



Center for Agribusiness and Rural Development **NEWSLETTER**

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BASELINE STUDY PRESENTATION OF THE SYUNIK PILOT FARM AND VETERINARY SERVICE CENTER



On May 8th, 2013, the U.S. Department of Agriculture (USDA), the International Center for Agribusiness Research and Education (ICARE) Foundation, and the Center for Agribusiness and Rural Development (CARD) Foundation presented the Baseline Study of the Syunik pilot Farm and Veterinary Service Center (FVSC) which was established by the CARD Foundation in 2011 through USDA funds. The study was conducted by the ICARE Foundation.

The event was aimed at sharing, discussing and improving the program monitoring as well as getting suggestions for further development of the FVSC model as it is being replicated in other regions of Armenia.

The representatives from the USDA, ICARE, CARD, EU, DTRA, World Bank Agricultural Project Implementation Unit (WB APIU), Swiss Development Agency (SDA), Heifer International, the RA Ministry of Agriculture, FVSC managers and veterinarians attended the presentation.

The USDA-funded AH program coordinator Elizabeth Leonardi shared the lessons for success with the audience. "The FVSC being located on the main highway and having a trustworthy and dedicated entrepreneurial veterinarian to run the business is very important. When we developed the business plan for FVSC, we never thought that we would reach the estimated numbers, but now it happens so and this is great. One year after its operation, the FVSC had a positive cash flow and some profit", said Ms. Leonardi.



"It has been already a year that the Center fully operates and provides various veterinary services and wide choice of products. Due to the Center, our regional vets and farmers have an access to all the innovations in vet sector", said FVSC manager Suren Vardanyan.

"I hope that the number of FVSCs will grow in Armenia and that we will have similar Centers in all the regions of Armenia, which will contribute to having some serious changes in private vet sector", mentioned CARD director Gagik Sardaryan.

LAUNCH OF THE THIRD FARM AND VETERINARY SERVICE CENTER IN ARMENIA



The launch event of the third Farm and Veterinary Service Center (FVSC) took place in Stepanavan, Lori marz, on June 7th, 2013, established by the Center for Agribusiness and Rural Development (CARD) Foundation with the financial support of OPEC Fund for International Development (OFID), Austrian Development Cooperation (ADC) and USDA.

The opening ceremony entertained representatives from the USDA Yerevan office; World Bank Project Implementation Unit (PIU); Heifer Armenia; Heifer Georgia; EU; De Laval; World Vision; Armenian National Agrarian University (ANAU) professors; CARD representatives and community vets and farmers.

"With the help of this center, we hope and are sure that very soon community vets and farmers will get an up-to-date knowledge of Animal Husbandry, and will change their opinions about livestock breeding and think that it is worth being involved in", said Stepanavan FVSC manager Armen Jaghinyan.



"This project being implemented in the Lori region is aimed at serving the nearby communities. In this Center we can learn, get consultation and acquire world-famous Agricultural equipment and machinery. Taking into account Armen Jaghinyan's professionalism, I am more than convinced that he will run the

Center successfully and make it be the main meeting venue for regional farmers and vets”, said the Dust Melania cheese plant director Asatur Harutyunyan.

As part of the CARD-supported agricultural development projects, the Stepanavan FVSC will be used to provide the community veterinarians, farmers and agribusinesses with technical and business assistance in addressing animal health and animal husbandry, private farm and agribusiness development issues.

The Center will provide business development information

services within the ADC-funded “Local Actors Join for Inclusive Economic Development and Governance in the South Caucasus” (JOIN) project.

Trainings and workshops will be held under the auspices of the “Animal Health Management in Cross Border Areas of Armenia and Georgia” project also financed by ADC. The first one was conducted right after the ribbon cutting ceremony by CARD vet specialist Levon Movsisyan. The workshop was designed for nearly 20 farmers from the region on the topics of animal health management, animal breeding and livestock management.

PROMOTING LIVESTOCK DEVELOPMENT PRACTICES IN ARMENIA AND GEORGIA/AUSTRIAN DEVELOPMENT COOPERATION



In April, within the framework of the ADC-funded “Animal Health Management in Cross-Border Areas of Armenia and Georgia” project, Heifer Georgia International, in cooperation with CARD Foundation, hosted a joint workshop for the Armenian and the Georgian veterinarians in Borjomi, Georgia. The workshop was aimed at raising awareness of private veterinary business management, main principles, and aspects of successful performance of veterinary service.

The two-session workshop was conducted by Mr. Andris

Zalitis the veterinary-surgeon of the Vidzemes Veterinaries Service in Latvia.

Ten veterinarians from each target region, as well as CARD and ADC representatives, Heifer Georgia staff and other representatives from local governmental and non-governmental organizations attended the workshop.

The sessions were focused on the private veterinary business development opportunities; the status, value, and role of the newly established veterinary service units; promoting trust between veterinary associations and farmers by providing high-quality veterinary services. The key points of the discussions were the control and prevention of calf diseases.

The workshop was a successful and an essential output of the project: building capacities of the Armenian and Georgian veterinarians and creating a sustainable network for effective livestock management in cross-border regions of Armenia and Georgia.



INTRODUCTION OF NEW TECHNOLOGIES FOR ARMENIAN DAIRY PRODUCERS



CARD Agribusiness and Marketing Department organized trainings for dairy processors from April 22nd to April 30th, 2013, in cooperation with the Danish company Chr. Hansen, a world leading dairy ingredient producer.

The trainings were conducted by Mr. Mindaugas Vizgaitis, a specialist from the mentioned company.

The invited expert and CARD Food Quality specialist, Andrey Araksyants, visited more than 10 producers in the Aragatsotn, Syunik and Shirak marzes.

The producers were provided with hands-on consultation and training on the application of new technologies for production of local white cheeses, yellow cheeses, and fermented products including yogurt, sour cream, etc.

A separate training session was conducted in the Farm and Veterinary Service Center (FVSC) of the Shirak region targeting mainly small farmstead cheese producers. In total, 16 small scale cheese producers attended the training held at the Center.

