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**Farm Credit Armenia UCO CC**



**NEWSLETTER**

February, 2013

Issue 1

Cooperation for the benefit of all



## PUM Expert conducts training for FCA member-borrowers



In December “Farm Credit Armenia” UCO CC hosted a PUM-Netherlands Senior Expert Mr. Ynze van der Honing. During his ten-day visit Mr. Honing conducted training for FCA member-borrowers on the topic of cattle breeding. The training was hold in Armavir branch of FCA. Besides the presentation part of the training he also made field visits to FCA member-borrowers from Armavir and Kotayk regions. The topic of the training included: cattle breeding, dairy cattle management, cattle health, nutrition, etc.

The seminars were rather informative for the farmers and will contribute to better organizing the animal breeding activities.

PUM Netherlands senior experts connect entrepreneurs in developing countries and emerging markets with senior experts from the Netherlands who gained at least 30 years of experience in a business environment. The senior experts voluntarily devote their knowledge to execute short-term, solid consultancy projects on the workflow.

In September, 2012 a Memorandum of Agreement was signed between “Farm Credit Armenia” UCO CC and PUM-Netherlands whereby the latter will provide agricultural trainings to FCA member-borrowers and professional trainings to FCA staff.



# Trainings for FCA Board members and management team

From January 15-17, 2013 “Farm Credit Armenia” UCO CC again hosted trainers from the US: professor at Texas A&M University Dr. John Penson and Chief Risk Officer of Opportunity International Lynn Exton who conducted the following trainings for FCA Board of Directors and management team.

The first two days of training for the board members were devoted to board governance, risk management and the role and responsibilities of board members. The second training for management team included the following topics: risk management objectives, stress testing of strategic plan, risk matrix, etc. Both trainings were delivered in an interactive manner, i.e. group discussions, case studies, group assignments were part of meeting, thus making the conducted training sessions more informative and accessible.

## Branch expansion



Remaining faithful to its mission to be near to its member-borrowers in rural areas, “Farm Credit Armenia” UCO CC continues its branch expansion strategy, thus, delivering its services (agricultural loans and leasing) more efficiently and playing an important role in maintaining and expanding rural economies. In December, 2012 “Farm credit Armenia” UCO CC opened two branches in Ararat and Armavir regions.

Heretofore, FCA had a representative office in Masis city, Ararat region that was transferred into a branch.

The new “Ejmiatsin” branch in Armavir region will serve the villages of Ejmiatsin community. The opening of second branch in Armavir region is justified by the fact that 38% of total loan portfolio is concentrated in that region having more than 1000 member-borrowers.

At the same time Vayots Dzor branch started operating in Yeghegnadzor city covering the regions of Vayots Dzor and Syunik.

The opening of new branches will contribute to further growth of the organization and attraction of new customers. FCA branch expansion in rural areas will support local economic development and growth by supplying funds to local rural businesses.



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