1	0.5
5	Bureaucratic procedures for registering the enterprise, means of transportation, equipment	1	0.5
6	Difficulties in procuring fuel, chemical fertilizers, chemical means	29	13.6
7	Lack of long term loans at low interest rates	5	2.3
8	Control by respective bodies (tax authorities, economic police, financial guard, customs controls, local and regional administration, etc.)	2	0.9
9	To revise the law on exports and the customs fees	2	0.9
10	Lack of centers for information and consultation	1	0.5
11	No answer	115	53.7

**Market obstacles**

**C8. Did you face problems in selling your products?**

Number	Name	Frequency	Percent
1	Yes	66	30.8
2	No	148	69.2
3	No answer	1	0.5

**Please specify:**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	1	0.5
2	Lack of subsidies for the agricultural sector	1	0.5
3	Low prices for the local products	62	29.0
4	Lack of protection of local producer	8	3.7
5	Difficulties in procuring fuel, chemical fertilizers, chemical means	5	2.3
6	Difficulties in procuring means of transportation and equipment	1	0.5
7	Too many fees, taxes and debts	1	0.5
8	Too many taxes, custom fees, etc.	2	0.9
9	Control of the number of audits (tax authorities, economic police, financial guard, customs controls, local and regional administration, etc.)	5	2.3
10	To revise the law on exports and the customs fees	1	0.5
11	Lack of warehouse centers, problems in selling the products	54	25.2
12	Lack of centers for information and consultation	1	0.5
13	Problems in certifying the products and lack of special labs	5	2.3
14	No answer	67	31.3

**C9. Are there any laws, clauses, licenses or administrative procedures which throw obstacles in the way to transporting/selling your products on the territory of the Republic of Moldova?**

For example they say there are cases when the regional administration does not allow import on its territory and selling agricultural products from a different region on the local market. Can you name obstacles of an regulatory or administrative nature which you face when trying to sell your products with a higher income?

Number	Name	Frequency	Percent
1	Yes	153	71.5
2	No	58	27.1
3	I do not know	3	1.4

**Please specify:**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	1	0.5
2	Lack of subsidies for the agricultural sector	1	0.5
3	Low prices for the local products	16	7.5
4	Lack of protection of local producer	1	0.5
5	Bureaucratic procedures for registering the enterprise, means of transportation, equipment	2	0.9
6	Difficulties in procuring fuel, chemical fertilizers, chemical means	5	2.3
7	Too many fees, taxes and debts	1	0.5
8	Too many taxes, custom fees, etc.	3	1.4
9	Control by respective bodies (tax authorities, economic police, financial guard, customs controls, local and regional administration, etc.)	18	8.4
10	Bureaucracy, corruption	2	0.9
11	Law on exports and the customs fees	1	0.5
12	Lack of warehouse centers, problems in selling the products	3	1.4
13	Problems in certifying the products and lack of special labs	7	3.3
14	No answer	153	71.5

**C10. Are there any laws, clauses, or administrative procedures which throw obstacles in the way to exporting your products?**

For example we were told by farmers that the process of exporting is very difficult and unclear: they do not know what forms are to be filled in and that certain certificates are in no logical connection with the respective products. Can you name laws or instructions or other constraints that hinder the export of your products?

Number	Name	Frequency	Percent
1	Yes	126	58.9
2	No	83	38.8
3	I do not know	5	2.3

**Please specify:**

Number	Name	Frequency	Percent
1	Lack of subsidies for the agricultural sector	1	0.5
2	Established level of minimum prices for the local products	1	0.5
3	Too many fees, taxes and debts	1	0.5
4	Control by respective bodies (tax authorities, economic police, financial guard, customs controls, local and regional administration, etc.)	3	1.4
5	Bureaucracy, corruption, theft	3	1.4
6	To revise the law on exports and the customs fees	74	34.6
7	Lack of warehouse centers, problems in selling the products	1	0.5
8	Problems in certifying the products and lack of special labs	1	0.5
9	No answer	129	60.3

***Obstacles to do with control***

**Tell us please which control bodies and how many times you have visited a year?**

Times a year	Tax inspecto rate	Econom ic police	Fireman inspecto rate	Inspecti on of electric network	Sanitary and epidemi ologic station	Techn ical inspecto rate	Other (specify)
1	54	16	27	10	15	15	5
2	47	9	10	7	4	12	
3	14	1	3	6	1	2	1
4	17	3	3	8	6	7	
5	1			1	1	1	
6	16	2		6	1		
7	1						
8	2	3		1	1	1	
9				1			
10	1	1		2	2		
12	15	3	1	26			
13	1						
14	1						

*Obstacles of a financial nature*

**C19. Are there any problems related to the legislation and taxation practices?**

For example some farmers have complained that in accordance with the law they have to pay a part of the taxes in spring when they have very little or no money at all. Other farmers have complained that the tax inspectors do not allow to take into account the expenditures and as a result the amounts of taxes are too high. Do you have some particular problems related to taxation? If yes please specify which ones. The government intends to solve these problems.

Number	Name	Frequency	Percent
1	Yes	61	28.5
2	No	151	70.6
3	I do not know	2	0.9

**Please specify:**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	83	38.8
2	Lack of subsidies for the agricultural sector	2	0.9
3	Low prices for the local products	2	0.9
4	Lack of long term loans at low interest rates	1	0.5
5	Too many taxes, custom fees, etc.	50	23.4
6	Control on the number of audits (tax authorities, economic police, financial guard, customs controls, local and regional administration, etc.)	10	4.7
7	Bureaucracy, corruption	1	0.5
8	To revise the law on exports and the customs fees	1	0.5
9	Lack of centers for information and consultation	3	1.4
10	Complicated accountability documents	3	1.4
11	No answer	58	27.1

**C20. Did you take loans in 1998?**

Number	Name	Frequency	Percent
1	Yes	190	88.8
2	No	23	10.7
3	I do not know	1	0.5

**C21. If yes did you repay the loans?**

Number	Name	Frequency	Percent
1	Yes	19	8.9
2	No	33	15.4
3	I do not know	162	75.7

**C22. If you did not take loans– for what reason?**

Number	Name	Frequency	Percent
1	The interest rate is too high	116	54.2
2	I could not take a loan because my property can not serve as a collateral	51	23.8
3	Other	26	12.1
4	No answer	21	9.9

*Obstacles of an informational nature***C23. Do you receive consultations which you need (for example on using the chemical compounds, on prices and conditions of marketing the products, on the organization of activity of an enterprise, etc.)?**

Number	Name	Frequency	Percent
1	Yes	56	26.2
2	No	140	65.4
3	I do not need consultations	16	7.5
4	No answer	2	0.9

*Other obstacles which you can recall***C24. To which extent are you informed about the legislation of the Republic of Moldova on the farming activity?**

Number	Name	Frequency	Percent
1	Good	12	5.6
2	Satisfactory	87	40.7
3	Unsatisfactory	112	52.3
4	No answer	3	1.4

**C25. In general which laws, clauses and administrative procedures are a problem for you?**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	85	39.7
2	Lack of subsidies for the agricultural sector	13	6.1
3	Low prices for the local products	5	2.3
4	Protection of local producer	2	0.9
5	Bureaucratic procedures for registering the enterprise, means of transportation, equipment	1	0.5
6	Difficulties in procuring fuel, chemical fertilizers, chemical means	4	1.9
7	Difficulties in procuring means of transportation and equipment	2	0.9
8	Lack of long term loans at low interest rates	5	2.3
9	Too many taxes, custom fees, etc.	10	4.7
10	A big number of audits (tax authorities, economic police, financial	2	0.9

	guard, customs controls, local and regional administration, etc.)		
11	Bureaucracy, corruption, theft	1	0.5
12	Lack of warehouse centers, problems in selling the products	1	0.5
13	Lack of centers for information and consultation	23	10.7
14	Lack of centers for cultivation of land and for rendering services, etc.	1	0.5
15	Complicated accountability documents	1	0.5
16	No answer	58	27.1

**Second choice**

Number	Name	Frequency	Percent
1	Lack of subsidies for the agricultural sector	2	0.9
2	Difficulties in procuring fuel, chemical fertilizers, chemical means	2	0.9
3	Lack of long term loans at low interest rates	3	1.4
4	Lack of warehouse centers, problems in selling the products	5	2.3
5	Lack of centers for information and consultation	1	0.5
6	Lack of centers for cultivation of land and for rendering services, etc.	1	0.5
7	No answer	200	93.5

**D. RESULTS OF ACTIVITY, CONCLUDING INFORMATION**

**D1. Which are your plans for the nearest 12 years? (name all that you find necessary)?**

Number	Name	Frequency	Percent
1	To remain peasant like today	92	43.0
2	Expand activity	37	17.3
3	Join an association	61	28.5
4	Stop agricultural activity	14	6.5
5	Other (specify – what)	8	3.7
6	No answer	2	0.9

**Second choice**

Number	Name	Frequency	Percent
1	To remain peasant like today		
2	Expand activity	2	0.9
3	Join an association	13	6.1
4	Stop agricultural activity		
5	Other (specify – what)	3	1.4
6	No answer	196	91.6

**D2. Which three basic decisions in your opinion should be adopted by the Government of the Republic of Moldova for improving your farming activity?**

Number	Name	Frequency	Percent
1	Establishing market relation in supply of fuel, fertilizers, etc.	99	18.4
2	Support for the agricultural sector	83	15.4
3	Long term loans at low interest rates	74	13.7
4	Creation of centers for purchasing agricultural goods	69	12.8
5	Reduction of taxes, custom fees, etc.	53	9.8
6	Assistance in procuring means of transportation and equipment	45	8.3
7	Assuring the stability of legal base, changing the tax procedures	30	5.6
8	Setting up enterprises for land farming	23	4.3
9	Protection of local producers	18	3.4
10	Protection of local prices	16	3.1
11	Setting up consulting centers	14	2.6
12	Revising the law of exports, custom duties	6	1.1
13	Attracting foreign investors	4	0.7
14	Diminishing the burden of audit bodies	1	0.2
15	Fighting corruption, bureaucracy	1	0.2
16	Simplification of accounting	1	0.2
17	Solving the problem of certification of goods	1	0.2
	Total	538	100

**Region**

Number	Name	Frequency	Percent
1	North	68	31.8
2	Center	97	45.3
3	South	49	22.9

**(2) QUESTIONNAIRE FOR THE FARMER LEADERS  
(that are included in “Land Project”)**

A. PROFILE OF THE ENTERPRISE. PLEASE GIVE SOME INFORMATION  
ON YOUR ACTIVITY.

**A1. When was your enterprise set up?**

Number	Name	Frequency	Percent
1	Before 1997	10	16.4
2	Part of pilot-project “Nisporeni”	7	11.5
3	1997-1998	44	72.1

**A2. How long did it take to register your enterprise (starting with the preparation of documents and to their signature)?**

Number	Name	Frequency	Percent
1	Less that one month	16	26,2
2	1 - 3 months (included)	23	37.7
3	4 - 6 months (included)	10	16.4
4	Over 6 months	11	18.0
5	Not registered	1	1.6

**A3. Did you face any difficulties during the registration of your enterprise? For example, did it take too long, dd you have to pay high fees, did you have to visit too many institutions?**

Number	Name	Frequency	Percent
1	Yes	18	29.5
2	No	41	67.2
3	No answer	2	3.3

**A4. If Yes, please specify:**

Number	Name	Frequency	Percent
1	Bureaucratic procedures for registering the enterprise, means of transportation, equipment	18	29.5
2	Payment of taxes and debts	2	3.3
3	No answer	41	67.2

**A5. Have you had any problems when registering the transportation means, equipment? For example did it take too long, did you have too pꝰ too high fees, did you have to visit too many institutions?**

Number	Name	Frequency	Percent
1	No	18	29.5
2	Yes	43	70.5
3	No answer		

**Please specify:**

Number	Name	Frequency	Percent
1	Bureaucratic procedures for registering the enterprise, means of transportation, equipment and machinery	36	87.8
2	Payment of registration	5	12.2
3	Total	41	100

**The size of your enterprise (farm, household)?****A6. Number of owners, persons**

Number	Name	Frequency	Percent
1	1-6	17	27.9
2	7-100	18	29.5
3	> 100	24	39.3
4	No answer	2	3.3

**A7. Number of employees, persons**

Number	Name	Frequency	Percent
1	1-10	10	16.4
2	11-100	15	24.6
3	> 100	17	27.9
4	No answer	19	31.1

**A8. Surface of agricultural land, ha**

Number	Name	Frequency	Percent
1	1-100 ha	17	27.9
2	101-500 ha	28	45.9
3	501-1000 ha	6	9.8
4	> 1000	10	16.4

**B. PERSONALITY OF THE FARMER LEADER****B1. Your age:**

Number	Name	Frequency	Percent
1	Under 30		
2	30-39	12	19.7
3	40-9	37	60.7
4	50-59	9	14.8
5	501-1000 ha	2	3.3
6	No answer	1	1.6

**B2. Gender:**

Number	Name	Frequency	Percent
1	Male	56	91.8
2	Female	5	8.2

**B3. Education:**

Number	Name	Frequency	Percent
1	No education		
2	Primary	2	3.3
3	General secondary	5	8.2
4	Vocational secondary	20	32.8
5	Higher	32	52.5
6	Incomplete higher	2	3.3

**B4. What made you create your enterprise, start your business?**

Number	Name	Frequency	Percent
1	Wish to have profits	9	14.7
2	To survive	15	24.5
3	Wish to work independently	10	16.4
4	Wish to be owner of property, landowner	28	45.9
5	Did not know what to do else	1	1.6
6	Other (please specify)	3	4.9
7	No answer	1	1.6
8	Total	61	110.5

**B5. What was your main fear when starting your activity of farmer?**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in tax procedures	16	16.8
2	Lack of subsidies for the agricultural sector	14	14.7
3	Low prices for local products	12	12.6
4	Protection of local producer		
5	Bureaucratic procedures for registering the enterprise, means of transportation, equipment and <b>agricultural implements</b>	2	2.1
6	Difficulties in procuring fuel, chemical fertilizers, chemical means	22	23.1
7	Difficulties in procuring transportation means, equipment, agricultural (input) implements	15	15.8
8	Payment of many custom fees, taxes and debts	9	9.5
9	Lack of long term loans at low interest rates	2	2.1
10	Too many taxes, customs fees and other fees	3	3.3
	Total	95	100

**B6. Were these fears justified?**

Number	Name	Frequency	Percent
1	Yes	44	72.1
2	No	13	21.3
3	No answer	1	6.6

**Please, specify:**

Number	Name	Percent
1	Instability of prices	16.8
2	Difficulties in procuring fuel	14.7
3	Lack of subsidies (encouragement), support for the agricultural sector	12.6
4	Lack of transportation means and equipment	
5	Lack of loans	2.1
6	Bureaucratic procedures for registering, too many taxes, corruption	23.1

**1. Obstacles in your activity**

Lets us talk now about the legal and administrative problems, that you probably have faced. The results of the survey will be communicated to the Government and will further lead to the improvement of conditions for your activity. Think about the problems that you have faced. They may be from the fields of land market, taxation, finances, procurement of agricultural equipment, etc. Please provide specific examples.

***Obstacles of a legal and regulating nature*****C1. What to you think, to a larger extent the current legislation of Moldova hinder or support your activity?**

Number	Name	Frequency	Percent
1	More hinder	27	44.3
2	More support	3	4.9
3	Do not affect in any way	19	31.1
4	Hard to answer	12	19.7
5	No answer		

**C2. If you believe that the legislation hinder your activity which are the reasons?**

Number	Name	Frequency	Percent
1	Not very clear clauses, I don't understand much	5	8.2
2	There are contradictions between the laws and the instructions of ministries	4	6.6
3	Laws and instructions do not allow me to manage the enterprise as I want to – more rationally	11	18.0
4	The laws change too often	23	37.7
5	Other (please specify)	6	9.8
6	No answer	12	19.7

## Second choice

Number	Name	Frequency	Percent
1	Not very clear clauses, I don't understand much		
2	There are contradictions between the laws and the instructions of ministries		
3	Laws and instructions do not allow me to manage the enterprise as I want to – more rationally	1	1.6
4	The laws change too often	7	11.5
5	Other (please specify)	2	3.3
6	No answer	51	83.6

## *Obstacles of an administrative nature*

**C3. As a whole the local, regional and republican administration help you and your activity?**

Number	Name	Frequency	Percent
1	Yes	20	32.8
2	No	38	62.3
3	I do not know	3	4.9

## *Obstacles in production*

**C4. Are there any laws, clauses, licenses or administrative procedures, which hinder your activity in cultivating plants or in production?**

For example, for the reconstruction of an orchard one needs many authorizations which hinder farmers to change the range of production.

Number	Name	Frequency	Percent
1	Yes	35	57.4
2	No	26	42.6
3	I do not know		

**Please specify:**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	5	8.2
2	Subsidies for the agricultural sector	1	1.6
3	Establishing the level of lowest prices for the local products	1	1.6
4	Bureaucratic procedures for registering the enterprise, means of transportation, equipment and agricultural implements	1	1.6
5	Difficulties in procuring fuel, chemical fertilizers, chemical means	1	1.6
6	Too much control	3	3.3
7	Bureaucracy, corruption, theft	1	1.6
8	No law on export	2	3.3
9	Imperfection of law on vineyards and wine	9	14.8
10	The authorization for the retail trade is issued for less that one year	1	1.6
11	No answer	36	59.0

**C5. Do you possess enough equipment?**

Number	Name	Frequency	Percent
1	Yes	22	36.1
2	No	39	63.9
3	No answer		

**C6. Are there any laws, clauses, licenses or administrative procedures which throw obstacles in the way to procure equipment?**

For example some farmers said that the process of registration is too expensive because the prices on cars procured in accordance with the current procedures are extremely high.

Number	Name	Frequency	Percent
1	Yes	37	60.7
2	No	24	39.3
3	No answer		

**Please specify which kind:**

Number	Name	Frequency	Percent
1	Low prices for the local products	5	13.9
2	Bureaucratic procedures for registering the enterprise, means of transportation, equipment and agricultural implements	22	36.1
3	Difficulties in procuring fuel, fertilizers and chemical means	4	6.6
4	Payment of taxes, debts and other fees	1	1.6
5	Lack of long term loans at low interest rates	2	3.3
6	Too many taxes, customs fees and other fees	1	1.6
7	Regulating the control by respective bodies (tax authorities, financial guard, economic police, customs controls, local and regional administration, etc.)	1	1.6

**C7. Are there any laws, clauses or administrative procedures that create obstacles in procuring the required fertilizers, pesticides, fuel, seeds, etc. needed for agricultural production?**

Thus until recently private suppliers had difficulties in obtaining license for selling chemical compounds and respectively, farmers had to buy from only one supplier – Fertilitate.

The ban of the Government on imports of certain types of seeds that are lacking in Moldova can serve as an example of a problem of a legislative nature.

Number	Name	Frequency	Percent
1	No	29	47.5
2	Yes	32	52.5
3	No answer		

**Market obstacles**

**C8. Did you face problems in selling your products?**

Number	Name	Frequency	Percent
1	No	18	29.5
2	Yes	43	70.5
3	No answer		

**Please specify:**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	1	1.6
2	Lack of subsidies for the agricultural sector	1	1.6
3	Low prices for the local products	24	39.3
4	Lack of protection of local producer	4	6.6
5	Difficulties in procuring fuel, chemical fertilizers, chemical means	1	1.6
6	The law on exports and the customs fees	6	9.8
7	The law on vineyards and wine		
8	Lack of warehouse centers, problems in selling the products	7	11.5
9	No answer	17	27.9

**C9. Are there any laws, clauses, licenses or administrative procedures which create obstacles for transporting/selling your products on the territory of the Republic of Moldova?**

For example they say there are cases when the regional administration does not allow import on its territory and selling agricultural products from a different region on the local market. Can you name obstacles of an regulatory or administrative nature which you face when trying to sell your products with a higher income?

Number	Name	Frequency	Percent
1	No	40	65.6
2	Yes	21	34.4
3	No answer		

**Please specify:**

Number	Name	Frequency	Percent
1	Instability of the legal framework, often changes in the tax procedures	1	1.6
2	Lack of subsidies for the agricultural sector	1	1.6
3	Low prices for the local products	2	3.3
4	Lack of protection of local producer	1	1.6
5	Bureaucratic procedures for registering the enterprise, means of transportation, equipment, taxes	2	3.3
6	Difficulties in procuring fuel, chemical fertilizers, chemical means	5	8.2
7	Too many fees, taxes and debts	1	1.6
8	Control by respective bodies (tax authorities, financial guard, economic police, customs controls, local and regional administration, etc.)	1	1.6
9	Law on exports and the customs fees	5	8.2
10	No answer	42	68.9

**C10. Are there any laws, clauses, or administrative procedures which create obstacles in exporting your products?**

For example we were told by farmers that the process of exporting is very difficult and unclear: they do not know what forms are to be filled in and that certain certificates are in no logical connection with the respective products. Can you name laws or instructions or other constraints that hinder the export of your products?

Number	Name	Frequency	Percent
1	No	31	50.8
2	Yes	26	42.6
3	No answer	4	6.6

**Please specify:**

Number	Name	Frequency	Percent
1	Bureaucratic procedures for registering the enterprise, means of transportation, equipment, taxes	1	1.6
2	Control by respective bodies (tax authorities, financial guard, economic police, customs controls, local and regional administration, etc.)	1	1.6
3	Bureaucracy, corruption, theft	1	1.6
4	The law on exports and the customs fees	20	32.8
5	No answer	38	62.3

***Obstacles relating to control***

**Tell us please which control bodies and how many times visited you during a year?**

Times per year	Tax inspecto rate	Econom ic police	Fireman inspecto rate	Inspecti on of electric network	Sanitary and epidemi ologic station	Techn ical inspecto rate	Other (specify)
1	9	9	11	2	5	17	5
2	12	10	15	4	13	13	2
3	2	2	2	2	4	5	1
4	8	4	4	7	3	2	
5	2	2	1	2		1	
6	6	2		2			3
7							
8				1	2		
9							
10	1	1	2	2		2	1
12	10	1	3	9	3		
15	1				1		
20	1		1				
24				2			
50				2			

### *Obstacles of a financial nature*

#### **C19. Are there any problems relating to the legislation and taxation practice?**

For example some farmers have complained that in accordance with the law they have to pay a part of the taxes in spring when they have very little or no money at all. Other farmers have complained that the tax inspectors do not allow to take into account the expenditures and as a result the amounts of taxes are too high. Do you have some particular problems related to taxation? If yes please specify which ones. The government intends to solve these problems.

Number	Name	Frequency	Percent
1	No	16	26.2
2	Yes	45	73.8
3	No answer		

#### **Please specify which ones:**

Number	Name	Frequency	Percent
1	Instability of the legal framework	40	65.6
2	Lack of subsidies for the agricultural sector	2	3.3
3	Payment of taxes, fees and debts	1	1.6
4	Too many taxes, custom fees and other fees	4	6.6
5	No answer	14	23.0

#### **C20. Did you take loans in 1998?**

Number	Name	Frequency	Percent
1	No	45	73.8
2	Yes	16	26.2
3	No answer		

#### **C21. If yes, did you repay the loan?**

Number	Name	Frequency	Percent
1	Yes	10	16.4
2	No	13	21.3
3	No answer	38	62.3

#### **C22. If you did not take loans– for what reason?**

Number	Name	Frequency	Percent
1	The interest rate is too high	32	52.5
2	I could not take a loan because my property can not serve as a collateral	7	11.5
3	Other	7	11.5
4	No answer	15	24.6

*Obstacles of an informational nature*

**C23. Do you receive consultations which you need (for example on using the agrochemical compounds, on prices and conditions of marketing the products, on the organization of activity of an enterprise etc.)?**

Number	Name	Frequency	Percent
1	Yes	23	37.7
2	No	29	47.5
3	I do not need consultations	8	13.1
4	No answer	1	1.6

*Other obstacles which you can recall*

**C24. To which extent are you informed about the legislation of the Republic of Moldova on the farming activity?**

Number	Name	Frequency	Percent
1	Good	8	13.1
2	Satisfactory	34	55.7
3	Unsatisfactory	19	31.1
4	No answer		

**D. RESULTS OF ACTIVITY, CONCLUDING INFORMATION**

**D1. Which are your plans for the nearest 12 years? (name all that you find necessary)?**

Number	Name	Frequency	Percent
1	To remain peasant like today	26	42.6
2	Expand owns activity	21	34.4
3	Join an association	3	4.9
4	Stop agricultural activity	4	6.6
5	Other (specify – what)	7	11.5
6	No answer		

**Second choice**

Number	Name	Frequency	Percent
1	To remain peasant like today		
2	Expand owns activity	3	4.9
3	Join an association	1	1.6
4	Stop agricultural activity	1	1.6
5	Other (specify – what)		
6	No answer	56	91.8

**D2. Which three basic decisions in your opinion should be adopted by the Government of the Republic of Moldova for improving your farming activity?**

Number	Name	Frequency	Percent
1	Assistance in supplying with fuel, fertilizers, etc.	25	15.7
2-4	Assuring the stability of legislation, changing the procedures, reducing the taxes	23	14.5
2-4	Protection of prices on local products	23	14.5
2-4	Long term loans at low interest rates	23	14.5
5	Support for the agricultural sector	14	8.8
6	Reduction of taxes, custom fees, etc.	10	6.3
7	Protection of local producer	9	5.7
8	Creation of centers for purchasing agricultural goods	7	4.4
9	Assistance in procuring means of transportation and equipment	6	3.8
10	The facilitate the law on exports, custom duties	5	3.1
11	Setting up information/consulting centers	4	2.5
12-13	Diminishing the control	3	1.9
12-13	Attracting foreign investors	3	1.9
14	Setting up centers for land farming	2	1.2
15-16	Fighting corruption, bureaucracy	1	0.6
15-16	Increasing the telecommunication network in rural areas	1	0.6
		159	100.0

**Region**

Number	Name	Frequency	Percent
1	North	16	26.2
2	Center	25	41.0
3	South	20	32.8

### (3) QUESTIONNAIRE FOR THE ENTREPRENEURS/RURAL SMALL BUSINESS

#### A. PROFILE OF THE ENTREPRENEURS. PLEASE COMMUNICATE SOME INFORMATION ON YOUR ACTIVITY.

##### A1. When was your enterprise set up?

Number	Name	Frequency	Percent
1	Before 1997	109	54.2
2	1997 – 1998	88	43.8
3	No answer	4	2.0

##### A2. What was your main concern when starting your business?

###### First choice

Number	Name	Frequency	Percent
1	Financial problems and lack of investments	64	31.8
2	Problems in marketing the products, markets, procurements	10	5
3	Unsatisfactory provision with equipment, seeds, chemical compounds, fuel and oils, spare parts, cashier's machines	22	10.9
4	Taxes	23	11.4
5	Relationship between enterprises and tax authorities	1	0.5
6	Prices on electricity and fuels; high rents for equipment and buildings	5	2.5
7	Bureaucracy, corruption during the registration of enterprises	4	2
8	Frequent changes to the laws	9	4.5
9	Law prices on agricultural products	1	0.5
10	Instability of the market	4	2
11	Bankruptcy	3	1.5
12	Lack of support for the businessmen, lack of mechanisms of protection of private property	1	0.5
13	No demand for products	1	0.5
14	Monetary instability	3	1.5
15	Lack of consultations on doing business	5	2.5
16	Reorganization of the enterprise	2	1
17	I will not receive the due part of the property	1	0.5
18	Political instability	3	1.5
19	Unfair distribution of land	1	0.5
20	<b>Complicated procedures of registration</b>	38	18.9

## A2. Second choice

Number	Name	Frequency	Percent
1	Financial problems and lack of investments	13	6.5
2	Problems in marketing the products, markets, procurements	21	10.4
3	Unsatisfactory provision with equipment, seeds, chemical compounds, fuel and oils, spare parts, cashier's machines	27	13.4
4	Taxes	18	9
5	Relationship between enterprises and tax authorities	2	1
6	Prices on electricity and fuels; high rents for equipment and buildings	11	5.5
7	Bureaucracy, corruption during the registration of enterprises	3	1.5
8	Often changes to the laws	2	1
9	Law prices on agricultural products	1	0.5
10	Instability of the market	4	2
11	Bankruptcy		
12	Lack of support for the businessmen, lack of mechanisms of protection of private property	3	1.5
13	No demand for products	3	1.5
14	Monetary instability	3	1.5
15	Lack of consultations on doing business	7	3.5
16	Reorganization of the enterprise		
17	I will not receive the due part of the property		
18	Political instability	1	0.5
19	Unfair distribution of land		
20	Complicated procedures of registration	1	0.5

### A2. Third choice

Number	Name	Frequency	Percent
1	Financial problems and lack of investments	6	3
2	Problems in marketing the products, markets, procurements	5	2.5
3	Unsatisfactory provision with equipment, seeds, chemical compounds, fuel and oils, spare parts, cashier's machines	11	5.5
4	Taxes	7	3.5
5	Relationship between enterprises and tax authorities	2	1
6	Prices on electricity and fuels; high rents for equipment and buildings	7	3.5
7	Bureaucracy, corruption during the registration of enterprises		
8	Frequent changes to the laws	1	0.5
9	Law prices on agricultural products	2	1
10	Instability of the market	2	1
11	Bankruptcy		
12	Lack of support for the businessmen, lack of mechanisms of protection of private property	1	0.5
13	No demand for products	2	1
14	Monetary instability	1	0.5
15	Lack of consultations on doing business	2	1
16	Reorganization of the enterprise		
17	I will not receive the due part of the property		
18	Political instability	2	1
19	Unfair distribution of land		
20	Complicated procedures of registration		

### Summary table

Number	Name	Frequency first choice	Second choice	Third choice	Sum
1	Financial problems and lack of investments	64	13	6	83
2	Problems in marketing the products, markets, procurements	10	21	5	36
3	Unsatisfactory provision with equipment, seeds, chemical compounds, fuel and oils, spare parts, cashier's machines	22	27	11	60
4	Taxes	23	18	7	48

5	Relationship between enterprises and tax authorities	1	2	2	5
6	Prices on electricity and fuels; high rents for equipment and buildings	5	11	7	23
7	Bureaucracy, corruption during the registration of enterprises	4	3	0	7
8	Often changes to the laws	9	2	1	12
9	Law prices on agricultural products	1	1	2	4
10	Instability of the market	4	4	2	10
11	Bankruptcy	3	0	0	3
12	Lack of support for the businessmen, lack of mechanisms of protection of private property	1	3	1	5
13	No demand for products	1	3	2	6
14	Monetary instability	3	3	1	7
15	Lack of consultations on doing business	5	7	2	14
16	Reorganization of the enterprise	2	0	0	2
17	I will not receive the due part of the property	1	0	0	1
18	Political instability	3	1	2	6
19	Unfair distribution of land	1	0	0	1
20	Complicated procedures of registration	0	1	0	1
					334

### A3. Were these concerns justified?

Number	Name	Frequency	Percent
1	No	40	19.9
2	Yes	141	70.1
3	No answer	20	10.0

### Please specify. I faced the following obstacles:

Number	Name	Frequency	Percent
1	High customs fees	3	1.5
2	Unclear decisions of the economic court	1	0.5
3	High prices on fuel	30	14.9
4	Bureaucracy in getting various documents	5	2.5
5	High taxes	18	9.0
6	Frequent changes to the laws	4	2.0
7	Instability of the market	8	4.0
8	Lack of possibilities to certify products	1	0.5
9	Lack of support for businessmen	3	1.5
10	Low prices on agricultural products	2	1.0
11	Difficulties in obtaining loans	4	2.0
	No answer	122	60.7

**A4. What is the organizational form of your enterprise?**

Number	Name	Frequency	Percent
1	Individual enterprise	86	42.8
2	Cooperative	7	3.5
3	Society with Limited Responsibility	68	33.8
4	Joint Stock	26	12.9
5	Other	14	7.0

**A5. What kind of activity you carry out?****Main activity**

Number	Name	Frequency	Percent
1	Services (technical, chemical, etc.)	63	31.3
2	Processing of agricultural goods	46	22.9
3	Production of food (bread, vegetable oil, juices, etc.)	28	13.9
4	Warehousing	25	12.4
5	Trade	26	12.9
6	Other (specify)	12	6.0
7	No answer	1	0.5

**First additional activity**

Number	D. Name	Frequency	Percent
1	Services (technical, chemical, etc.)		
2	Processing of agricultural goods	6	3.0
3	Production of food (bread, vegetable oil, juices, etc.)	20	10.0
4	Warehousing	9	4.5
5	Trade	28	13.9
6	Other (specify)	5	2.5
7	No answer	133	66.2

**Second additional activity**

Number	Name	Frequency	Percent
1	Services (technical, chemical, etc.)		
2	Processing of agricultural goods		
3	Production of food (bread, vegetable oil, juices, etc.)	3	1.5
4	Warehousing	8	4.0
5	Trade	12	6.0
6	Other (specify)	1	0.5
7	No answer	177	88.1

**Third additional activity**

Number	Name	Frequency	Percent
1	Services (technical, chemical, etc.)		
2	Processing of agricultural goods		
3	Production of food (bread, vegetable oil, juices, etc.)		
4	Warehousing	1	0.5
5	Trade	8	4.0
6	Other (specify)		
7	No answer	192	95.5

**What is the size of your enterprise?****A6. Number of employees, persons**

Number	Name	Frequency	Percent
1	Under 20	120	59.7
2	20 to 70	38	18.9
3	Over 70	40	19.9
4	No answer	3	1.5

**A7. Surface of production premises, square meters**

Number	Name	Frequency	Percent
1	1 – 100	62	30.8
2	101 – 500	54	26.9
3	Over 500	39	19.4
4	No answer	46	22.9

**A8. What is the monthly turnover? (lei/month)**

Number	Name	Frequency	Percent
1	Under 10,000	88	43.8
2	10,000 – 100,000	60	29.9
3	100,000 – 500,000	21	10.4
4	Over 500,000	8	4.0
5	No answer	24	11.9

**A9. Did you face some difficulties during the registration of your enterprise? For example, did it take too long, you had to pay high fees, you had to visit too many institutions?**

Number	Name	Frequency	Percent
1	Yes	108	53.7
2	NO	80	39.8
3	No answer	13	6.5

**A4. If Yes, please specify:**

Number	Name	Frequency	Percent
1	Too many formalities	64	31.8
2	High fees for licenses and documents	18	9.0
3	No answer	119	59.2

Since you have started your business activity you procured or rented the following:

		Quantity	Procured		Rented	
			Frequency	Percent	Frequency	Percent
<b>A10.</b>	Production premises	1/1-100	18	9.0	39	19.4
		2/101-500	21	10.4	27	13.4
		3/over 500	8	4.0	11	5.5
		no answer	154	76.6	124	61.7
<b>A11.</b>	Transport	1	29	14.4	21	10.4
		2	13	6.5	8	4.0
		3 and more	24	12.0	17	8.5
		no answer	135	67.2	155	77.1
<b>A12.</b>	Technical equipment (pieces)	1	18	9.0	4	2.0
		2	12	6.0	6	3.0
		3 and more	34	17.0	19	9.5
<b>A13.</b>	Land (ha)	Under 2	8	4.0	4	2.0
		2-5	6	3.0	4	2.0
		over 5	3	1.5	44	21.9

#### **A14. Renovated/built production premises?**

Number	Name	Frequency	Percent
1	Yes	103	51.2
2	NO	91	45.3
3	No answer	7	3.5

### **PERSONALITY OF THE BUSINESSMAN**

#### **B1. Your age**

Number	Name	Frequency	Percent
1	Under 30	11	5.5
2	30-39	53	26.4
3	40-49	96	47.8
4	50-59	35	17.4
5	Over 60	5	3.0

#### **B2. Gender**

Number	Name	Frequency	Percent
1	Male	168	83.6
2	Female	33	16.4

#### **B3. Education**

Number	Name	Frequency	Percent
1	No education		
2	Primary	2	1.0
3	General secondary	16	8.0
4	Vocational secondary	65	32.3
5	Higher	116	57.7
6	Incomplete higher	2	1.0

**B4. Where did you work before starting your current activity?**

Number	Name	Frequency	Percent
1	Agriculture	100	49.8
2	<b>Industry and construction</b>	25	12.4
3	Social sector (healthcare, education, culture)	13	6.5
4	Trade	33	16.4
5	Local administration	10	5.0
6	Other sectors (specify)	19	9.5
7	No answer	1	0.5

**B5. What made you create your enterprise, start your business?**

Number	Name	Frequency	Percent
1	Wish to have revenues	53	26.4
2	To survive	36	17.9
3	Wish to work independently	44	21.9
4	Wish to be owner of property	55	27.4
5	Did not know what to do else	6	3.0
6	Other (please specify)	7	3.5

**Second choice**

Number	Name	Frequency	Percent
1	Wish to have revenues		
2	To survive	2	1.0
3	Wish to work independently	8	4.0
4	Wish to be owner of property	27	13.4
5	Did not know what to do else	2	1.0
6	Other (please specify)		
7	No answer	162	80.6

**OBSTACLES IN YOUR ACTIVITY**

Let us talk about the legal and administrative problems that you probably have faced. The results of the survey will be communicated to the Government which should lead to improved conditions for your activity. Think about the problems that you have faced. They may pertain to the fields of land market, taxation, finances, procurement of equipment, etc. Please provide specific examples.

***Regulatory obstacles*****C1. What do you think, the current laws of Moldova to a larger extent hinder or support your activity?**

Number	Name	Frequency	Percent
1	More hinder	108	53.7
2	More support	6	3.0
3	Do not affect in any way	45	22.4
4	Hard to say	42	20.9

**C2. If you believe that the laws hinder your activity which are the reasons?**

Number	Name	Frequency	Percent
1	Not very clear clauses, I don't understand much	18	9.0
2	There are contradictions between the laws and the instructions of ministries	36	17.9
3	Laws and instructions do not allow me to manage the enterprise as I want to – more rationally	27	13.4
4	The laws change too often	67	33.3
5	Other (please specify)	9	4.5
6	No answer	44	21.9

**Second choice**

Number	Name	Frequency	Percent
1	Not very clear clauses, I don't understand much		
2	There are contradictions between the laws and the instructions of ministries	3	1.5
3	Laws and instructions do not allow me to manage the enterprise as I want to – more rationally	2	1.0
4	The laws change too often	38	18.9
5	Other (please specify)	3	1.5
6	No answer	155	77.1

***Obstacles of an administrative nature*****C3. As a whole the local, regional and republican administration help you and your activity?**

Number	Name	Frequency	Percent
1	Yes	33	16.4
2	No	150	74.6
3	I do not know	18	9.0

***Obstacles in production*****C4. Do you possess enough equipment**

Number	Name	Frequency	Percent
1	<b>E. Yes</b>	87	43.3
2	No	114	56.7

**C5. Are there any laws, clauses. Licenses or administrative procedures which make it difficult to procure means of production for your enterprise?**

Number	Name	Frequency	Percent
1	Yes	116	57.7
2	No	82	40.8
3	No answer	3	1.5

**Please specify which ones**

Number	Name	Frequency	Percent
1	High norms of depreciation	3	1.5
2	The clause on the cashier's machine with memory	1	0.5
3	Formalities for imports	9	4.5
4	Lack of financial sources	7	3.5
5	Frequent changes of the law	5	2.5
6	Quick increase in prices	3	1.5
7	The law on collateral	7	3.5
8	The law on leasing	2	1.0
9	Ban on barter, I can not receive products against services	2	1.0
10	Free market	1	0.5
11	Bureaucracy and corruption	6	3.0
12	High customs fees, high VAT	12	6.0
13	Complicated procedures for receiving licenses	2	1.0
14	Road tax	1	0.5
15	Difficulties in receiving loans	2	1.0
16	Law on privatization	1	0.5

**Market obstacles**

**C6. Do you have problems in marketing your products?**

Number	Name	Frequency	Percent
1	Yes	80	39.8
2	No	120	59.7
3	No answer	1	0.5

**C7. Are there any laws, clauses, licenses or administrative procedures which throw obstacles in the way to transporting/selling your products on the territory of the Republic of Moldova?**

For example they say there are cases when the regional administration does not allow selling products from a different region on the local market. Can you name obstacles of an regulatory or administrative nature which you face when trying to sell your products?

Number	Name	Frequency	Percent
1	Yes	137	68.2
2	No	63	31.3
3	I do not know	1	0.5

**Please specify:**

Number	Name	Frequency	Percent
1	Fee for patents, licenses, registration of transport means	8	4.0
2	High VAT and other taxes	7	3.5
3	Impossible to receive certificates of quality on the spot	3	1,5
4	Formalities, bureaucracy, corruption	12	6.0
5	I can not exchange services and equipment for the peasants' products	1	0.5
6	Customs	5	2.5
7	Ban on selling products in other regions of the country	5	2.5
8	High prices on fuel, spare parts	4	2.0
9	Difficulties in warehousing and marketing	3	1.5
10	A complicated tax code	1	0.5
11	Use of electricity	1	0.5
11	Difficulties with transportation	4	2.0
12	Instability of laws	2	1.0
13	<b>No answer</b>	145	72.1

**C8. If you work as an intermediary are you able to store enough products for your business?**

Number	Name	Frequency	Percent
1	Yes	66	32.8
2	No	104	51.7
3	I do not know	31	15.4

**C9. Are there any laws, clauses, licenses or administrative procedures which do not allow farmers and other persons to sell you their products?**

Number	Name	Frequency	Percent
1	Yes	106	52.7
2	No	88	43.8
3	I do not know	7	3,5

**F. Please specify:**

Number	Name	Frequency	Percent
1	High prices on fuel, non-correspondence of prices	18	9.0
2	High fees for licenses, complicated procedures, many formalities, corruption	28	13.9
3	Arbitrary fines	2	1.0
4	Joint stocks are not allowed to buy equipment from private persons	2	1.0
5	Lack of markets	1	0.5
6	Liberty to choose the place for marketing the products	2	1.0
7	Barter is not favorable for peasants	2	1.0
8	No answer	146	72.6