

# 2015



UkrainianAgribusinessClub

## [REPORT]

[ Results of UCAB Activities in 2014]

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## Introduction



2014 became a momentous year both in the history of Ukraine and in the history of our agricultural sector. Continual price fluctuations for resources and agricultural products, initiation of fiscal changes in the agricultural sector and foreign exchange deficit - these are some of the factors that could stop the development of the sector. But despite all challenges Ukrainian agrarians demonstrated the ability to overcome difficulties and reaffirmed that the agricultural sector is the only reliable locomotive of Ukrainian economy.

In our understanding agrarians are those who are involved in the production of food from farm to fork: from providers of technology, material and financial resources to workers who control the quality of products delivered to supermarket shelves or shipped for export.

Therefore, we want to thank the members of the Association "Ukrainian Agribusiness Club" for their contribution to sustainable development of the agricultural sector in 2014 and the support of our initiatives to improve the business climate in the agricultural sector of Ukraine in general and providing specialized services to meet the daily demand for communication, consulting, exchange of experience and protection of interests. This report sums up the results of our joint work in 2014.

## 1. Lobbying. Successful Examples in 2014

### Organization of Agricultural Forums



**Achievements.** Within the year took place two meetings of Ukrainian Agricultural Forum, which were attended by agricultural producers representing all forms of agribusiness enterprises and all regions of Ukraine, representatives of professional associations and government institutions.

**Results.** According to the results of meetings the Coordination Council of the Ukrainian Agricultural Forum called for consideration of agrarians' proposals, as stated in the Resolution of the Forum. On the results of the Forum, Prime Minister of Ukraine instructed:

Minister of Agriculture and Food: to take together with concerned ministries appropriate measures to improve the working conditions of agricultural producers and processing enterprises considering the Resolution of the Forum.

Minister of Economic Development and Trade: to involve the co-chairmen of the Coordination Council of the Ukrainian Agricultural Forum to developing of the agricultural sector reforming program and draft of the Plan for rebuilding the economy of Ukraine in 2014-2016.

Minister of Finance: to meet with representatives of agricultural NGOs to discuss the improvement of the system of taxation in agriculture and mechanisms of state support for agricultural sector in 2015.

Minister of Energy: to discuss the question of gas supply for final drying of late grain crops, sugar beet processing, imposition of austerity, increasing of alternative energy sources use, payments for energy with representatives of agricultural NGOs.

### Work under lawmaking

**Achievements.** Prevention of introduction of amendments to existing legislation and adoption of new legislation:

- ✓ Tax incentives for agriculture saved

Throughout the year, we systematically prevented the numerous initiatives to change the agricultural taxation, defended the position of anticipation of such changes and presented the information concerning potential negative effects of their implementation.

**Results.** The final bill, designed by the Ministry of Finance according to the proposed by Prime Minister of Ukraine Concept of reforming the tax system of Ukraine and registered in the Verkhovna Rada of Ukraine on 09.15.2014 № 5079 does not provide for the introduction of amendments, related to eliminate special tax regimes for agricultural enterprises, to the Tax Code of Ukraine.

- ✓ Setting the export duty on canola and soybeans

In cooperation with other relevant AIC associations we addressed to the Chairman of the Committee on Taxation and Customs Policy V. Khomutynnik, Head of the Committee on Agrarian Policy and Land Relations G. Kaletnik, as well as the Chairman of the Committee on the fight against organized crime and corruption on the feasibility of rejecting the bills.

**Results.** The bills (Reg. № 3658 from 21.11.2013 and № 4693 of 04.14.2014) were discussed at the meetings of Committees of Verkhovna Rada and at the plenary sessions of Verkhovna Rada and, in accordance with Regulations of Verkhovna Rada, are regarded as withdrawn, as not passed before the expiration of legal power of the Verkhovna Rada of appropriate calling in the first reading.

**Achievements.** Preparation of arguments regarding the necessity of amending the existing legislation on deregulation of economic activities systematically sent to the responsible departments has been completed.

**Results.** What has been cancelled due to the conducted work:

- ✓ Certificate of compliance of services for the storage of grain and its products;
- ✓ Certificate of quality of grain and its products;
- ✓ Approval of CPP imports to Ukraine;
- ✓ Certificate of compliance of agricultural products and raw materials of plant origin to requirements for the content of residual pesticides, agrochemicals and heavy metals and certificate of regulatory compliance of pesticides and agrochemicals.
- ✓ Compulsory technical control of technical equipment for agriculture.

**Achievements.** Proposals on the revision of the bill by adding provisions have been made.

**Results.** On the results of the conducted work the Chairman of the Committee on Entrepreneurship, Regulatory and Antimonopoly Policy O. Kuzhel announced UCAB proposals regarding adding to the bill "On temporary measures for the period of the anti-terrorist operation" amendments that prohibit charging penalties and/or fines on the principal sum of the debt service obligations of not only individuals, but also legal entities that conduct business in the area where the anti-terrorist operation is provided.

**Achievements.** The list of priority bills (based on daily monitoring) that are registered in the Verkhovna Rada of Ukraine and require urgent adoption in the interests of agricultural producers has been determined.

**Results.** On the results of the conducted work the process of adoption of the priority bills is being actively monitored, and their support in the Committees of VRU is provided.

**Achievements.** The list of unacceptable bills (based on daily monitoring) that are registered in the Verkhovna Rada of Ukraine and are not consistent with the interests of agricultural producers has been determined.

**Results.** On the results of the conducted work the process of blocking unacceptable bills is being actively monitored.

**Achievements.** Legislative and regulatory acts have been prepared:

✓ The bills for registration in the Verkhovna Rada of Ukraine of new convocation:

- On Amendments to Certain Legislative Acts of Ukraine (concerning the abolition of export duties on livestock for agricultural enterprises).

Goal: To cancel the export duties on live cattle for agricultural enterprises.

- On Amendments to Article 288 of the Tax Code of Ukraine to settle the question of establishing the rent for land given to the needs of agricultural production.

Goal: To reduce the rent for the land given to the needs of agricultural production, which is under industrial, cultural, commercial and other buildings and structures.

- On Amendments to the Law of Ukraine "On Vacation" (concerning the rights of workers living in the area of providing anti-terrorist operation and/or working at the plant, located in the neighborhood).

Goal: To expand the cases in which the unpaid leave at the request of the employee is given on a mandatory basis.

✓ Draft acts of the Cabinet of Ministers of Ukraine for submission to the central authorities:

- "On Amendments to the Resolution of the Cabinet of Ministers of Ukraine from December 25, 2013 № 950".

Goal: To cancel the import licensing regime for plant protection products.

- "On Amendments to the Resolutions of the Cabinet of Ministers of Ukraine from September 18, 1995 № 746 and of from November, 2 1995 № 881".

Goal: To improve state regulation in the sphere of plant protection products turnover.

### **The formal appeal to the state authorities**

**Achievements.** The correspondence with government institutions is maintained permanently. The consultations with state agents are carried out in order to make proposals to improve legislation in agriculture and to avoid making decisions that restrict and/or violate the rights of agricultural producers.

**Results:**

- ✓ Tax incentives for agriculture saved;
- ✓ A significant number of permissive documents cancelled;
- ✓ Mandatory technical control of agricultural equipment cancelled;
- ✓ Procedure of registration of derivative proprietary rights of agricultural land ownership was facilitated by definition the exclusive list of documents required for state registration of rights to lease the land;
- ✓ Corresponding tasks were given to military commissariats by the General Staff of the Armed Forces of Ukraine regarding the balanced strategy for the call to military service

during mobilization and involvement of vehicles used during the period of sowing and harvesting;

- ✓ Amendments to the Resolution of Cabinet of Ministers of Ukraine concerning the regulation of prices and tariffs on food in the declaration of profitability of food products by entities, declaration of change of wholesale prices on these products in case of increasing by more than 1 percent during the quarter and regulation of profitability levels for meat production for entities that carry out retail trade after processing it in the own production units, were blocked;
- ✓ Mandatory liability insurance of business entities for harm that may be done to the environment or human health during storage and application of pesticides and agrochemicals was blocked;
- ✓ The restriction of National Bank of Ukraine to conduct transactions in foreign currencies, particularly the payments for import contracts under which goods were imported to the territory of Ukraine and customs clearance was made on the basis of import customs declaration, which execution date exceeds 180 days, was cancelled;
- ✓ Illegal extortion from enterprises of cancelled stock certificate of quality of grain and its products for customs clearance to export by Agencies of Revenue and Duties was cancelled;
- ✓ [The agreement on providing grain warehouses with warehouse documents receipts for grain was reached.](#)



## 2. UCAB Membership

### 2.1. New Members in 2014



One of the main indicators of the UCAB success is increasing of the number of its members. At the end of 2014, 75 companies operating the agricultural market of Ukraine were UCAB members. In 2014 the association was joined by:

	<p>Avgust is the company producing and marketing chemicals to protect crops for use in industrial agriculture, as well as for use by private owners of subsistence farms and country residences.</p>
	<p>Agroscop Company has been known on the Ukrainian agrarian market since 2002 not only as professional and reliable importer and distributor of agricultural crop seeds, crop protection products, foliar feeding products, micro fertilizers and growth promoters from world known manufacturers, but also as one of the leading and most dynamic companies with implementation of profitable agriculture technology and solutions.</p>
	<p>HORSCH Maschinen GmbH, located in an area of Schwandorf, was founded in 1984. Much attention is paid to the firm long-term work with suppliers. In Schwandorf components are painted and assembled by qualified staff who works in groups.</p>
	<p>Norddoyche Pflantsentsuht Hans-Georg Lembke KG is a modern company with over 100 years of history. Specialization of company is the selection and production of new high yielding varieties of rape, lehuminoznyh (legumes) and fodder crops.</p>
	<p>The bank's immediate parent is ABH Ukraine Limited. The bank is a part of the Alfa Group Consortium, which is one of the largest privately owned investment groups, with interests in commercial and investment banking, asset management, insurance, retail trade, water utilities, as well as special-situation investments.</p>
	<p>Maisadour Semences Ukraine is a Ukrainian branch of the Maisadour cooperative (France), one of the largest agricultural groups in France. Maisadour Cooperative Group shows stable and balanced development of all activities from production (cereals, agricultural, seeds, vegetables, animal feed, livestock) to sales (convenience food, company horticultural stores).</p>
	<p>Continental Farmers Group PIC is a diversified agricultural producer with facilities in Poland and western Ukraine. Main activities are crop, rape, potato, wheat, sugar beets and maize production.</p>
	<p>The main focus of the business of the company is the selling of the plant protection products, seed materials and mineral fertilizers to agricultural producers. The company owns 6 shops, 2 enterprises with the total area of 6000 hectares of cultivated land, one of which is the Named after Shevchenko ALLC Seed Company and Rhythm ALLC, which specializes in cleaning, drying, calibration and packaging of the seed material.</p>
	<p>Case IH Company is a leading global producer of agricultural equipment. Case IH Headquarters is located in the United States. The company has a network of over 4900 dealers and distributors, operating in over 160 countries. Case IH is a brand of the corporation CNH Industrial (NYSE: CNHI), controlling package of Fiat Group (FIA: MI).</p>

## 2.2. UCAB Committees

With the aim to systematize activities in separate areas of agroindustrial complex UCAB organized work of a number of committees. Each committee is a group of UCAB specialists as well as members of the Association, which are responsible for organizing activities on monitoring, analysis, information and lobbying in a certain sphere of agroindustrial production and resourcing.

Today within UCAB successfully operate the following committees:

### **Committee on Machinery and Agricultural Technology**

Committee on Machinery and Agricultural Technology within the UCAB was founded by initiative of the key players of the market of agricultural machinery in Ukraine, members of the Association "Ukrainian Agribusiness Club" with the aim to improve business environment in the market of agricultural machinery, to discuss and develop suggestions on promoting organization of specialized exhibitions, to coordinate the process of information exchange between the Committee members and others.

12 companies are members of the Committee. The coordinator of the Committee is Taras Vysotskyi.

### **Agrochemical Committee**

Committee on Crop Protection Products was created at UCAB on the initiative and support of key manufacturers of crop protection products, which are present in the market of Ukraine, and members of the Association "Ukrainian Agribusiness Club" with the aim to improve the conditions for access to the market of CPP in Ukraine, to make progress in business environment of agroindustrial sector, to exchange experience and information between the members of the Committee, etc.

5 companies are members of the Committee. The coordinator of the Committee is Oleksandr Zhemoyda.

### **Committee of CPP Distributors**

Committee of CPP distributors was created at UCAB on the initiative and support of leaders on Ukrainian CPP market, members of the UCAB to improve working conditions for supplying crop protection products as one of the key agroresources to agricultural producers, to deregulate the market, as well as to exchange information and experience.

13 companies are members of the Committee. The coordinator of the Committee is Lyudmyla Stotska.

### **Agricultural Biotechnology Committee**

Agricultural Biotechnology Committee within the UCAB was launched by the key players in the biotech products market, members of the Association "Ukrainian Agribusiness Club". The main goals of the Committee include involvement in the adaptation of national legislation governing the use and registration of biotech products to the EU legislation, as provided by the Association Agreement between Ukraine and the European Union, and informing consumers and the public on achievements of modern agricultural biotechnology.

As of today, five companies are associated with the Committee. The coordinator of the Committee is Dr. Borys Sorochinsky.



### 3. The Informational Policy

Transparency in its work and informing the public are one of the basic principles of UCAB that stays unchanged since the beginning of the association. Informational policy of the Association is based on a deep understanding of the peculiarities of the agricultural sector as a whole and its individual sectors by UCAB experts and on close communication with companies of the sector, that allows to set the trends in the information field and to identify problems clearly. However, information policy meets the requirements of time and is aimed at highlighting the most pressing issues of the agricultural sector and the economy as a whole.

#### 3.1. Press Conferences

Press conferences of UCAB management and experts have become landmark events in the information field of agro-industrial complex of Ukraine as evidenced by the fact that the average number of journalists present at UCAB press conferences is about 20 people. Protecting the interests of agribusiness, UCAB experts at the same time give journalists an opportunity to get independent and professional comments on almost any industry-related issue.

The list of main press conferences in 2014, organized by the Association, is given below.

Date	Title of the press conference
<b>14.01</b>	"Shall budget'2014 reach a hand for saving agricultural sector, or shall agricultural sector kick the bucket?" (Interfax IA)
<b>28.02</b>	"Prospects of the agro-industrial complex in the new economic and political environment" (Interfax IA)
<b>25.03</b>	"Harvest 2014: Will there be any bread in Ukraine?" (Interfax IA)
<b>8.04</b>	"How to recover the Ukrainian economy: the issue of deregulation" (Ukrifnorm IA)
<b>15.04</b>	"The Ukrainian National Agricultural Forum results: farmers need to solve the problems of agro-industrial complex" (Ukrinform IA)
<b>22.07</b>	"The Cabinet of Ministers begins the war with the agricultural sector, is there to be a winner?" (Interfax IA)

Round table, organized by the Association in 2014 involving the media:

Date	
<b>16 жовтня</b>	"When shall the Ukrainian dairy products find their way to the EU market?" (Ukrifnorm IA)

#### 3.2. Press Releases

Press releases are the main way of communication of the Association with mass media. In news reports UCAB experts provide current information on major trends, events and changes in the agricultural sector, ranging from stuff changes in the specialized departments to food price fluctuations. Since the beginning of 2014 151 press releases have been issued.

#### 3.3. Interviews, Comments

The proof of high authority of UCAB among journalists is the number of comments requests, which increases every year. Since the beginning of 2014 UCAB experts and managers have given more than 360 comments to the media.

### 3.4. Web Resources



At the end of 2013 a new UCAB web site [www.ucab.ua](http://www.ucab.ua) was launched. The site was redesigned and its structure was expanded with new sections such as "Press Service" where you can find photo and video gallery, comments of UCAB experts to the media, press releases, blogs; "Lobbying News", where you can find not only news but also statistics, analytics, information on ministries and agencies, official documents and monitoring of legal acts. In addition, we tried to make the main website of the Association more convenient and interesting for visitors. For this purpose, we created a calendar, "Economy" section with regularly updated prices for major crops, polls on current agribusiness issues, exchange rates, weather etc.

Now on our web site you can find all necessary information not only about UCAB activity (new press releases, current industry news), but also about our main events, research, legal documents, changes in legislation. The website contains the most important information for representatives of middle and big agribusiness.

In addition to new UCAB informational resource, web sites of UCAB Service agencies also function: <http://www.agrievent.com.ua> (AgriEvent Agency), [www.agrijob.com.ua](http://www.agrijob.com.ua) (AgriJob Agency) and <http://www.agrisurvey.com.ua> (AgriSurvey Agency).

#### UCAB web site traffic in 2014 ([www.ucab.ua](http://www.ucab.ua))

Views		Visitors	
Max.	Average	Max.	Average
25 591	21 049	5 720	3 911

## 4. UCAB Events

### 4.1. Conferences

The list of main UCAB conferences is presented in the tables.

Title	<b>V. International conference "Large Farm Management: Constant Cost Optimization"</b>
Date and venue	<b>September, 18, 2014</b> , Fairmont Grand Hotel, Kyiv
Sponsors and partners	Sponsors: NewHolland Agriculture, Credit Agricole, Monsanto, Ag Growth International, BASF, Agco, PLUS, Bayer CropScience, Claas, <b>INGO Ukraine</b> , Ukrsibbank, John Deere, Case IH, Loostdorf, <b>Spectr-Agro, Horsch, DuPont Pioneer</b> . With the support of: Leibniz Institute of Agricultural Development in Central and Eastern Europe (IAMO) German Committee on Eastern Economic Relations (OA)
Main speakers	<b>Dr. Fabio Chaddad</b> , Faculty of Agricultural and Applied Economics, University of Missouri, USA <b>Alfons Balmann</b> , Director, Leibniz Institute of Agricultural Development in Transition Economies <b>Andreas Löchel</b> , Head of Northern Black Sea Countries, Bayer CropScience <b>Philipp Horsch</b> , CEO, Horsch Maschinen GmbH, Germany <b>Larisa Bondareva</b> , Member of the board, Credit Agricole Bank <b>Maksym Mayarchuk</b> , Director of Precision Agriculture Technology company, Director of Automation of Production Processes Department, Corporation "Swarog West Group" <b>Natalia Khvostova</b> , <b>Chief Human Resources Officer, KERNEL</b> <b>Olga Gorbanovskaya</b> , Partner, Head of Human Capital, Tax & Legal, Ernst & Young <b>Jason Crumly</b> , Country manager Ukraine, Ag Growth International <b>Alexander Lischuk</b> , Head of Crush Desk Ukraine, Noble Resources Ukraine
Number of participants	300
More detailed information	<a href="http://lfm.agrievent.com.ua/en/">http://lfm.agrievent.com.ua/en/</a>

Title	<b>VI. International Conference "Doing Agribusiness in Ukraine: Perspectives of 2015"</b>
Date and venue	<b>December, 4<sup>th</sup>, 2014</b> , Fairmont Grand Hotel, Kyiv
Sponsors and partners	Sponsors: NewHolland Agriculture, Credit Agricole, Monsanto, BASF, Agco, Bayer CropScience, Claas, Ukrsibbank, John Deere, Case IH.
Main speakers	<b>Volodymyr Lapa</b> , General Director, Association «Ukrainian Agribusiness Club» <b>Gocha Tsopurashvili</b> , Deputy Minister of Agriculture of Georgia <b>Maksym Iovenko</b> , <b>Project Leader Service Portfolio Development, Bayer CropScience</b> <b>Stefan Verbunt</b> , Resident Twinning Advisor of the EU Twinning project "Assistance in Development of an Open and Transparent Agricultural Land Market in Ukraine" <b>Igor Ostapchuk</b> , <b>Expert of Agricultural Markets</b> , Association «Ukrainian Agribusiness Club» <b>Alina Zharko</b> , <b>Expert of Agricultural Markets</b> , Association «Ukrainian Agribusiness Club» <b>Oleksii Stupak</b> , Director of Corporate Business Development Department, Credit Agricole Bank <b>Oleksandr Gladun</b> , Head of Barter Department, Monsanto Ukraine <b>Prof. Dr. Haunhorst</b> , President, The Lower Saxony State Office for Consumer Protection and Food Safety <b>Oleksandr Zhemoyda</b> , Executive Director, Association «Ukrainian Agribusiness Club» <b>Oleksiy Sytko</b> , Marketing and sales director, AGROFUSION <b>Volodymyr Zavadovskyi</b> , General Director, Gals LTD

Number of participants	300
More detailed information	<a href="http://da.agrievent.com.ua/en/">http://da.agrievent.com.ua/en/</a>



## 4.2 Forums

The list of UCAB forums is presented in the tables.

Title	<b>V Dutch-Ukrainian Agribusiness Forum "Increasing profitability of the Ukrainian potato sector"</b>
Date and venue	<b>February 11, 2014</b> , KievExpoPlaza, pavilion №2, conference-hall №5
Sponsors and partners	Partners: <b>Embassy of the Kingdom of the Netherlands in Ukraine, Kyiv International Contract Fair</b>
Main speakers	<b>Nikolay Gordiyshuk</b> , Association Potato producers <b>Karst Weening</b> , NAO / NIVAP <b>Adri van Hoof</b> , Dutch Potato Grower in Ukraine <b>Sergey Zavgorodnyuk</b> , General Director, AGRO Holding <b>Herman Vermeer</b> , President PLUS of Progress <b>Jos van Meggelen</b> , NVWA
Number of participants	150
More detailed information	<a href="http://agrievent.com.ua/en/dutch-ukrainian-potato-forum-2014-en.html">http://agrievent.com.ua/en/dutch-ukrainian-potato-forum-2014-en.html</a>

Title	<b>III. Dutch-Ukrainian Greenhouse Industry Forum "Profitable Greenhouse production in Ukraine. Investing in people and technologies"</b>
Date and venue	<b>February 26, 2014</b> within the framework of the business program of the International Exhibition "Greenhouse Industry 2014", KyivExpoPlaza, 2-B, Salutna str.
Sponsors and partners	<b>Embassy of the Kingdom of the Netherlands in Ukraine, Association "Greenhouses of Ukraine", S-Team Exhibition Company</b>
Main speakers	<b>Yevgeniy Chernyshenko</b> , President of the Association "Greenhouses of Ukraine" <b>Volodymyr Lapa</b> , General Director of the Association "Ukrainian Agribusiness Club" <b>Evert Jan Krajenbrink</b> , Agricultural Counselor, Royal Netherlands Embassy Kyiv <b>Pascal van Oers</b> , VEK Adviesgroep BV <b>Sergey Sidorov</b> , ITE Agro <b>Alex van Winden</b> , AIMC <b>Olga Sholomova</b> , Greenport Holland International / Ludvig Svensson
Number of participants	150
More detailed information	<a href="http://agrievent.com.ua/en/anons-dutch-ukr-greenhouse-forum-2014-en.html">http://agrievent.com.ua/en/anons-dutch-ukr-greenhouse-forum-2014-en.html</a>

Title	<b>International Cash Crop Forum</b>
Date and venue	<b>March, 6, 2014</b> , Radisson Blu Hotel, Kyiv
Sponsors and partners	NewHolland Agriculture, Syngenta, Green Express, TerraVita
Main speakers	<b>Volodymyr Lapa</b> , General Director, Association «Ukrainian Agribusiness Club» <b>Maksym Maiarchuk</b> , Director of Automation of Production Processes Department, Corporation «Swarog West Group» <b>Iaroslav Boiko</b> , Director, Ist Agro Service <b>Alexander Wolters</b> , Director, Agro-Consult AW <b>Oleksandr Turchynov</b> , Chief agronomist, AgroGeneration <b>Volodymyr Glymyaznyy</b> , Chief agronomist, Runo Agroholding <b>Vadym Aristov</b> , AgroMBA, KMBS <b>Sergiy Tymoshenko</b> , Head of oilseeds in the CIS countries, Syngenta
Number of participants	150
More detailed information	<a href="http://agrievent.com.ua/en/anons-cash-crop-forum-2014-en.html">http://agrievent.com.ua/en/anons-cash-crop-forum-2014-en.html</a>

Title	<b>V International Investment Agribusiness Forum</b>
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Date and venue	<b>April, 17<sup>th</sup>, 2014</b> , Premier Palace Hotel, Kyiv
Sponsors and partners	Sponsors: NewHolland Agriculture, BASF, Ukrsibbank, Vasil Kisil & Partners
Main speakers	Rufat Alimardanov, Country Manager for the <b>IFC</b> in Ukraine and <b>Belarus</b> <b>Igor Verkhoglyad</b> , <b>Vice President, IB Department, Concorde Capital</b> <b>Huub van der Vinne</b> , Expert at Roland Berger Strategy Consultants Elena Voloshina, <b>Head of Operations, IFC Ukraine</b> <b>Oleksandr Gorbulya</b> , Deputy Chairman of the Board, PJSC "Agrarian Fund" <b>Victoria Kaplan</b> , Senior Lawyer, CMS Cameron McKenna <b>Ekaterina Bezsudna</b> , Retail Financial Country Manager, New Holland Agriculture <b>Bogdan Ropotilov</b> , Director, Department of Corporate Customers, Commercial bank
Number of participants	160
More detailed information	<a href="http://agrievent.com.ua/en/anons-investment-agribusiness-forum-2014-en.html">http://agrievent.com.ua/en/anons-investment-agribusiness-forum-2014-en.html</a>

Title	<b>Efficiency of precision farming in Ukraine</b>
Date and venue	<b>June, 5<sup>th</sup>, 2014</b> , Expocenter of Ukraine (1, Glushkov Ave., 03680 , Kyiv, Ukraine)
Sponsors and partners	NewHolland Agriculture, PLUS
Main speakers	<b>Igor Ostapchuk</b> , <b>Expert of Agricultural Markets</b> , Association «Ukrainian Agribusiness Club» <b>Vitaliy Karaschuk</b> , Precision Agriculture Specialis, NewHolland Agriculture <b>Nataliya Panasyuk</b> , Independent Expert <b>Oleg Moskalenko</b> , Head of Department of information and technology services, IST AGRO SERVICE
Number of participants	100
More detailed information	<a href="http://www.agrievent.com.ua/ru/anons-precision-farming-forum-2014-ru.html">http://www.agrievent.com.ua/ru/anons-precision-farming-forum-2014-ru.html</a>

Title	<b>Energy independence - ensuring of economic security of agricultural companies</b>
Date and venue	<b>October, 30<sup>th</sup>, 2014</b> , KyivExpoPlaza, 2-B, Salutna str., Kyiv
Main speakers	<b>Igor Ostapchuk</b> , <b>Expert of Agricultural Markets</b> , Association «Ukrainian Agribusiness Club» <b>Nadiya Ryazanova</b> , International Finance Corporation <b>Alexander Zhuravel</b> , Director, Farm Zhuravel <b>Alexey Golub</b> , Director, Novyj elevator LLC <b>Georgiy Geletukha</b> , Chairman of Bioenergy Association of Ukraine
Number of participants	70
More detailed information	<a href="http://www.agrievent.com.ua/ru/anons-energy-forum-2014.html">http://www.agrievent.com.ua/ru/anons-energy-forum-2014.html</a>

### 4.3. Seminars

#### UCAB Seminars in 2014

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Title	<b>Workshop "Technological aspects of growing corn"</b>
Date and venue	<b>On September, 26<sup>th</sup>, 2014</b> in Kaharlyk on the basis of Viskar Agro was held a seminar "Technological aspects of growing corn" for students of agronomic specialties of leading agricultural institutions of Ukraine. The workshop gathered students 4-5 courses of agronomy faculties from different parts of Ukraine: Odessa, Mykolaiv, Kherson, Kharkiv, Zhytomyr, Kyiv and Bila Tserkva.
Psrtner	KWS Ukraine
Goal	Providing for students and graduates of agronomic specialties of universities comprehensive information about the technological features of growing corn and display them in practice.

### 4.4. Agrodebates

During 2014 it was held:

The topic of Agrodebate	<b>Regulation in the field of plant quarantine: how many farmers lose?</b>
Date and venue	<b>June, 19<sup>th</sup>, 2014</b> , Premier Palace Hotel, Kyiv
Speakers	<p><b>Moderator:</b> Volodymyr Lapa, General Director, Association "Ukrainian Agribusiness Club"</p> <p><b>Participants:</b>            Anatoliy Maksyuta, First Deputy Minister of Economic Development and Trade of Ukraine            Oleksandr Potimkov, First Deputy Chairman of the State Service of Ukraine for Regulatory Policy and Entrepreneurship Development            Michael Obolonskiy, Adviser to the Minister of Economic Development and Trade of Ukraine            Andrew Chelombitko, Deputy Director of phytosanitary security, Head of Plant Quarantine, State Veterinary and Phytosanitary Service of Ukraine            Vadim Tchaikovsky, Head of the Plant Quarantine, Head of Plant Quarantine, State Veterinary and Phytosanitary Service of Ukraine            Leonid Kozachenko, President of Ukrainian Agrarian Confederation            Volodymyr Klymenko, President of Ukrainian Grain Association            Oleksandr Kaliberda, Deputy Head of USAID Agroinvest            Denys Sobolev, Manager issues of strategic development / agriculture, American Chamber of Commerce in Ukraine            Irina Dushnyk, Manager of the Committee on grains and oilseeds, European Business Association (EBA)            Oleg Nivievskyi, expert of "Investment Climate in the agricultural sector of Ukraine", International Finance Corporation            Victoria Gonzalez, Legal Advisor of the "Investment Climate in the agricultural sector of Ukraine", International Finance Corporation            Sergey Glushchenko, Legal Adviser Project IFC "The investment climate in Ukraine", International Finance Corporation            Elena Krysenko, Commercial Director, Industrial Milk Company            Inna Myetyelyeva, Deputy Chairman of the Corporation "Svarog West Group"            Ruslana Muzychko, Vice President, attorney law firm "Alexandrov and Partners"</p>
Main questions	<ul style="list-style-type: none"> <li>• The system of regulation of plant quarantine: the current situation in Ukraine.</li> <li>• What are the shortcomings of regulation in plant quarantine and loss is today Ukrainian business?</li> <li>• Experience of European Union's system of regulation of plant quarantine.</li> </ul>

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|  | <ul style="list-style-type: none"> <li>• Improvement of legal acts regulating plant quarantine system: predictions</li> </ul> |
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The topic of Agrodebate	Prospects for the domestic sugar industry in the European market
Date and venue	<b>December, 16<sup>th</sup>, 2014</b> , Fairmont Grand Hotel, Kyiv
Speakers	<b>Moderator:</b> Oleksandr Zhemoyda, Executive Director, Association "Ukrainian Agribusiness Club" <b>Participants:</b> Inhke Daymel, Department of Business Development KWS, Germany Taras Vysotskyi, director of UCAB Service Petro Borysiuk, first deputy chairman of Ukrainian Sugar Association
Main questions	<ul style="list-style-type: none"> <li>• The sugar market in Ukraine</li> <li>• The efficiency of sugar production, raw material and energy dependence</li> <li>• The efficiency of sugar beet (agricultural technology)</li> <li>• Poor quality of sugar and compliance with the requirements of national standards for the global market</li> <li>• Expected changes in the EU market after 2017</li> </ul>



## 5. International Projects

### 5.1. International Cooperation of UCAB

5.1. International Cooperation of UCAB is focused first of all on the formation and strengthening of Ukrainian agribusiness image abroad. For this purpose we conduct purposeful cooperation with the embassies of foreign countries in Ukraine, Ukraine embassies abroad and government structures of foreign countries that form the agrarian policy and international organizations.

As a good example of the successful cooperation with embassies of foreign countries could be mentioned the long-term collaboration with the Embassy of the Netherlands, France, Germany. Together with these embassies UCAB has organized and held a number of seminars and conferences. In 2014, we have established good working relations with the British Embassy in Ukraine, Embassies of Israel and Italy. UCAB continues cooperation with the International Finance Corporation, the European Bank of Reconstruction and Development, the Organization for Economic Cooperation and Development.

Among image events that have become a tradition, the most visited is the Evening of Ukrainian Agribusiness, organized together with the Embassy of Ukraine in Germany and the Eastern Committee of German Economy at the Green Week Exhibition, which is held annually in Berlin. Another event that was organized by UCAB in 2014 is "The Old New Year Meeting" - networking, to which UCAB invites attache on agricultural and economic affairs, representatives of foreign chambers of commerce, international donors and exclusive sponsors.

Trying to convey the positions of Ukrainian business and defend its interests, UCAB was actively involved in preparation of the DCFTA with European Union, and these efforts are reflected in the final text of the document. After signing of the document and the setting up the trade preferences by European Commission, UCAB started active work on supporting Ukrainian agricultural companies focused on exports of their commodities to the EU markets.

### 5.2. International visits

**Green Week 2014** (Berlin, Germany). In January 2014, in Berlin, was held the Green Week International Exhibition, the world's largest trade fair for food, agriculture and horticulture, and the Global Forum for Food and Agriculture (GFFA), the event which makes both political and economic focuses on European and world agriculture. UCAB delegation of 5 staff members attended the exhibition within January 16 – 19 and took part in the official opening ceremony, ministerial conference, meeting of business group. The president of UCAB Alex Lissitsa presented the Association at the panel experts' discussion "Eastern Europe as the key region to contribute into the global food safety" with a special focus on Ukraine. One of the key events was "Evening of Ukrainian Agribusiness" organized in cooperation with the German Committee on Eastern European Economic Relations under support of the Embassy of Ukraine in Germany. Around 100 representatives of German and Ukrainian agricultural companies attended the reception. Within the official part of the event the Memorandum of Understanding between Association "Ukrainian Agribusiness Club" (UCAB) and Verband Deutscher Maschinen- und Anlagenbau (VDMA) was signed.

#### **Study visit on the regulatory approaches in the dairy industry of the EU (Poland).**

In November 2014, UCAB organized a study tour for representatives of the Government, the Committee of Agriculture and Land Resources of the Verkhovna Rada of Ukraine, the Ministry of Agrarian Policy and Food of Ukraine, State Veterinary and Phytosanitary Service to explore approaches to management of the dairy market in the EU, as well as the Polish experience in adapting legislation to the European requirements. The trip was also attended by Volodymyr Lapa, UCAB Director General.

**The largest agricultural exhibition of novelties and trends in crop production was held on June 17-19 in the International Crop Production Centre of the DLG (Bernburg-Strenzfeld, Germany).** The exhibition presented the full review of the market: from varieties, fertilizers and crop protection products up to production technologies, services, capital and investments. The exhibition was visited by UCAB staff members.



**EuroTier-2014** (Hannover, Germany). On November 11 - 14, 2014 in Hannover was held EuroTier Exhibition, the world's largest exhibition of agricultural machinery and equipment. UCAB organized a VIP tour for members of the Association.



### 5.3. UCAB International Projects

In 2014, UCAB has continued work on the project in the framework of the USAID "Agroinvest programme" "Building the capacity of the Association "Ukrainian Agribusiness Club" for analysis of Agricultural Policy and defence the interests of the members". Also, UCAB staff has passed training within another project of USAID Agroinvest "Development of agricultural producers' organization capacities".

UCAB has actively participated in the campaign "Stronger together!" initiated by the European Commission. The continuation of that campaign happened within the project "Ukraine is able!" which was initiated by the public organization «Center UA" and supported by the British Embassy in Ukraine. UCAB became a partner of the project by organizing three regional seminars in Dnipropetrovsk, Zaporizhzhya and Lviv to guide agricultural companies, which see the perspective in exporting their products to the EU markets. In addition, within the project UCAB experts together with partners from a legal company provide online advisory service on requirements to the products and procedures to entry the EU market. In another project, with the support of the British Embassy in Ukraine, as well as the German-Ukrainian Agro-political Dialogue Project UCAB has developed and published a handbook "Exports of Ukrainian agricultural commodities and food products to the EU in terms of DCFTA".

Besides, by request from UCAB members, we initiated and organized two seminars within the framework of the EU TAIEX programme "European Union requirements to imported products of animal origin" and "European Union requirements to imported fruits, vegetables and berries", which took place in September and October, 2014.

#### UCAB Membership in international organizations

In summer 2014 UCAB became the member of **DLG - Deutsche Landwirtschafts-Gesellschaft**, which is lately oriented on international cooperation in agriculture and food industry.

In January 2014 UCAB signed the Memorandum of Understanding with **Verband Deutscher Maschinen- und Anlagenbau (VDMA)**.

## 6. Social Projects

### 6.1. Ukrainian Young Agronomist Day

On June 25, 2014 at the research station "Bayer Agro Arena» (Poltava region, Khorolsky district, 250 km of Kyiv-Kharkiv route) and on June 26, 2014 at the research station "Bayer Agro Arena West" (Ternopil region. Kamyanky village, 183-km of Khmelnytsky-Ternopil route) within the framework of Ukrainian Young Agronomist Day were conducted seminars for students and graduates of agronomic specialties from Ukrainian universities. The events were attended by over 80 students.

The purpose of the events was to provide students and graduates of agronomic specialties of Ukrainian universities with information about modern technologies of growing crops and to demonstrate their peculiarities at research stations.

### 6.2. AgriBusiness Ideas of Advanced Students Competition

In April 2014, the association "Ukrainian Agribusiness Club" (UCAB) and AgriJob Agency initiated a social project - AgriBusiness Ideas of Advanced Students.

The goal of the project was the search for talented students, promotion and improvement of communication between employers and young professionals, promotion of innovative agribusiness and employment of talented graduates.

Students who participated in the competition organized the teams of 3-5 people and sent their ideas for agribusiness to UCAB. Five best ideas were presented during VI International Conference "Doing Agribusiness in Ukraine: Prospects for 2015" on December 4, 2014. The winners were awarded with cash prizes and got the opportunity to complete an internship in companies-partners of the project.

### 6.3. Three Dairy Products per Day

In 2014 the Association "Ukrainian Agribusiness Club"(UCAB) continued to participate in Three Dairy Products per Day Project. The project was initiated by the leaders of Ukrainian dairy market and is realized in partnership with the European Business Association and the Association of milk producers with the support of the Ministry of Agriculture and Food of Ukraine and the Ministry of Health of Ukraine.

The aim of the project is to change the negative tendency towards decrease of milk consumption in Ukraine, to stimulate consumption through better acquaintance with health benefits of milk and refutation of the negative myths about dairy products in the online and offline media, organizing and conducting tasting events, visits to dairy farms and milk processing enterprises.

UCAB also took part in news-making for the project web page, and UCAB AgriSurvey Agency prepared the research of consumer myths. At the end of 2014 AgriSurvey Agency conducted a second wave of nationwide poll within the framework of Three Dairy Products per Day Project for the European Business Association and a group of companies engaged in the production of dairy products. The subject of the study were the frequency of consumption of dairy products and trust of Ukrainian adult population in manufactured dairy production (consumer myths). Let us recall that in 2013 AgriSurvey Agency won the tender for a study of consumer myths about dairy products and Three Dairy Products a Day advertising campaign.

## 7. UCAB Research

### 7.1. UCAB Research

UCAB research studies are conducted by AgriSurvey Agency, which provides a full range of multi-client and individual studies for key players of agricultural and related industries.

The agency conducts quantitative and qualitative market research studies, including telephone and face-to-face surveys, expert interviews and analysis of statistical information through a variety of methods. In addition to studies of consumer sentiment, AgriSurvey experts also prepare analytical reviews of dynamics and development prospects of agricultural markets, facilities and services.

Through monthly newsletters with information on current news of the agricultural sector and detailed market research, AgriSurvey Agency provides its clients with information and knowledge needed to improve business efficiency.

AgriSurvey Agency has experience in conducting research studies in areas listed below:

- Crop farming (grain, oil, sugar beets, fruits, vegetables)
- Cattle breeding (milk, beef, pork, poultry)
- Seeds and agricultural chemistry
- Agricultural machinery
- Financial and insurance instruments
- Processed products

In 2014 the list of users of AgriSurvey services included Ukrainian and international companies and companies which gave positive feedback on the quality of the research.

AgriSurvey research studies are published in Ukrainian and English. If necessary, they can be translated into Russian and German. All studies are available for UCAB members free, except for individual research studies.

### 7.2. Multiclient Research

#### **Technological charts of successful farms 2015**

The publication includes 80 real technological approaches of best farms to production of main crops: wheat, barley, maize, sunflower, soybean and rapeseed. Each chart also contains brief information about enterprise, description of technology, cost and economic analysis of production and description of manufacturing operations with crops in chronological order. AgriSurvey experts visited all farms personally and met with agronomists and farm managers to collect all necessary information about the crop production technologies.

#### **Agrobarometr 3.0 "Demand for Seeds and Agrochemicals – 2014**

According to the results of a poll of agricultural producers AgriSurvey experts analyzed the plans of producers regarding the purchase of seeds of main crops, pesticides and fertilizers in 2015 and determined the factors which affect the choice of means of agricultural production, peculiarities of cooperation with dealers as well as cost reduction strategy in case of deterioration of the economic situation at the enterprise.

#### **Agrobarometr 2.1 Demand for Agricultural Machinery – 2014**

According to the results of a poll of agricultural producers AgriSurvey experts analyzed the demand for agricultural machinery in 2014-2015. In addition, the study includes information regarding the demand for agricultural machinery, the need for its replacement by independent agricultural producers, the factors of agricultural machinery choice, special aspects of lease purchase of machinery and strategies for cooperation with dealers.

#### **Largest Agriholdings of Ukraine - 2014**

It is a new study of the largest crop and livestock producers among agricultural holdings in Ukraine, a rating of agriholdings by gross agricultural output and by the area of farmland used and an analysis of the structural changes in the sown areas under cultivation for the 2014/2015 MR. The issue provides information on the structural changes in the sown areas under cultivation for the 2014/2015 MR by the categories of crop types and farm categories. It presents a comparative analysis of the competitiveness of agriholdings and independent agricultural enterprises (cost benchmarking); covers financial, managerial and political causes of the changes in the agriholdings' ranks and provides assessment of optimal crop yields and livestock productivities contingent upon production costs.

### **Agri-food Spectrum**

It is the study of TOP producers, exporters and importers (in physical and value terms) of agricultural commodities, food products, agricultural inputs, their market shares and general trends in the sector. The publication consists expert review and evaluation of drivers of market change. The study also includes the lists of TOP producers of respective products according to their performance indicators and trade volume.

### **Doing Agribusiness in Ukraine - 2014**

The annual brochure contains the review of state support for agricultural producers, agricultural taxation and the impact of regulatory policy on agribusiness. In 2014 the publication includes the analysis of problems of agro-food industry in terms of political and economic instability and a number of scenarios taking into account both the political and economic situation. In addition, the publication provides dynamic parameters of efficiency of agricultural production by type of crop production and livestock, and provides expert assessment of trends in the market of agricultural production.

## **7.3. Ad Hoc Research**

Within 2014 AgriSurvey Agency conducted 17 ad hoc studies, 6 of which were the Ukraine-wide surveys of agricultural producers and the population of Ukraine.

In spring 2014 AgriSurvey experts conducted a full-scale national survey of **growing maize** at individual farms. As a result of a survey the experts formed their opinion on the prospects of expanding the market of hybrid maize and individual farms involved in agricultural production, and on the reliability of statistical information provided by the State Statistics Service. The special aspect of the study was a field data collection phase, during which experts personally visited villages in 13 regions of Ukraine and personally interviewed 500 farmers.

In spring 2014 AgriSurvey Agency conducted a unique survey on attitudes to **genetically modified seeds** among agricultural producers. The survey was conducted in two waves and made it possible to compare the attitudes of large agricultural producers and holdings with attitudes of independent agricultural producers to genetically modified seeds. Next year it is planned to expand this survey and interview not only agricultural producers, but also traders.

## 8. UCAB AgriSchool

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UCAB AgriSchool is a project devoted to solving the problem of shortage of personnel in modern agricultural production by professional development of agribusiness specialists in key areas of agrarian business. First in Ukraine in 2012 Association "Ukrainian Agribusiness Club" proposed and implemented a modular system that covers the entire production, management and marketing cycle in Crops and Horticulture. In 2013 a new direction in UCAB AgriSchool was launched – Dairy Cattle Management. In 2014, with the operation of existing directions were launched new directions – Berries and Management of Potatoes Quality.

The duration of each module is two days (Thursday-Friday). In this case, the theoretical training is closely related to the practical use of the knowledge acquired during the period of UCAB AgriSchool module. For the convenience of listeners is used «rolling system» - the listener may be enrolled to UCAB AgriSchool from any module.

Speakers of UCAB AgriSchool are representatives of leading Ukrainian and foreign universities, representatives of agribusiness, as well as representatives of leading resource companies.

At the end of each module, participants are given a certificate, which demonstrates the successful participation in the module.

In accordance with the principles of maximizing satisfaction of UCAB members' interests, the association enables them to make a speech at UCAB AgriSchool, and provides its members discounts for participation in modules and related services.

### 8.1. UCAB AgriSchool "Crops"

Seeding	
<b>Date and venue</b>	24.01.2014 – 25.01.2014, Kyiv, Zhylyanska street, 146 General partner: New Holland Company
<b>Sponsors and Partners</b>	Partners: KUHN Ukraine, Svarog West Group Corporation, Industrial Milk Company, Saatbau, Eridon, Pottinger Ukraine, Zhuravel Farm
<b>Number of participants</b>	28
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- Seeds, sowing technology (terms, methods, depth)</li> <li>- Crop rotation structure, comparative characteristics of modern technologies</li> <li>- Complex of agronomic knowledge to provide the planned harvest</li> <li>- Technological cards of growing crops (including crop protection (timing, quantity, species), fertilization plan)</li> <li>- Implementation of individual technological processes</li> </ul>
<b>More information</b>	<a href="http://ucab.ua/files/AgriSchool/Arhiv/2014/Sivba_2014.pdf">http://ucab.ua/files/AgriSchool/Arhiv/2014/Sivba_2014.pdf</a>

Agrochemicals	
<b>Date and venue</b>	27.02.2014 – 28.02.2014, Kyiv, Zhylyanska street, 146 General partner: New Holland Company
<b>Sponsors and Partners</b>	Partners: KUHN Ukraine, Svarog West Group Corporation, Industrial Milk Company, Freya-Agro, Runo Agroholding, BASF, Syngenta
<b>Number of participants</b>	29
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- Protection system of crops from weeds, diseases, pests</li> <li>- Fertilization system. The study of agrochemical cartograms</li> <li>- Determining the need for organic and mineral fertilizers in crop rotation under defined culture on the planned harvest depending on soil</li> <li>- Analysis of the actual fertilization on the enterprise</li> <li>- Optimal terms of the plant protection assets and monitoring processing efficiency</li> </ul>
<b>More information</b>	<a href="http://ucab.ua/files/AgriSchool/Arhiv/2014/3th_AgriSchool_27022014.pdf">http://ucab.ua/files/AgriSchool/Arhiv/2014/3th_AgriSchool_27022014.pdf</a>

**Professional business-tour on the theme "Harvest storage" at production facilities of "Agrocultura"**

<b>Date and venue</b>	19.09.2014, Lviv region, Bus'k district, Krasne village
<b>Sponsors and Partners</b>	General partner: New Holland company Partners: KUHN Ukraine, Svarog West Group Corporation, Industrial Milk Company, Agrocultura
<b>Number of participants</b>	25
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- The market of grains and oilseeds in 2014/2015 MR</li> <li>- Comparison of technologies of major crops in the leading farms in Ukraine</li> <li>- How to ensure minimum waste at storage tonne of harvest</li> </ul>
<b>More information</b>	<a href="http://ucab.ua/files/AgriSchool/Arhiv/2014/modul_agrocultura.pdf">http://ucab.ua/files/AgriSchool/Arhiv/2014/modul_agrocultura.pdf</a>

<b>Exports of grains and oilseeds</b>	
<b>Date and venue</b>	11.12.2014, Park Hotel KRAKOW, Kyiv, Brest-Lithuanian highway 8A General partner: New Holland company
<b>Sponsors and Partners</b>	Partners: KUHN Ukraine, Svarog West Group Corporation, Industrial Milk Company
<b>Number of participants</b>	33
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- The export of grain and oil and deal with current problems in exporting</li> <li>- How to increase sales of agricultural products through exports (including to the EU)</li> <li>- Planning and control. Management Accounting</li> <li>- Features of cooperation with customs broker</li> <li>- Features of logistics in carrying out foreign economic activity in agribusiness</li> </ul>
<b>More information</b>	<a href="http://ucab.ua/files/AgriSchool/Arhiv/2014/AgriSchool_11122014.pdf">http://ucab.ua/files/AgriSchool/Arhiv/2014/AgriSchool_11122014.pdf</a>

## 8.2. UCAB AgriSchool “Horticulture and Berries”

<b>Вирощування ягід суниці</b>	
<b>Date and venue</b>	17.04.2014 – 18.04.2014, Kyiv, Peremohy Avenue, 135 Conference hall of the Verhovyna Hotel
<b>Sponsors and Partners</b>	Partners: Swiss Confederation, Swiss Cooperation Office in Ukraine, AGROVESNA-2011 Company.
<b>Number of participants</b>	30
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- Farming equipment for strawberries growing in open soil. Agricultural machineries.</li> <li>- Sorts for strawberries growing in greenhouses and open soil. Planting material and its influence on the quality of plantings productivity</li> <li>- Cultivation techniques using mulch material. Using of mulch materials. Using of agrofibre for early production of strawberries</li> <li>- Drip irrigation and fertigation. Modes of irrigation and features of the root and foliar plant nutrition</li> <li>- Main diseases and pests while growing strawberries and systems to combat them</li> <li>- Growing of early and off-season production in greenhouses. Types of shelters, modes of cultivation, planting dates and specifics of care plantings</li> <li>- Hydroponic and vertical strawberry culture</li> <li>- Package and wrapping of strawberries</li> <li>- Economy of strawberries growing. Sales channels</li> <li>- Processing of non-standard production of strawberries</li> </ul>
<b>More information</b>	<a href="http://ucab.ua/files/AgriSchool/Arhiv/2014/strawberries.pdf">http://ucab.ua/files/AgriSchool/Arhiv/2014/strawberries.pdf</a>

<b>Raspberries and blackberries growing</b>	
<b>Date and venue</b>	19.06.2014 – 20.06.2014, Kyiv, Peremohy Avenue, 135 Conference hall of the Verhovyna Hotel



<b>Sponsors and Partners</b>	Partners: Swiss Confederation, Swiss Cooperation Office in Ukraine, Ukrains'ka Yagoda Company
<b>Number of participants</b>	29
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- Technologies of raspberry and blackberry varieties of conventional and remontant sorts</li> <li>- Sorts of raspberries and blackberries growing. Planting material and its influence on the quality of plantings productivity</li> <li>- Features of arrangement espalier while growing intensive plantings of raspberries and blackberries</li> <li>- Drip irrigation and fertigation. Modes of irrigation and features of the root and foliar plant nutrition</li> <li>- Main diseases and pests while growing raspberries and blackberries and systems to combat them</li> <li>- Package and wrapping of raspberries and blackberries</li> <li>- Economy of raspberries and blackberries growing</li> <li>- Processing of non-standard production of raspberries and blackberries. Freezing fresh raspberries and blackberries</li> </ul>
<b>More information</b>	<a href="http://ucab.ua/files/AgriSchool/Arhiv/2014/2_module_berry.pdf">http://ucab.ua/files/AgriSchool/Arhiv/2014/2_module_berry.pdf</a>

### Currant, gooseberry and other berries growing

<b>Date and venue</b>	04.09.2014 – 05.09.2014, Vinnytsya, Pushkina street, 4 Conference hall of the Podillya Hotel
<b>Sponsors and Partners</b>	Partners: Swiss Confederation, Swiss Cooperation Office in Ukraine, Dekoplant LLC, Yagidne-MC Farm and Podil research station of Horticulture at institute of NAAS of Ukraine
<b>Number of participants</b>	50
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- Farming equipment for currant and gooseberry cultivation. Environmental aspects of currant, gooseberry and niche berries growing</li> <li>- Technology of currant and gooseberry cultivation for manual and mechanized harvesting</li> <li>- Varieties for growing currants, gooseberry and other berries. Planting material and its impact on quality of productivity</li> <li>- Irrigation and fertigation. Irrigation Modes and Features of root and foliar nutrition of plants</li> <li>- Main diseases and pests while growing currant and gooseberry, and systems to combat them</li> <li>- Package and wrapping for currant, gooseberry and other berries</li> <li>- Economy of strawberries growing. Sales channels</li> <li>- Processing of non-standard production of currant, gooseberry and other berries</li> </ul>
<b>More information</b>	<a href="http://ucab.ua/files/AgriSchool/Arhiv/2014/3_module_berry.pdf">http://ucab.ua/files/AgriSchool/Arhiv/2014/3_module_berry.pdf</a>

### Collection, transportation, storage and sale features of horticulture products

<b>Date and venue</b>	09.10.2014 – 10.10.2014, Chernivtsi region, Sokyryany district, Lomachyntsi village, Uslad Tourist Complex
<b>Sponsors and Partners</b>	Partners: Swiss Confederation, Swiss Cooperation Office in Ukraine, Svarog West Group Corporation
<b>Number of participants</b>	31
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- Preparation and implementation of plan for gathering the harvest of fruits</li> <li>- Organization of manual collection of fruits, time and technique for fruits harvesting (groups, types)</li> <li>- Organization of mechanical harvesting of fruits, time and equipment for gathering (groups, types)</li> <li>- Trading fruit processing, sorting, sizing, packaging (groups, types, varieties)</li> <li>- Inventory, packaging and materials for ingathering</li> <li>- Transportation and storage of fruits (groups, types, varieties)</li> <li>- Peculiarities of sales (groups, types, varieties)</li> <li>- Physiological aspects of product storage mode (groups, types,</li> </ul>

varieties)

- Technical support of optimal harvest

#### More information

[http://ucab.ua/files/AgriSchool/Arhiv/2014/4th\\_AgriSchool\\_09102014.pdf](http://ucab.ua/files/AgriSchool/Arhiv/2014/4th_AgriSchool_09102014.pdf)

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#### Soil preparation and orchard laying

##### Date and venue

23.10.2014 – 24.10.2014, Zakarpats'ka region, Uzhgorod, Conference hall of the Uzhgorod Hotel.

##### Sponsors and Partners

Partners: Swiss Confederation, Swiss Cooperation Office in Ukraine, Nadiya Sad Farm, HollandPlant Ukraine LLC, Konyk Farm, Yablogroup Zakarpattya Farm, Kovach V.V. PE, Artos LLC.

##### Number of participants

28

##### Module themes

- Choosing a place to lay the orchard (soil conditions: mechanical, chemical composition of soil for different groups, species, varieties)
- Preparation of the area to lay the orchard:
  - organization of primary tillage under the orchard
  - organization of the garden, planning blocks, protective plantations, road and irrigation network
  - system of placing trees in the garden
- trees feeding area
- selection and placing of fruit species and varieties in the garden with regard to their cost-effectiveness
- Time and machinery for planting fruit trees in the garden
- Set of espalier and its types
- Set of drip irrigation
- Agricultural equipment for laying and care for the garden
- Securing plantations from hail and frost

#### More information

[http://ucab.ua/files/AgriSchool/Arhiv/2014/5th\\_AgriSchool\\_23102014.pdf](http://ucab.ua/files/AgriSchool/Arhiv/2014/5th_AgriSchool_23102014.pdf)

#### Formation, pruning, care of fruit trees

##### Date and venue

13.11.2014 – 14.11.2014, Vinnytsya, Tyvrivske Highway, 2, conference hall of Versailles Hotel.

##### Sponsors and Partners

Partners: Swiss Confederation, Swiss Cooperation Office in Ukraine, Agro-Etalon LLC.

##### Number of participants

30

##### Module themes

- Analysis of industrial activity of this year and strategy to protect perennial plants in 2014
- Features of pruning fruit trees and trimming value (by species, groups, etc.)
- Species, timing and degree of fruit trees pruning
- Technology of pruning trees in the garden. Crown formation in young orchards
- Tools, equipment and materials for pruning trees in the garden
- Sort variety and age characteristics of pruning apples and pears
- Caring for trunks and skeletal branches, whitewashing of trees, clearing of dead bark, treatment of wounds
- Repair and reconstruction of fruit trees

#### More information

[http://ucab.ua/files/AgriSchool/Arhiv/2014/AgriSchool\\_13112014.pdf](http://ucab.ua/files/AgriSchool/Arhiv/2014/AgriSchool_13112014.pdf)

### 8.3. UCAB AgriSchool “Dairy Cattle Management”

#### Reproduction management and veterinary services

##### Date and venue

03.04.2014 – 04.04.2014, German Agricultural Center, Potash village, Mankivka district, Cherkassy region.

##### Sponsors and Partners

General Partner: New Holland Company

Partners: Embassy of Israel in Ukraine, Danone Company, KUHN Ukraine,



Industrial Milk Company, Svarog West Group Corporation, Kyschchentsi LLC, Uragrotech Corporation.

**Number of participants**

35

- Growing of rearing stock
- Herd management system (choice of species, the formation of producer groups for period of lactation)
- Problems of cattle reproduction
- Benefits obstetrical and gynecological clinical examination
- Optimization service period of milk cows
- Veterinary and Sanitary Analysis of Livestock Production
- Analysis of the causes and treatment of noncontagious diseases of cattle
- Problems and prevention of infectious diseases of livestock

**Module themes**

**More information**

[http://ucab.ua/files/AgriSchool/Arhiv/2014/UMB3\\_03042014.pdf](http://ucab.ua/files/AgriSchool/Arhiv/2014/UMB3_03042014.pdf)

**Feed and fodder. Standardized cattle feeding**

**Date and venue**

06.06.2014 – 07.06.2014, Kyiv, Peremohy Avenue, 135

Conference hall of the Verhovyna Hotel

General Partner: New Holland company

**Sponsors and Partners**

Partners: Embassy of Israel in Ukraine, Danone Company, KUHN Ukraine, Industrial Milk Company, Svarog West Group Corporation, Pottinger Ukraine, Schaumann, Mayak Agrarian Farm.

**Number of participants**

30

- Forage used in dairy farming
- Combined feed for calves
- The usage pattern of whole milk substitutes
- Modern nutritional feed evaluation system: benefits and practical aspects of application
- Feed-concentrate of dairy farming (ensuring minimum required levels of minerals and vitamins)
- Specificity of standardization needs in different phases of production use: general principles and approaches
- Efficiency of factorial method of standardization needs of dairy cows in clean energy lactation and gastro-digestible protein

**Module themes**

**More information**

<http://ucab.ua/files/AgriSchool/Arhiv/2014/8.pdf>

**Agrimanagement & agrifinance**

**Date and venue**

25.09.2014 – 26.09.2014, Vinnytsya, Pushkina street, 4

Conference hall of the Podillya Hotel

General Partner: New Holland Company

**Sponsors and Partners**

Partners: Embassy of Israel in Ukraine, Danone Company, KUHN Ukraine, Industrial Milk Company, Svarog West Group Corporation, Pysarivka Farm

**Number of participants**

31

- State of the dairy sector in Ukraine and worldwide
- Cost price of milk production: Evidence from Ukraine and the EU
- Evaluation of the financial condition of the company. Enterprise-fact. Break-Even-Point Analysis. Marginal profit. Production threshold
- Business Forecasting and Planning
- The relationship between production and financial indicators of dairy farming
- Feasibility and validity of investments in the development of milk production
- Criteria for management decisions in milk production

**Module themes**

**More information**

[http://ucab.ua/files/AgriSchool/Arhiv/2014/5th\\_AgriSchool\\_25092014.pdf](http://ucab.ua/files/AgriSchool/Arhiv/2014/5th_AgriSchool_25092014.pdf)

**Feed and fodder. Generation 2015**

**Date and venue**

07.11.2014 – 08.11.2014, Kyiv, Conference hall of the Verhovyna Hotel

General Partner: New Holland company

**Sponsors and Partners**

Partners: Embassy of Israel in Ukraine, Danone Company, KUHN Ukraine, Industrial Milk Company, Pottinger Ukraine, Ostriykyvske LLC,

<b>Number of participants</b>	Rozvolozhzhya Agrofarm, Kyschchentsi LLC 60
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- Loss of dry substance of feed – loss of finance and nutritional value</li> <li>- Principles of fermentation, safety purposes, indicators of losses</li> <li>- Features of harvesting, preparation and distribution of feed</li> <li>- Feeding dairy cattle, possibilities of laboratory tests of feed</li> <li>- Technology of harvesting a grass silage</li> </ul>
<b>More information</b>	<a href="http://ucab.ua/files/AgriSchool/Arhiv/2014/AgriSchool_7112014.pdf">http://ucab.ua/files/AgriSchool/Arhiv/2014/AgriSchool_7112014.pdf</a>

#### 8.4. UCAB AgriSchool “Management of Potatoes Quality”

Management of Potatoes Quality. Constituents of Success	
<b>Date and venue</b>	05.06.2014 – 06.06.2014, conference hall of VR Agrosolutions Company, Sadova street, 26, Novosilky village, Kyiv
<b>Sponsors and Partners</b>	Partners: VR Agrosolutions, Zhuravushka Farm
<b>Number of participants</b>	25
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- Varietale potential of potatoes in Ukraine. The choice of variety depending on the direction of its use</li> <li>- Technical capabilities for efficient cultivation and storage of potatoes</li> <li>- The effectiveness of disinfectants and granular soil insecticides for potatoes</li> <li>- Basics of qualitative use of pesticides</li> <li>- Methods of potatoes irrigation. Fertigation</li> <li>- Features of potatoes irrigation</li> <li>- Features of potatoes nutrition</li> <li>- Market of early potatoes in 2014: status and forecast prices</li> </ul>
<b>More information</b>	<a href="http://ucab.ua/files/AgriSchool/Arhiv/2014/7.pdf">http://ucab.ua/files/AgriSchool/Arhiv/2014/7.pdf</a>

#### 8.5. Educational and Practical Training of UCAB AgriSchool

Educational and practical training for professionals of economical units of agricultural enterprises	
<b>Date and venue</b>	07.02.2014, Kyiv, Zhylyanska street, 146
<b>Number of participants</b>	15
<b>Module themes</b>	<ul style="list-style-type: none"> <li>- Marginal income. Production threshold. Profitability threshold. Break-Even Analysis of enterprise</li> <li>- Payback of production processes</li> <li>- Program of management decisions</li> <li>- Business Forecasting and Planning</li> <li>- Enterprise optimum</li> <li>- Optimization and Investment of enterprise</li> <li>- Forecasting and prices for grains and oilseeds</li> </ul>

#### 8.6. Corporate Training

Corporate training is a form of professional knowledge and skills of specialists widening and deepening within one organization to ensure the effective implementation of its strategic objectives. The training is directly generated at the enterprises that can provide a minimum separation from the production process of specialists.

##### The basic fundamentals of the growing economy of grains, oilseeds and sugar beet

<b>Date and venue</b>	May 2014, Kyiv, Praveks-Bank Office
<b>Sponsors and Partners</b>	Praveks-Bank
<b>Number of participants</b>	21

## 9. New UCAB Project

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In 2015 UCAB initiated the launch of a new social project - Ornament Way. The main goal of the project is to create a special tourist route that will pass through the country from Uzhgorod to Kharkiv and stretches across its territory, like embroidery, combining Western and Eastern regions of Ukraine.

Ornament Way is going to take course mainly through the countryside to promote rural development, popularize organic agriculture and economic growth, balance local budgets, provide job creation, development of existing and new infrastructure in rural areas.

Ornament Way is intended to erase the borders inside the country, to destroy the barriers and stereotypes, reveal the unexplored beauty of Ukraine with its significant historical and architectural monuments, picturesque landscapes, and extremely kind and hospitable people. It will be possible to overpass the route by bike, on foot, or even by horse (certain parts of the route).

Travelling across the country will help Ukrainians from East and West to discover the customs and traditions of other regions of Ukraine, enrich their own culture and get rid of misconceptions and stereotypes about each other.

The main stages of implementation of the project are the preparation of a route based on the existing infrastructure; physical marking of the route; creation of an interactive platform consisting of a website and mobile applications; opening of a route through a nationwide bicycle marathon Uzhgorod - Kyiv - Kharkiv on the 24th anniversary of Independence of Ukraine, organizing a number of regional culinary and folk festivals in the towns and villages, through which the route will take course, and a great festival in Kyiv.

### Project goals:

- ✓ To reveal culture and tourism potential of Ukraine (outdoor/rural/eco-tourism) to our citizens and to the whole world;
- ✓ To symbolically unite East and West of Ukraine;
- ✓ To promote rural development;
- ✓ To promote the attraction of foreign tourists to Ukraine;
- ✓ To promote healthy living and active outdoor tourism;
- ✓ To support the creation and promotion of a positive image/brand of Ukraine;
- ✓ To promote organic agriculture.