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Cooperation for the benefit of all

FCA Participation in the 6th MFC Conference

FCA Chief Executive Officer/President, Mr. Armen Gabrielyan and FCA Deputy Chief Executive Officer/Chief Financial Officer Mrs. Ani Sargsyan, have participated on the 16th MFC conference in Budva, Montenegro during the period of 28 -30 May, 2013. The opening of a three day conference was launched by MFC Membership Meeting. Farm Credit Armenia UCO CC participated to the conference as a member of MFC.



Trainings for specially invited guests were organized before the opening of the conference. Mr. Gabrielyan was among them and participated in “SMART Campaign Assessor Training” conducted by Smart Campaign staff. The SMART Assessor Training was devoted to preparation of cadres of consultants, trainers and TA providers.

providers.

The conference was composed of different panels, each of which was devoted to the presentation and discussion of a specific topic. In one of the panels called “From Access to impact: Holistic Approach through “Microfinance Plus”” Ani Sargsyan was a panelist and made a presentation. The presentations were followed by a discussion.

The panel was intended to explore whether there are means, which will allow providing “Microfinance Plus” services in line with core financial offerings without hindering the effectiveness of their implementation. In particular the participants discussed whether “Microfinance Plus” services may be implied in



sustainable way or the combination of models is needed. In this context, FCA, being a cooperative, initially has adopted the principal of providing non-financial services to its members, such as various trainings, educational opportunities etc.

Active discussions and debates during the conference open up even more opportunities for cooperation with other companies, build a platform to discuss innovations in microfinance sector and others. Besides, this is a good opportunity to meet with potential investors/clients and discuss fundraising issues.

Microfinance Center (MFC) was founded in late 1997 with the aim of improving financial education, client protection, building effective microfinance, sharing “lessons Learnt” and others. MFC organizes conferences annually. Conference was attended by more than 450 microfinance practitioners, investors, private sector representatives and others. FCA is a member of MFC since 2012.

FCA Member-borrower



Though Vayots Dzor marz is not the largest with its volume in Farm Credit Armenia UCO CC crediting portfolio, still there are many success stories that are worth of sharing. One of successful and prominent farmers in the Vayots Dzor marz, Agarakadzor village is Ashot Asatryan.

In his farm, Mr. Asatryan has 46 horned cattle out of which 16 are cows. The main scope of his activity is cattle breeding. The farmer processes the milk at home conditions, makes cheese and

then by his own car carries and sells the product in the cities of Yeghegnadzor and Artashat. However, Mr. Asatryan’s activity is not limited only in dairy product management; he is engaged in meet production as well. For feeding the cattle effectively Mr. Asatryan needed his personal agricultural equipments. Therefore, he applied for a loan from FCA. By the financial means provided by FCA, he managed to buy a tractor and a hay press, which enabled him to handle hay gathering by his own efforts effectively lowering the price of necessary hay from 600 AMD to 300 AMD.

The agricultural machinery acquired by Mr. Asatryan was beneficial for the whole Agarakadzor community, as he is servicing to the other villagers to gather and press hey. We believe that through the financial means provided to our members we make valuable contribution in making the community life better and encourage villagers to grow and develop their farms. We build mutually beneficial conditions and always are happy to cooperate with farmers.



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