

Dr. Stefan C. Mancas

10: National Bank of Moldova

This letter is to support Mr. Serguei Melnik who is applying for the position of the Governor of the National Bank of Moldova.

I have known Serguei since 1998 when I met him at the University of Central Florida during a soccer match. We became friends shortly after that and have been good friends, business partners and soccer teammates for 18 years. Serguei is a natural leader and attracts around him people of many cultures and backgrounds. He mentors and develops people and has an innate ability to identify and pursue successful business ventures.

We have many similarities between how difficult we grew up, and how we both moved to USA to make a better life for us and our families. Serguei helped me integrate faster in the American culture and society, and during the 18 years I have known him I saw how interested he is in all the new people that come from Moldova to the US and how he helps them selflessly to make a life in a new environment. He preserves the traditions of his land, through the people that he gathers around him, maintaining a deep Orthodox faith and being inclusive to all.

During the first years of our friendship (1998-2000) Serguei was an analyst for a well-known local company that dealt with international investments. I noticed immediately his loyalty to people and to his family and friends, a trait that nowadays seems to have disappeared. He is a savvy business entrepreneur and a trustworthy partner. Serguei's impressive success was also due to his intelligence and ability to work with people of any backgrounds and opinions. He invited me to be a director in one of his firms along the way, and I proudly represented his interest. As a successful professor and Ph.D. holder I could share with Serguei my knowledge and learn a lot from him as far as business administration.

Another passion for both of us is soccer. Serguei founded a team (FC Liga) and has been managing and leading it for 12 years, winning many trophies in a very competitive league. Successful managing the team for such a long time, demonstrates how capable of making leadership decisions Serguei is, how well he works with people, since during each season we had about twenty international teammates, each with their own difficult personality. I have never heard anybody complain or dispute his decisions, even though not all the time they were in agreement with him. As I said, he is natural leader and commands tremendous respect.

In conclusion, Serguei has excellent organizational skills, and works well with people to optimize many solutions to given problems; e.g. when we had troubles in the soccer team, he quickly diffused and came to a solution that was good for everybody. Also, I saw this practices applied to business, and how easily he solved or got out of challenging situations.

Not only that Serguei can take any leadership role, he can turn around unfavorable situations while demonstrating respect and taking pride in everything he does. From the stories he confided in me, he came to the USA with 100 dollars in his pocket without any help from anybody, and today he is an accomplished businessman while remaining a humble and dependable member of our society, with a great family (lovely wife and two beautiful children) and many friends that respect him greatly.

Finally, Serguei has a very pleasant, generous and big-thinking personality; he is very enthusiastic in business, in our team and at work.

I recommend Serguei without any hesitation for the role, in him you will have a loyal asset, and a person that you can trust. I am very well aware of the political situation in Moldova, and I dearly hope that people like him can change the difficult situations in our countries (Moldova, Romania). Only in this way, younger generations can thrive, by having leaders that are well groomed in other parts of the world, and that can apply what they learn here to the situations there.

Whatever the future may hold, it is without doubt that Serguei will continue to prove successful in the future and expand his businesses, partnerships, and circle of friends.

Should you have additional questions, please feel free to call me at (386) 226-7749. My e-mail address is stefan.mancas@erau.edu, and my fax number is (386) 226-6269.

With best wishes and noroc bun.

Sincerely yours,

Dr. Stefan C. Mancas, Associate Professor, Mathematics

Ostofan O. Mancas

To The Board of the National Bank of Moldova Recommendation of Serguei Melnik For the Position as Governor

Serguei Melnik is <u>uniquely</u> qualified to be the next Governor of the National Bank of Moldova. In a time that calls for understanding of how intrinsically the international image of Moldova's financial institution is tied to the Governor of the National Bank's ability to successfully and quickly negotiate for the stability and future of Moldova with the EU, IMF, World Bank and other institutions, Sergeui Melnick has the skill sets, international experience and multi-cultural understanding to do this for the good of <u>all</u> Moldovans.

I have known Serguei Melnik for over fifteen years and have observed first-hand his unique ability, speaking four languages, to deal with US and Foreign financial institutions, international legal teams and Moldovan, US, Russian, South American and Chinese business and government leaders. Serguei Melnik listens, observes, takes the known facts along with the intuitional sense he gets from one-on-one meetings and negotiations, then makes a decision that is fair, just and equitable to achieve his goals without creating future ill-will.

In this time of crisis within the National Bank of Moldova and the scandal that has hurt the country's currency, international standing and the National Bank's ability to unlock restrictions of the international lending the country so desperately needs, Serguei Melnik will bring to the position an optimistic sense of hope for the future. Hope for the country, hope for the lending institutions, and most importantly hope for the pensioners worried that their pensions are dissolving and hope for the farmers who have been cut off from loans and subsidies because of the credit squeeze and can't expand their farms and orchards.

To the media and in town hall talks with citizens, he will explain to the pensioner, farmer, banker and business leaders, speaking in Romanian, Russian and to the world media in English, of the real life and death situation the whole country is in, that anger over the past will not solve the immediate problems, and how he and the people and National Bank of Moldova can achieve the future with calm and steady hands and hard work.

It is because Serguei Melnik, like so many other Moldovans, has worked abroad but never forgot the dream of what Moldova could be, that makes him such an excellent choice for this position. Serguie Melnick understands the importance of consensus building between opposing groups and speaks the international language of financing, loan structuring and leverage. With his legal, accounting, analytical, macroeconomic analysis and international financial market standards, along with world-class negotiating and mediating skills in four languages, Serguei Melnik, like Molodva, can stand at the cross-roads of East and West and look only out for the good of the citizens.

From the banking scandal comes the opportunity to present a positive image of a national turn around to the institutions in Brussels, London, Moscow and Washington. That he understands their concerns but that his immediate concerns is for the safety and financial stability for people of Moldova. That is, and will be, the most important mission of his life. It is a mission he will do with all the strength, power and passion that God has blessed him with just as He has blessed him with a wife and children.

In closing, while Moldova is unavoidably being watched by Washington, Russia, Romania and Brussels, Serguei Melnick has the historical opportunity to choose just one side in his negotiations, and that side is to advance the citizen's of Moldova's interests in stability, growth and financial security. He is passionately devoted to Moldova. Having heard him speak throughout the United States, Europe and Moldova about the history, greatness of its people and what the future could be for all Moldovans, it is my opinion that Serguei Melnik can give a new face and sense of trust and calmness to the National Bank of Moldova that will help it and the country emerge stronger, more trustable and transparent that it needs to bring together the financing loan and aid packages that he can achieve for the people. I recommend, without hesitation, Serguei Melnik as the next Governor of the National Bank of Moldova.

Yours truly,

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Thomas L. Tedrow February 21, 2016