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Cooperation for the benefit of all

Business Link to the Netherlands



FCA Chief Executive Officer/President, Mr. Armen Gabrielyan and FCA Deputy CEO/ Chief Credit Officer Mr. Hrant Yeghiazaryan had a PUM business link to the Netherlands during the period of June 17 -21, 2013. The PUM business link was organized by PUM in the scope of the Memorandum of Understanding signed between Farm Credit Armenia UCO CC and PUM, in 2012. The PUM expert Karel Jansen was the person who arranged meetings with different Financial Institutions.

The schedule for business link was rather intense,

as sometimes two business meetings were planned per day. However, all of the visits were fruitful; FCA representatives discussed edges of future cooperation with potential partners/ investors. There were a number of meetings with representatives of Triple Jump Foundation, FMO Entrepreneurial Development Bank, Triodos Bank, Rabobank Group, Agriterra and others.

There were also visits to farmers during the business link. Mr. Gabrielyan and Mr. Yeghiazaryan visited two farmers, who were engaged in vegetable production and dairy production. The farms were equipped with the latest technologies, which made the everyday routine of the farmers easier, quicker and more comfortable.



The business link was very effective and productive: we hope that mutually beneficial cooperation will be built between our Credit Cooperative and the Dutch companies with the representatives of which we have had meetings in the Netherlands.

“Farm Credit Armenia” UCO CC’s Member Borrowers



Many member-borrowers of FCA UCO CC are prominent and outstanding businessmen and farmers. Mr. Volodya Uzunyan is one of the active member-borrowers of the cooperative. The cooperation between Mr. Uzunyan and FCA began in 2010 and continues successfully. The purpose of taking credits was the construction of a glass greenhouse.

Mr. Uzunyan is involved in melons and gourds crops cultivation as well as gardening in the region of Kharberd. He spent most part of the loan on construction and maintenance of glass greenhouse of 1100 square meters,

where he cultivates tomato and cucumber. The vegetables are consumed in the local market by his own means of transportation: there are stores to which Mr. Uzunyan constantly provides tomato and cucumber. Mr. Uzunyan is specialized in tomato and cucumber cultivation and harvests vegetables once in the period of three days. Moreover, he is also involved in apricot gardening: he has about 20 ha apricot garden. The garden cultivation is done by means of his own tractors and harvested product is exported with the help of resellers.

The work in greenhouse and in the garden is carried out by the help of two full time workers. However, Mr. Uzunyan hires more workers during the harvesting period in order to finish harvesting in time.

He is a very motivated farmer and participants almost all the trainings organized by FCA. 2-3 PUM experts visited his farm for advices. Mr. Uzunyan believes that being a member of our cooperative will assist him in building and developing his greenhouse and be a high level professional in the field of activity.



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