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**ARMENIA**

# Quarterly Report

October – December 2016

## Innovation for Agricultural Training and Education in Armenia

(InnovATE/Armenia)



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## InnovATE/Armenia-Quarterly Report from Virginia Tech/ICARE/ATC to USAID

Targeted Result – activity and task/subtask	Narrative Update on status indicators and activities - bulleted list of actions	Expected Output, Result or Impact – measured indicators
<b>Activity 1: Design a Sustainability Plan for ICARE Foundation/ATC</b>		
<b>1.1 Incorporate Strategic, Marketing and Financial Plans into Sustainability Plan</b>		
1.1.1 Implementing the sustainability plan	Continuous development efforts throughout the year.	
1.1.2 Stakeholder Sustainability Plan Engagement Event	Agribusiness and Food Processing Stakeholder Engagement Event planned for February 2017.	
1.1.3 Revise Sustainability Plan based on input and present to ICARE Board	Revised sustainability plan developed in June 2017.	
<b>Activity 2. Increase the Capacity of ICARE/ATC to Increase Revenue and Decrease Costs</b>		
<b>2.1. Strengthen ICARE Office of Development</b>		
2.1.1 Hiring Institutional Advancement Expert /Company based in the U.S	David King LLC contracted as Resource Mobilization expert.	Located and Hired
2.1.2 Trainings for Development Director		On line trainings completed
<b>2.2. Establish Endowment Fund</b>		
2.2.1 Initiate Friends of ICARE Armenia	Identified alumni in US for contact.	
2.2.2 Identify and contact existing and potential donors	The US-based Resource Mobilization expert sent ICARE donor packets to 40 prospective donors with follow up phone calls and visits in spring 2017.	Searchable excel data base established and used for mailings in US
2.2.3 Conduct institutional advancement campaigns	<ul style="list-style-type: none"> <li>• Together with the US-based Resource Mobilization expert, David King who visited ICARE after Thanksgiving holiday, the Development Director Arthur Grigoryan updated roadmap for planned development activities. Mr. King will meet prospective donors for ICARE in the US. Targeted materials have been written. Current "ICARE Giving Opportunities 2015-2020" brochure has been revised and is now "ICARE, Building a Better Armenia through Knowledge and Education" brochure. <ul style="list-style-type: none"> <li>○ A Resource Mobilization Plan was developed</li> <li>○ A Solicitor's Guide for ICARE was developed</li> <li>○ Boilerplate letter to American Armenian prospects was rewritten based on Walter Witschey's original</li> </ul> </li> <li>• A memorandum of cooperation was signed at ICARE</li> </ul>	<a href="#">ICARE, Building a Better Armenia Through Knowledge and Education</a>  <a href="#">A Solicitor's Guide for ICARE is developed</a>  <a href="#">Boilerplate letter to American Armenian prospects is developed</a>  <a href="#">ICARE Resource</a>

	<p>between Dasaran, ArmAs and ICARE. According to the memorandum, ICARE will create a relevant content to be provided for schoolchildren throughout Armenia through Dasaran's platform. ArmAs in turn will support in mastering the educational information using its vineyards, fruit orchards, wine production capacities and agritourism opportunities available at ArmAs Estate. The memorandum was signed by Suren Aloyan (an ATC graduate), CEO of ArmAs Victoria Aslanyan and ICARE Director Vardan Urutyun. Now, two ATC volunteers are maintaining the content for "Agribusiness" page on Dasaran.am platform.</p>	<p><a href="#">Mobilization Plan</a></p> <p>MOU on Dasaran.am</p>
2.2.4 TEEF Endowment Fund and Student Sponsorship mechanism through TAMU	<p>Resource Mobilization expert has advised that the establishment of Endowment fund and obtaining endowment donations is not an initial step. This should be completed once relationships are established and short term donations received.</p>	<p>Discussions held with ICARE Board Chair and Meeting at TAMU with Board and TEEF established for April, 2017</p>
<b>2.3. Continue ATC Alumni Engagement</b>		
2.3.1 Engage ATC Alumni in ATC and ICARE activities	<p>Alumni Reunion and Business Networking Event was organized on October 16, 2016 at ArmAs Vineyards in Nor Yedesia village, Armenia. The goal of the event was to raise awareness of the ICARE alumni in ongoing and prospective activities of the ICARE, increase engagement of the alumni in in-kind and other forms of contributions to ICARE, as well as create a business networking platform for the alumni. The event hosted 81 registered attendees (ICARE/ATC alumni, staff and faculty). The event included guided tour around ArmAs wine company premises led by its CEO, an official part with keynote speeches by ICARE staff, alumni, and industry representatives, and then a lunch.</p>	<p><a href="#">Invitation to ICARE / ATC Alumni Reunion and Business Networking Event</a></p>
2.3.2 Facilitate financial and in-kind contributions by alumni to ICARE	<p>The ICARE Alumni Seminar Series launched which aims to add alumni in-kind contributions to ICARE. Each Tuesday, and ATC graduates, following prior approval of professional topics, has been conducting a 1.5-hour seminar to ATC students. For now, 4 graduates have already conducted seminars - Karen Hovhannisyan (Golf Sport Marketing), Anna Khachatryan (Banking Cards), Asanet Aloyan (Taxation and Business Decisions), and David Babayan (Effective Listening).</p>	<p>12 hours of in-kind volunteer hours by ICARE Alumni</p>
<b>2.4. Increase Annual Student Sponsorship Fund</b>		
2.4.1 Identify and contact existing and potential donors (in and outside Armenia)	<p>The Development Office donor platform is now on website and available through social media and other channels. Materials for ICARE stakeholders for the Christmas period developed and sent which recognize and thank stakeholders and donors for support during the year.</p>	<p>New website <a href="http://www.icare.am">www.icare.am</a></p>
2.4.2 Promote funding for student sponsorships	<ul style="list-style-type: none"> <li>• Sponsorship awarded to four ATC students.</li> <li>• Solicitation letters sent to previous supporters (Hovnanian Foundation, Verne House, VivaCell MTS)</li> </ul>	<p>\$500 in 2015 \$1,000 in 2016</p>

<b>2.5. Increase Capacity of ICARE to Receive and Manage External Funds</b>		
2.5.1 Finalize and submit NICRA for cost recovery and pre-award audit for USAID funding eligibility	Financial Information for NICRA requested by VT has not yet been received.	
2.5.2 Develop fiscal reporting format for inclusion in ICARE prospectus	The format has been developed and provided to David King for comments. Final version will be included in the ICARE Annual Report 2016.	
2.5.3 Development of ICARE prospectus and annual report	2016 Annual Report will be completed in spring 2017.	
2.5.4 Establish a commercial organization	ICARE is working with its lawyers on these issues. Work is in progress. Armenian laws are changing which has delayed establishing LLC until legal context is determined and stable.	
<b>Activity 3. Increase Linkages between ATC and the Armenian Agricultural System</b>		
<b>3.1. Strengthen ICARE Agribusiness Research Center</b>		
3.1.1 Explore alternative research funding opportunities	Proposal on establishment of demo orchards submitted to Armenia Tree Project.	Proposal budget 8,665,800 AMD
3.1.2 Provide business development services to small and medium enterprises, male and female farmers as required by research grant deliverables	Training on accountancy provided to accountants of 14 newly established agricultural cooperatives.	14 accountants (6 female, 8 male) were trained and are being consulted
<b>3.2. Conduct Collaborative Research and Training</b>		
3.2.1 Establish and conduct research and training programs	<ul style="list-style-type: none"> <li>Completed Assessment for Staff Appraisal System and Training Needs Analysis of the Ministry of Agriculture.</li> <li>In collaboration with the Armenian Greenhouse Association, ICARE Research Division applied for the research grant for Development of Training Program in Greenhouse Crops Production (ongoing).</li> </ul>	
3.2.2 Generate gross revenue from research and training activities	Working on projects from the past reporting period; no additional revenue generated.	
3.2.3 Generate indirect costs from sponsored research and training	Working on projects from the past reporting period; no additional revenue generated.	

<p>3.2.4 Publish research studies and give conference presentations</p>	<ul style="list-style-type: none"> <li>• Workshop conducted by ICARE to introduce international experience for staff appraisal methods to the Ministry of Agriculture officials who will then incorporate new learnings into their staff appraisal process for the Ministry.</li> <li>• In November 2-5, 2016 ICARE Director Vardan Urutyan Participated in "Regional and International Cooperation in Central Asia and South Caucasus: Recent Developments in Agricultural Trade" Conference in Samarkand, Uzbekistan.</li> <li>• ICARE Director Vardan Urutyan and ICARE Research Director Anna Yeritsyan participated in the final expert meeting of AGRICISTRATE project in Brussels, Belgium on the 30th of November 2016. They presented the final project implementation phase and made recommendations for next steps to increase agricultural produce trade between the CIS and the EU countries.</li> <li>• ICARE Research Director Anna Yeritsyan participated in workshop “Addressing the challenges faced by rural youth aged 15-17 in preparing and accessing decent work” organized by Food and Agriculture Organization (FAO) in Rome, Italy. As a result, an outcome document with recommendations and best practices from different countries across the world was composed and presented to FAO headquarters.</li> </ul>	<p>Annex A: Agenda - RA Ministry of Agriculture and Adjacent Institutions Performance Evaluation System and Training Needs Validation Workshop</p> <p>Annex B: Agenda – AGRICISTRATE Meeting</p> <p>Annex C: Agenda - Addressing the challenges faced by rural youth aged 15 to 17 in preparing for and accessing decent work</p>
<p><b>3.3. Mobilize Engagement of Armenian Agricultural Scientists</b></p>		
<p>3.3.1 Involve Armenian agricultural experts in collaborative research and education projects</p>	<p>2 male and one female specialist from ANAU were involved in APPEAR grant for developing Organic Agriculture Master’s program curriculum for ANAU.</p>	<p>2 male 1 female</p>
<p><b>3.4. Increase Number of Long-Term Partnerships</b></p>		
<p>3.4.1 Develop linkages with other universities, international organizations and businesses-internships funded and MOU’s signed</p>	<ul style="list-style-type: none"> <li>• New partnership is developed with Vienna University of Natural Resources and Life Sciences (BOKU) within the scope of APPEAR project ICARE research division in partnership with Vienna University of Natural Resources and Life Sciences (BOKU) received grant for setting up organic agriculture Master’s program in ANAU.</li> <li>• New partnership is developed with Fresno State University. A memorandum of understanding was signed between ANAU and Fresno State University with an aim to explore and outline reveal possible ways in which ANAU and Fresno State could develop and carry out collaborative research and education activities that are desirable, mutually beneficial, and contribute to fostering a cooperative relationship between the two institutions.</li> </ul>	<p><a href="#">2 new MOUs</a></p>





	<ul style="list-style-type: none"> <li>○ ATC graduate 2008 Anna Khachatryan, Cards Service Senior Specialist, HSBC Bank Armenia informed seniors about banking card security and made them better prepared for possible frauds and attacks.</li> <li>○ ATC graduate Karen Hovhannisyan, the President of National Golf Federation of Armenia conducted a seminar on "Golf Sport Marketing".</li> <li>○ Within the Entrepreneurship class 2nd year MAB students hosted Lead Expert Consultant, Professional Finance Trainer and Lecturer Juan Gamecho to speak about SME risk management.</li> </ul> <ul style="list-style-type: none"> <li>● A group of 23 ANAU first and second year students have been selected to attend the six-month Advanced English course from October 2015. This program prepares students for admission to the ATC undergraduate program.</li> <li>● ATC continued professional orientation tours hosting students from ANAU Base Lyceum, high school students from Garni village, Armavir high schools #4, Artashat high school, Sevan high school, Charentsavan high school for professional orientation. Students were introduced to all the education opportunities that ATC has to offer, as well the international learning environment, teaching methods, the culture, values and the brand of ATC.</li> </ul> <p><b>Additional Class Modules</b></p> <ul style="list-style-type: none"> <li>● By the end of December ATC fourth year students completed <i>Agribusiness Case Studies</i> course with professional seminars lectured by industry professionals and was followed by four investigative visits to agribusiness firms. <ul style="list-style-type: none"> <li>○ <i>Organic Agriculture</i> module was taught by the Deputy Minister of Agriculture Armen Harutyunyan</li> <li>○ <i>Agricultural Finance and Credits</i> module was taught by the Deputy CEO/Head of Loan Department of Farm Credit Armenia UCO, Hrant Yeghiazaryan</li> <li>○ <i>Agribusiness Value Chain Management</i> module taught by the ICARE Research Director Anna Yeritsyan.</li> </ul> </li> <li>● Investigative visits included: <ul style="list-style-type: none"> <li>○ Tamara Fruit Cannery which produces organic products</li> <li>○ Bari Samaratsi meat processing company</li> <li>○ Royal Armenia coffee processing company</li> </ul> </li> </ul> <p>Students submitted reports for each visit with a description of the company, its competitive environment, analysis of management issues and marketing and branding strategy.</p>	
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	<ul style="list-style-type: none"> <li>• <b>Agricultural Cooperative course:</b> Senior students had field visits to selected cooperatives, involved in fruit and vegetable growing and milk production and marketing: <i>Lukashin, Khor Virap, Urartu, Armavir, Astgh, Aralez, Yervandashat</i>). Students gained hands-on knowledge and experience. obtained information on the time and goal of establishment, number of members, motives to become a member, economic and social benefits, organizational structure, services provided, understanding of cooperative identity, main challenges, and explored development opportunities for the cooperative.</li> <li>• <b>ATC Junior Field Trips:</b> <ul style="list-style-type: none"> <li>○ Coca Cola Hellenic Bottling Company Armenia,</li> <li>○ Masis Dzuk fishery in Ararat marz</li> <li>○ Getnatun and Areni wineries in Vayots Dzor marz.</li> </ul> </li> </ul> <p><b>Conference Presentations and Awards</b></p> <ul style="list-style-type: none"> <li>• ATC MAB graduate of 2016 class Gayane Petrosyan, won a Best Award of the Armenian Economic Association (AEA) for her Feasibility Assessment of Producing Buckwheat through Agricultural Cooperatives in Armenia. She presented her research during the recent AEA annual conference last summer.</li> </ul> <p><b>Parent Orientation and Open Doors Event</b></p> <ul style="list-style-type: none"> <li>• In October 2016 ICARE celebrated the 17th Parents Day with parents, students and faculty of ATC. This is an excellent opportunity for parents to learn about the educational environment in ATC, meet with the faculty and staff, learn the students’ educational experience, and discuss future professional career prospects for their children. ATC senior student Anna Tsaturyan made a presentation on ATC education, internships, field trips, research activities, student life, and employment statistics.</li> </ul>	
4.1.2 Conduct Career Development Sessions	<ul style="list-style-type: none"> <li>• Career Orientation Days were organized with the Heads of the Recruiting Departments of Rosgosstrakh Armenia ICJSC and JNC Alpha Rosstelecom on November 24 and December 9, 2016. The Career Orientation Days were attended by ANAU Economics, Agricultural Insurance, Organization and Management of Transportation and Road Traffic specialty for total of 65 senior students.</li> <li>• Provided consulting opportunities for ATC students and graduates on preparing resumes, interview techniques, and continuing their education in Master programs.</li> </ul>	

4.1.3 Develop Exit Survey		
4.1.4 Establish new paid agribusiness internships opportunities		9 new paid internships
4.1.5 Conduct Alumni Survey		
4.1.6 Conduct Employer Survey		
4.1.7 Conduct external review of ATC UAB and MAB curricula		Dr. Lance Matheson analyzed curriculum and found good match between VT and ATC MAB (see 4.2.1 below)
4.1.8 Supply and Demand for ICARE/ATC graduates in Armenia and the region	Study will be conducted in summer 2017.	
<b>4.2 Explore Options for Double Degree Programs</b>		
4.2.1 Assess possibilities for double degree program and accreditation	<ul style="list-style-type: none"> <li>• ICARE hosted Dr. Lance Matheson, Associate professor at Pamplin College of Business, Virginia Tech. During this visit the Master of Agribusiness (MAB), as well as the undergraduate curricula were discussed with and provided to Dr. Lance to explore the opportunities of prospective joint degree with Virginia Tech University.</li> <li>• Discussions on joint degree program with School of Business with Virginia Tech will be on the agenda for Dr. Lance Matheson during his visit with summer exchange students to ATC planned in June 2017.</li> </ul>	Dr. Matheson completed curriculum assessment during self-funded visit to Yerevan in Nov-Dec 2016
<b>4.3. Establish ICARE/ATC Curriculum Advisory Committee</b>		
4.3.1 Present proposal for Curriculum Advisory Committee to ICARE Board	Work in progress-recommendations will be made to ICARE Board that they form Curriculum and Finance Committees and incorporate ICARE in the USA .	
<b>4.4. Add Short Courses to ICARE/ATC Study Program</b>		
4.4.1 Develop Food Safety System Management (FSSM) Certificate Modules	All Modules developed by Penn State and Virginia Tech with 6 certificates and one overall completion certificate for the course. Course text books and student notebooks for each module were provided to ICARE/ATC library and for each student.	Modules Developed

4.4.2 Increase hours of training in private sector productive capacity	On December 19 and 20, ATC MAB instructor Rafael Bakhtavoryan, PhD, Texas A&M University, conducted a videoconference training on "Application of Econometric Models Using STATA for Addressing Economic Questions". Total of 26 applicants were selected to participate in the training. After completing the training, participants are able to use the STATA statistical software package for empirical analysis, build and estimate an appropriate regression model, interpret and explain the estimation results, and use the estimation results for addressing economic problems.	20 hours of training for private sector  Annex D- Agenda: Application of Econometric Models Using STATA for Addressing Economic Questions  Annex E- List of Participants - Application of Econometric Models Using STATA for Addressing Economic Questions
4.4.3 Survey private sector firms to determine level of Improved Management Practices	A survey was conducted among 17 private sector firms to determine the level of Improved Management Practices. Those employees participated in the trainings on Application of Econometric Models Using STATA for Addressing Economic Questions and Linear Programming for Agribusiness Executives organized by ICARE.	Targeted 25 firms and obtained 17 participants  Annex F – Survey Analysis
<b>4.5. Leverage Short-Term Training Activities into Courses for Continuing Education</b>		
4.5.1 Conduct short-term training on agriculture sector productivity or food safety conducted for agribusiness	Food Safety Systems Management training to be offered as pilot in Jan 2017 and expanded for delivery to business and processing industries.	
4.5.2 Create Joint FSSM Certificate Program	Course with 6 modules developed by VT and Penn State.	Certificate Program in FSSM finalized to be offered in Jan 2017

## Annex A: Agenda - RA Ministry of Agriculture and Adjacent Institutions Performance Evaluation System and Training Needs Validation Workshop



### *RA Ministry of Agriculture and Adjacent Institutions Performance Evaluation System and Training Needs Validation Workshop*

*December 6, 3:00 PM*

*Armenia Marriott hotel, Trdat the II Meeting Room*

*Address: 1 Amiryany Street, Yerevan, Armenia*

#### **Agenda**

15:00-15:10	Opening remarks <ul style="list-style-type: none"><li>Vahan Amirkhanyan, Food and Agriculture Organization</li><li>Vardan Urutyanyan, International Center for Agribusiness Research and Education</li></ul>
15:10-15:40	Key results of the RA Ministry of Agriculture and adjacent institutions performance appraisal system evaluation and suggestions on training needs by agencies and divisions <ul style="list-style-type: none"><li>Naira Vardanyan, Caucasus Research Resource Center</li></ul>
15:40-16:00	Discussion of results, Q&A
16:00-16:15	Coffee break
16:15-16:45	Experience of leading European countries in Performance Evaluation System and suggestions for changes in evaluation system of the RA Ministry of Agriculture <ul style="list-style-type: none"><li>Maria Kadlechikova, international expert</li></ul>
16:45-17:20	Discussions on suggestions for improvement of the current Performance Evaluation System of the RA MoA.

## Annex B: Agenda – AGRICISTRADE Final Consortium Meeting



### AGRICISTRADE Final Meeting

Wednesday, 30 November 2016  
Auditorium, Rue de la Loi 102, Brussels

#### Agenda

11:00 – 11:15	<b>Opening</b> (Siemen Van Berkum / Sebastien Poulain) <ul style="list-style-type: none"> <li>Welcome</li> <li>meeting objectives / brief introduction on AGRICISTRADE</li> </ul>
11:15 – 11:30	<b>Introduction about the European Neighbourhood Policy</b> (Malgorzata Sliwinska, DG Agri)
11:30 – 13:00	<b>Presentation of the AGRICISTRADE project and main outcomes</b> <ul style="list-style-type: none"> <li>Introduction (Siemen Van Berkum, LEI/DLO)</li> <li>Agriculture and agricultural policy (Emil Erjavec, University of Ljubljana / Jolanta Drozd, LAEI)</li> <li>Market efficiency (Ivan Djuric, IAMO)</li> <li>Production potential (Andre Deppermann, IIASA)</li> <li>Scenarios and projections on markets and trade (Martin Banse, Thuenen Institute)</li> <li>Conclusions and policy notes (Siemen Van Berkum, LEI/DLO)</li> </ul>
13:00 – 14:00	<i>Lunch break (Canteen of DG Agri)</i>
14:00 – 14:45	<b>Questions and comments on the project results / Open discussion</b> (Chair: Axel Wolz, IAMO, and Emil Erjavec, UL)
14:45 – 15:15	<b>Feedback from the 8 Eastern neighbour country experts</b>
15:15 – 15:30	<b>Potentials for agricultural trade in the Agricistrade countries and Central Asia</b> (Ekaterina Krivonos, FAO)
15:30 – 15:45	<b>Vision of the agri-food industry on production and yield potentials</b> (Jakob Dehoust, ADM)
15:45 – 16:00	<b>Conclusion and recommendations by DG Agriculture</b> (Willi Schulz-Greve / Alberto D'Avino)
16:00	<b>Closing of the meeting by the project coordinators</b> (Siemen Van Berkum / Sebastien Poulain)
19:30	<b>Dinner at Belga Queen Brussels, Rue Fossé aux loups 32 (<a href="http://www.belgaqueen.be">www.belgaqueen.be</a>)</b>

## Annex C: Agenda – Youth Feeding the Future: Addressing the challenges faced by rural youth aged 15 to 17 in preparing for and accessing decent work

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الأغذية والزراعة  
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联合国  
粮食及  
农业组织

Food and Agriculture  
Organization of the  
United Nations



Organisation des  
Nations Unies pour  
l'alimentation et  
l'agriculture

Продовольственная и  
сельскохозяйственная  
организация  
Объединенных Наций

Organización de las  
Naciones Unidas para la  
Agricultura y la  
Alimentación

Workshop Agenda Version 2: September 30, 2016

### Youth – Feeding the Future

#### Addressing the challenges faced by rural youth aged 15 to 17 in preparing for and accessing decent work

FAO HQ, Rome, 25-28 October 2016

#### Tuesday, 25 October 2016

#### A.M. Participants arrive in Rome and proceed with administrative arrangements

##### Session 1

- 13:00-13:30 Opening remarks – FAO and core partners
- 13:30-13:45 Workshop objectives and methodology
- 13:40-14:10 Presentation on pre-conference results<sup>1</sup>
- 14:10-14:30 *Coffee and Tea Break*

##### Session 2

- 14:30-15:15 Activity on identifying specific challenges for 15-17 age group (based on experience) and special needs
- 15:15-15:45 Brief overview of the international legal and political framework concerning work of 15-17 year olds (including Q&A)
- 15:45-16:30 Presentation and discussion in plenary
- 16:30-17:00 Introduction to working groups for days 2 and 3

#### Evening – Social cocktail

Drafting group writes up results from afternoon activity

<sup>1</sup> Preconference engagement will begin by a brief overview of the background document and a discussion on 1) youth employment challenges and solutions related to the broader youth age-group, 2) solutions for older youth that hold promise for the younger cohort, and 3) solutions targeting the specific challenges faced by under 18s.

## **Annex C: Agenda – Youth Feeding the Future: Addressing the challenges faced by rural youth aged 15 to 17 in preparing for and accessing decent work**

**Wednesday, 15 June 2016**

### **Session 3**

**8:30-9:00**                      **Recap of day 1 and introduction to group work**

**9:00-10:45**                    **Working Groups Round 1: *The Preparation for Decent Employment***

This session will focus on the preparation of decent employment centering on both education and vocational training. Topics will include compulsory and secondary education in rural areas, the integration of agricultural curriculum, out-of-school youth, vocational training in rural areas, the role public policy, gender and basic life skills and life risks.

**10:45-11:15**                    *Coffee and Tea Break*

**11:15-12:15**                    **Plenary discussion of results from round 1 working groups**

**12:15-13:15**                    *Lunch*

### **Session 4**

**13:15-15:00**                    **Working Groups Round 2: *Access to Decent Employment***

This session will focus on the challenges faced by youth transitioning into employment. Topics covered during this session will include legal autonomy, access to producer organizations, access to finance, access to markets, access to land and other natural resources, the role public policy, public-private partnerships, rural infrastructure, gender and political participation.

**15:00-15:30**                    *Coffee and Tea Break*

**15:30-16:30**                    **Plenary discussion of results from round 2 working groups**

**16:30-17:00**                    **Wrap-up day 2**

**Evening – drafting group** writes up results and recommendations from working groups and plenary discussion



## **Annex C: Agenda – Youth Feeding the Future: Addressing the challenges faced by rural youth aged 15 to 17 in preparing for and accessing decent work**

**Thursday, 16 June 2016**

### **Session 5**

**8:30-9:00**                      **Recap of results from day 2 and introduction to day 3**

**9:00-10:45**                    **Working Groups Round 3: *Professional Opportunities and Decent Employment***

This session will focus on challenges and solutions with regards to entrepreneurship and decent employment. This session will examine enabling environments for entrepreneurship and explore the many aspects of decent employment including hazardous work, occupational health and safety, social protection, wages, green jobs and climate smart practices and political participation.

**10:45-11:15**                    *Coffee and Tea Break*

**11:15-12:15**                    **Plenary discussion of results from round 3 working groups**

**12:15-13:15**                    *Lunch*

### **Session 6**

**13:15-15:00**                    **Working Groups Round 4: *Cross Cutting Themes and Resolutions***

During this session working groups will re-arranged to ensure a cross dialogue. Furthermore, groups will consider how, in relation to their topic area, each of the cross cutting issues highlighted throughout the workshop should be addressed. Tentative list of cross cutting themes include:

1. Exclusion from youth employment programmes
2. Participation in policy dialogue
3. Gender
4. Marginalized groups
5. Policy implementation capacity

**15:00-15:30**                    *Coffee and Tea Break*

**15:30-16:30**                    **Plenary discussion of results from round 4 working groups**

**16:30-17:00**                    **Wrap-up day 3**

**Evening – drafting group** writes up results and recommendations from working groups and plenary discussion and prepares final draft outcome document to share with all participants

**Annex C: Agenda – Youth Feeding the Future: Addressing the challenges faced by rural youth aged 15 to 17 in preparing for and accessing decent work**

**Friday, 17 June 2016**

**Session 7**

<b>8:30-9:00</b>	<b>Presentation of outcome document</b>
<b>9:00-10:45</b>	<b>Agreement on the recommendations</b>
<b>10:45-11:15</b>	<i>Coffee and Tea Break</i>
<b>11:15-12:00</b>	<b>Agreement on the recommendations cont.</b>
<b>12:00-13:00</b>	<b>Discussion on the way forward</b>
<b>13:00-13:15</b>	<b>Closing of the expert meeting</b>

## Annex D: Announcement - Application of Econometric Models Using STATA for Addressing Economic Questions

**The ICARE - International Center for Agribusiness Research and Education**

invites you to participate in a videoconference training on

### **Application of Econometric Models Using STATA for Addressing Economic Questions**

conducted by

**Rafael Bakhtavoryan, PhD**



#### **DATES**

The 2-day intensive training will take place on December 19<sup>th</sup> and 20<sup>th</sup>, 2016.

#### **VENUE**

International Center for Agribusiness Research and Education (ICARE).  
Address: 74 Teryan Street, 0009 Yerevan.

#### **TIME**

18:30 - 20:45, Yerevan time (this includes a coffee break). For details, see the agenda below.

#### **WORKING LANGUAGE**

The working language of the training will be Armenian; however, the PowerPoint slides will be in English.

#### **LEVEL**

Intermediate.

#### **TRAINING PARTICIPATION FEE**

The training is **free of charge**. While similar hands-on trainings are quite expensive, ICARE fully covers the associated expenses for the participants, thus staying true to its charitable, social, scientific, and educational commitments. Upon successful completion of the training, the participants will be awarded a certificate of participation. To qualify for the certificate, participants must be present in all the sessions.

#### **TRAINING DESCRIPTION**

In this hands-on training, the participants will first be introduced to the basics of STATA. Then, they will be exposed to addressing economic questions (i.e., how much to produce, demand and supply functions and equilibrium price, estimation and empirical use of elasticities, basic forecasting, etc.) by estimating econometric models using the STATA software package.

#### **TARGET AUDIENCE**

The purpose of this training is to introduce the participants to STATA and to equip them with practical skills for making educated economic decisions. This training uses the regression analysis applied to various sample datasets and is intended for economists, business consultants, business analysts, economics students, and other interested parties that do economic analysis in

## **Annex D: Announcement - Application of Econometric Models Using STATA for Addressing Economic Questions**

any type of production or service industry (food industry, consulting, wholesaling/retailing, banking, etc.). Participants are not expected to be intimately familiar with STATA or econometrics; however, it is recommended that they have a basic background in economics and regression analysis.

### **EXPECTED OUTCOMES**

After completing the training, participants will be able to:

- Use the STATA statistical software package for empirical analysis
- Build and estimate an appropriate regression model
- Interpret and explain the estimation results
- Use the estimation results for addressing economic problems

### **SOFTWARE**

The STATA 10 statistical software package will be used. A copy of the complete STATA 10 with all the functionality and capabilities will be installed on your notebook by the training organizers before the start of the training free of charge.

### **PRESENTATION METHODS**

A combination of PowerPoint presentations and in-class computer exercises will be used. The participants will be provided with training material ahead of time. A dynamic discussion and exchange of ideas through interactive class participation will be strongly encouraged.

### **TRAINER**

**Dr. Bakhtavoryan** received his Ph.D. in Applied Economics from Texas A&M University. Currently, he works as an Assistant Professor at Texas A&M University-Commerce, United States. Also, he teaches graduate courses, such as Econometrics, Managerial Economics, and Agribusiness Analysis and Forecasting, in the Master of Agribusiness (MAB) program at the Armenian National Agrarian University. Dr. Bakhtavoryan has worked as a Post-Doctorate Research Associate at the Agribusiness, Food, and Consumer Economics Research Center at Texas A&M University. His research interests lie in the areas of consumer demand analysis, applied econometrics, food safety, and forecasting. He has extensive experience in conducting trainings in Armenia (at Baker Tilly Armenia, ICARE).

### **REGISTRATION PROCEDURE AND DEADLINE**

If interested, please register for the training by filling out the attached registration form (in English), download here :

[http://icare.am/uploaded\\_files/2\\_%20Registration%20Form\\_Application%20of%20Econometric%20Models%20%20%20Using%20STATA%20for%20Addressing%20Economic%20Questions,%20December%20%20%202019-20\\_2016%20ICARE-1.doc](http://icare.am/uploaded_files/2_%20Registration%20Form_Application%20of%20Econometric%20Models%20%20%20Using%20STATA%20for%20Addressing%20Economic%20Questions,%20December%20%20%202019-20_2016%20ICARE-1.doc)

and email it to the training coordinator, Lena Mamikonyan at [lenamamikonyan@gmail.com](mailto:lenamamikonyan@gmail.com). Registration deadline is **18:00 pm, December 15<sup>th</sup>**. The seating is limited. **ONLY SHORTLISTED APPLICANTS WILL BE NOTIFIED FOR PARTICIPATION.**

### **CONTACTS**

If you have questions, please contact [Lena Mamikonyan](mailto:Lena.Mamikonyan) or call at **093 42-59-55**.

**Annex D: Announcement - Application of Econometric Models Using STATA for Addressing Economic Questions**

**AGENDA**

<b>December 19</b>	<b>Time</b>	<b>Topics</b>
	18:30 - 19:30	Basics of STATA
	19:30 - 19:45	Coffee break
	19:45 - 20:45	Basic correlation and regression analysis
<b>December 20</b>	<b>Time</b>	<b>Topics</b>
	18:30 - 19:30	How much to produce? Estimating demand and supply equations, equilibrium price. Elasticity estimation and their practical application
	19:30 - 19:45	Coffee break
	19:45 - 20:45	Identifying driving factors affecting sales. Forecasting economic variables accounting for trend and seasonality

**Annex E: List of Participants - Application of Econometric Models Using STATA for Addressing Economic Questions**

<b>Name, Surname</b>	<b>Highest level</b>	<b>University</b>	<b>Specialization</b>	<b>Workplace</b>	<b>Position</b>
Albert Bazeyan	Bachelor	YSU	Faculty of Economics and Management	Hrachya Vardanyan	Accountant
Anahit Galstyan	Master degree 1st course	ASUE	Mathematical Methods and Models	IAB/BizNet	Community Manager
Anna Tumasyan	BA in business	AUA	BA in business	AGBU Papazyan Library	Work study at circulation desk
Aspram Grigoryan	BA in business	AUA	BA in business	-	-
Bella Grigoryan	Master degree 1st course	YSU	Theory of economics	-	-
Elen Harutyunyan	Bachelor	ASUE	Finance, Banking		
Gohar Hovsepyan	Master degree 1st course	YSU	Theory of economics	-	-
Gor Shirvanyan	Master degree 1st course	ASUE	International economic relations	Ameriabank	Teller
Haykaz Aramyan	Master	ASUE	Analysis and management of securities market	Central Depository of Armenia (Nasdaq OMX Group), Amberd research center	Business Administrator (Central Depository of Armenia), Researcher (Amberd)
Hovhannes Khachatryan		YSU	Mathematical modeling in financial and economic systems		
Lida Aristakesyan	MA in International School of Economics at TSU(Tbilisi State University),2016-2018	YSU, Bachelor	Actuarial and Financial mathematics		
Lida Melkonyan	Bachelor	YSU	Economics	HSBC Bank	Intern
Lilit Manukyan	MBA	AUA	Finance	International Organization of Migration	Consultant
Lilit Zargaryan	Master degree 1st course	ASUE	Public Finance		

## Annex E: List of Participants - Application of Econometric Models Using STATA for Addressing Economic Questions

Name, Surname	Highest level	University	Specialization	Workplace	Position
Lusine Kolyan	Master	ASUE	Analysis and management of the Securities market		
Lusine Margaryan	Master in Economics	YSU	Management Informaton Systems		
Mariam Aghamalyan	Bachelor	ASUE	Management	HSBC Bank	HR Intern
Minas Avetisyan	Bachelor	ASUE	Math methods and modeling in economics		
Nelly Barseghyan	Master	YSU	Department of Physics	«Nork» Social Services Technology and Awareness Center Foundation	Statistician analyst
Ovsanna Apresyan	Master degree 1st course	ASUE	Mathematical modeling		
Sona Manukyan	Master	ASUE	Corporate finance	Coca cola	reporting coordinator
Sona Manukyan	Master	YSU	Actuarial and financial mathematics	K telecom	CBM analyst
Taguhi Tsaturyan	MBA	ASUE	Business Management	Vegecom, coopoliva	Accountant
Tatevik Hakobyan	International Scientific Educational Center of NAS RA, 1 st year/MBA	ASUE, Bachelor	Management	CBA	Referent of the financial system regulation department
Tatevik Makaryan	Master degree 1st course	ASUE	International economic relations	DHL Armenia	Accountant
Tatevik Piloyan	Master of Science in Economics	AUA	Economist	CBA	methodologist

**Annex F: Survey Analysis - Application of Econometric Models Using STATA for Addressing Economic Questions**

A survey was conducted with 17 employees from private sector firms to determine the level of Improved Management Practices. The respondents participated in courses on Application of Econometric Models Using STATA for Addressing Economic Questions and Linear Programming for Agribusiness Executives both conducted by Rafael Bakhtavoryan.

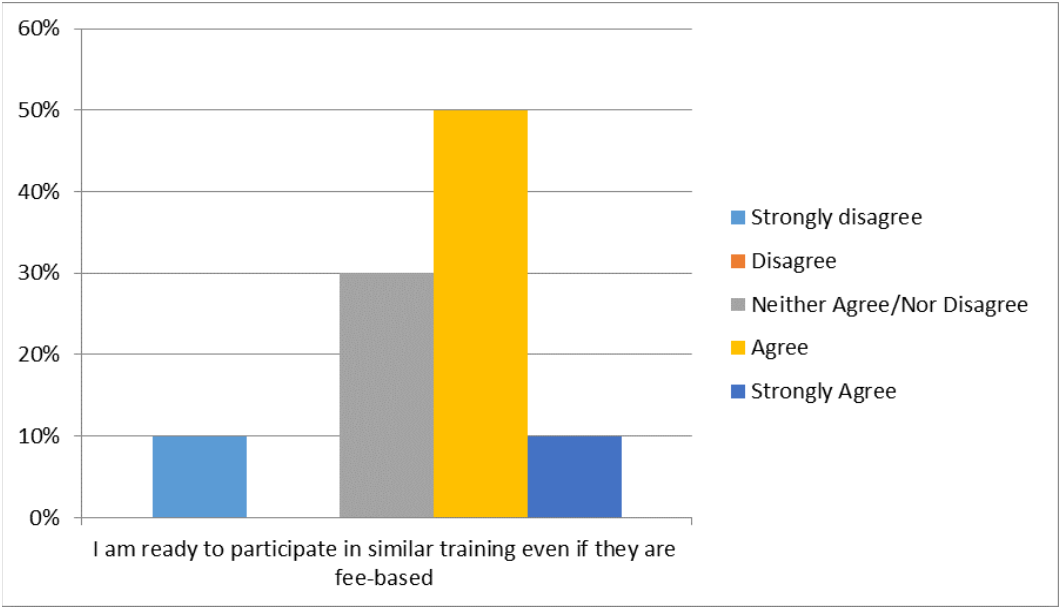
**Application of Econometric Models Using STATA for Addressing Economic Questions**

Survey was done by SurveyMonkey tool and 10 respondents were participating in the survey. First respondents were asked to evaluate whether this training positively contributed to their professional development. Only 10% of them were neutral and majority of them (90%) provided positive answers. Next question was about improvement of their professional self-confidence during trainings. Again 90% of respondents agreed that the training improved their professional self-confidence. 10% provided average rate.

When being asked if this training helped them improve management practices in their company, unfortunately 11.11% strongly disagreed. Most of the respondents provided average rate to this statement (77.78%) and only 11.11% agreed with it.

Next question was about the readiness to participate in similar trainings even if they are fee-based. Answers are provided in Figure 1.

Figure 1



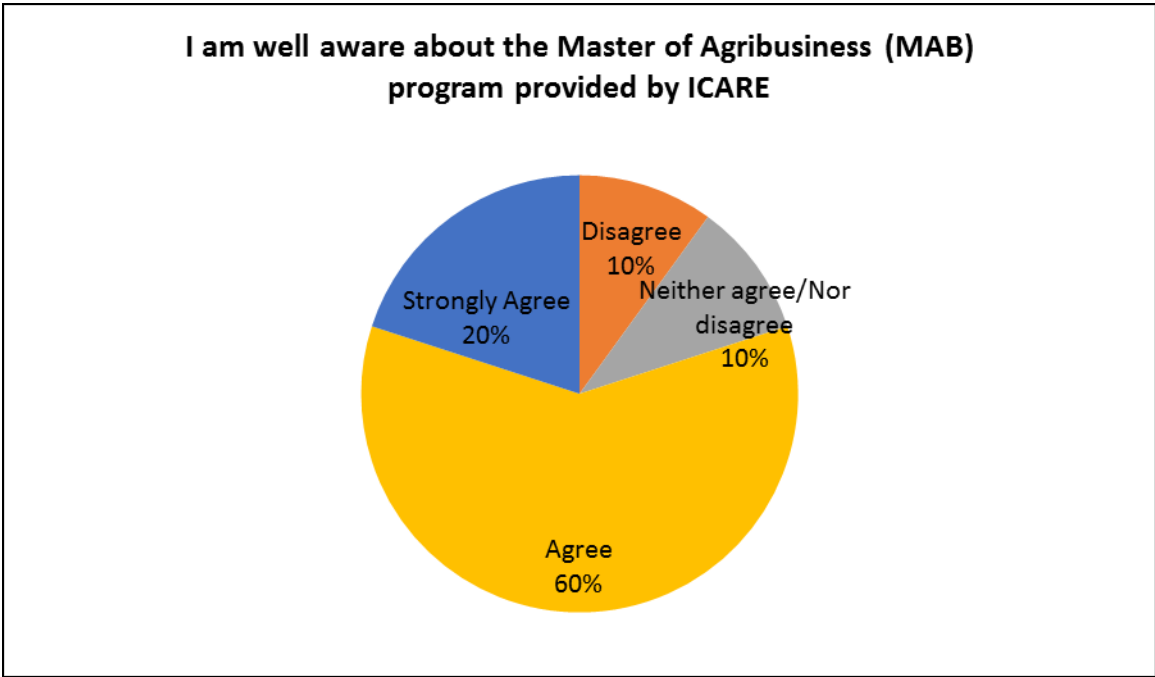


**Annex F: Survey Analysis - Application of Econometric Models Using STATA for Addressing Economic Questions**

On question whether The ICARE Foundation is a unique institution in Armenia where one can receive innovative knowledge, 20% of respondents disagreed. 60% of them provided positive answers and 20% were neutral.

Last question was about the awareness about the Master of Agribusiness (MAB) program provided by ICARE. Answers are shown in Figure 2.

Figure 2



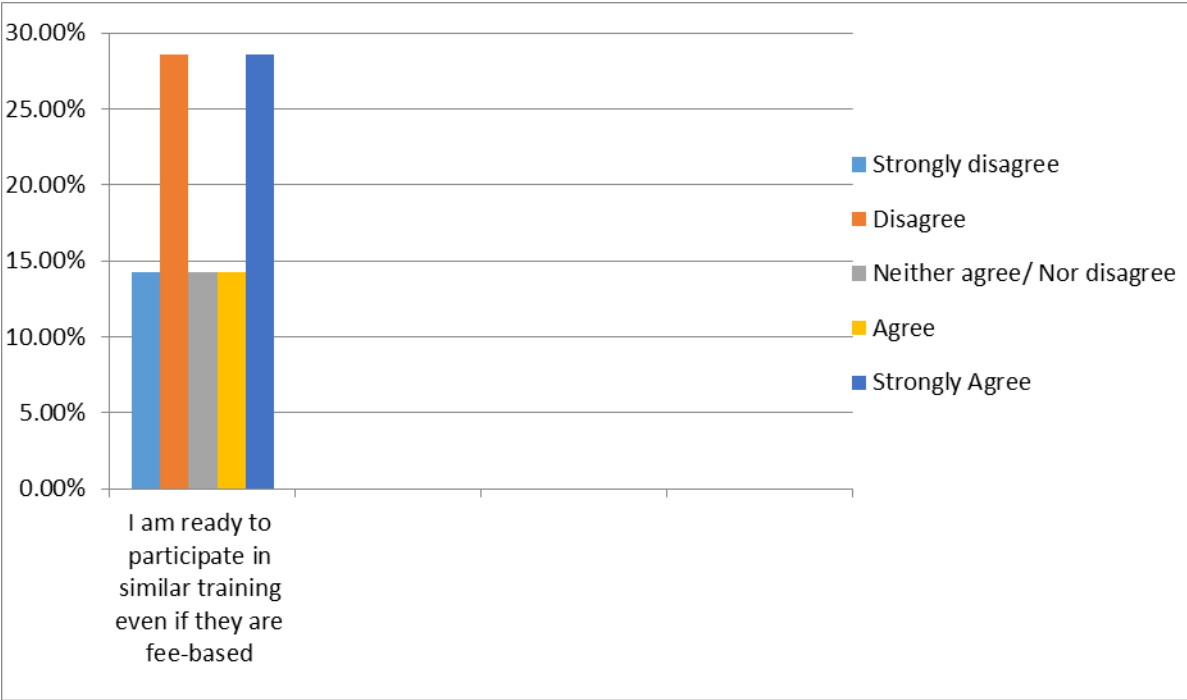
It's good that most of them (80%) are aware about the Master of Agribusiness (MAB) program provided by ICARE.

**Annex F: Survey Analysis - Application of Econometric Models Using STATA for Addressing Economic Questions**

**Linear Programming for Agribusiness Executives**

Survey was done by SurveyMonkey tool and 7 respondents were participating in the survey. The Analysis shows that 85.71% of respondents agreed that the training positively contributed to their professional development. 14.29% of them answered strongly agree. Participants were asked to rate whether this training improved their professional self-confidence. 71.43% agreed with the statement and 28.57% of them provided the highest rank. When asked whether the training helped them improve management practices in their company, majority of respondents neither agreed /nor disagreed and only 14.29% of them agreed with it. Participants were also asked to answer if they are ready to participate in similar training even if trainings are fee-based. Answers on this question are shown in Figure 3.

Figure 3.

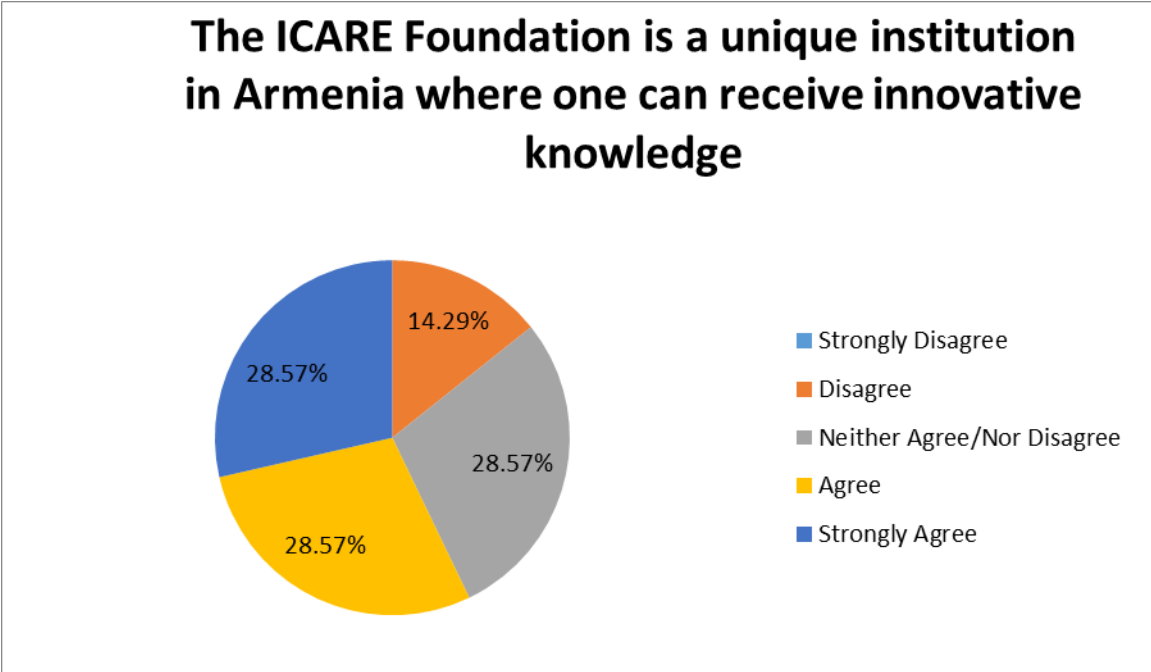


Unfortunately 14.29% of respondents strongly disagreed to participate in fee-based training. But more than 40% provided positive answer.

**Annex F: Survey Analysis - Application of Econometric Models Using STATA for Addressing Economic Questions**

There was a question related to ICARE Foundation. Respondents have been pleased to evaluate whether The ICARE Foundation is a unique institution in Armenia where one can receive innovative knowledge. The answer is shown in Figure 4.

Figure 4



The analysis shows that most of the respondents agree that the ICARE Foundation is a unique institution in Armenia where one can receive innovative knowledge.

When asked whether respondents surveyed are well aware about the Master of Agribusiness Program provided by ICARE, 85.71% provided positive answer. Only 14.29% provided neutral answer.