



The European Union
for Georgia

ENPARD: Support to Agriculture
and Rural Development

Agenda for the Interagency Forum on Access to Finance for Cooperatives

November 29, 2016

Venue: Hotels & Preference Hualing Tbilisi

Address: Hualing, Tbilisi Sea New City, Tbilisi 0152, Georgia

- 9:30-10:15 Registration, welcome coffee and comments to media**
- 10:15-10:40 Welcoming remarks**
- Nino Zambakhidze, Georgian Farmers Association
Cristina Casella, Delegation of the European Union to Georgia
Silvia Sanjuan Munoz, CARE International in the Caucasus
David Galegashvili, Deputy Minister of Agriculture
- 10:40-11:40 Innovative approaches for increasing the accessibility of sources of finance for farmers and cooperatives (I)**
- 10:40-11:20 Bernard Fouquet, former Head of Credit of Credit Agricole France, senior consultant for French Development Agency
- Crédit Agricole and other similar European experiences. Lessons learned on access to finance for agriculture. An overview of cooperatives' financing in France
- 11:20-11:40 Juan Echanove, CARE USA
- Financial instruments for cooperatives
- 11:40-12:00 Discussion and Q&A**
- 12:00-12:20 Coffee Break**
- 12:20-13:30 Current context on access to finance for agricultural cooperatives**
- 12:20-12:35 Irakli Kochlamazashvili, International School of Economics at TSU (ISET)
- Results from the Annual Cooperative Survey: access to finance
- 12:35-12:50 Giorgi Misheladze, Agricultural Cooperatives Development Agency
- ACDA Programs to support cooperatives: past and future plans
- 12:50-13:10 Shota Gongladze, TBC Bank
- Lessons learned from working with cooperatives
- 13:10-13:30 Representatives from agricultural cooperatives
- Successful and unsuccessful loan requests by agricultural cooperatives

- 13:30-14:00 Discussion and Q&A**
- 14:00-14:50 Lunch**
- 14:50-16:00 Innovative approaches for increasing the accessibility of sources of finance for farmers and cooperatives (II)**
- 14:50-15:00 Silvia Sanjuan Munoz, CARE International in the Caucasus
- Revolving fund in ENPARD-coops
- 15:00-15:20 Konstantin Zhgenti, ABCO
- Loan guarantee scheme
- 15:20-15:40 Virginie Dago, French Development Agency (AFD)
- AFD support to smallholders and cooperatives' access to financing: lessons learned and prospects in Georgia
- 15:40-16:00 Tyler Green, Business & Finance Consulting
- Value chain financing model
- 16:00-16:30 Discussion and Q&A**
- 16:30-16:50 Summarizing the main points and conclusions**
- Eric Livny, President of ISET
- George Glonti, CARE International in the Caucasus Mission Director

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