



# TELEMEDICINE SEMINARS CONNECT HEALTH PROFESSIONALS IN YEREVAN AND STEPANAKERT

## Bringing Hope and Health through Technology

Telemedicine links a physician with a patient in a remote area. The innovative medical technology makes it possible to ignore constraints of time and distance, and with the concurrent advancement of Internet and digital communication, it revolutionizes the way healthcare is delivered to underserved communities.



The Telemedicine Seminar connected the Stepanakert Polyclinic in Karabakh with the Arabkir Medical Center in Yerevan

Armenia Fund USA, in partnership with the Yerevan State Medical University of Armenia, launched for the first time a telemedicine seminar on September 14, 2007 connecting the Stepanakert Polyclinic in Karabakh with the Arabkir Medical Center in Yerevan. The purpose of this innovative information-sharing mechanism was to deliver a full range of up-to-date medical lectures on preventative and adolescence care. Three other seminars will be delivered in selected themes in the next few months.

The telemedicine program was jump-started in August, 2007 when through a new partnership with the Yerevan State Medical University (YSMU), Armenia Fund engaged leading medical professionals in the design and continuous implementation of the program. The YSMU is the oldest institution of higher education in Armenia, and is ranked among famous medical universities. It takes its honorable place in the World Directory of Medical Schools published by the World Health Organization. The University was founded in 1919 and has since trained more than 30,000 physicians and pharmacists, among them 2,000 international

graduates. It is the only institution in Armenia that provides medical education at undergraduate, graduate and post graduate levels, as well as Continuous Professional Development (CPD) of health-professionals.

“This is a powerful tool, and if we use it the right way, we will be able to access the expertise of the most acclaimed American and European medical specialists. This also means doctors in Karabakh will not feel secluded; through online medical consultations they will have the immediate support of not only their colleagues in Armenia but of the world medical community”, says Dr. Gevorg Yaghjian, Head of the Postgraduate and Continued Medical Education Department and Associate Professor

of the Plastic and Reconstructive Surgery and Microsurgery Department at YSMU. Dr. Gevorg Yaghjian is the in-country coordinator of the telemedicine program and brings many years of outstanding medical experience as a practitioner, as well as an academic. He has traveled and conducted extensive research on medical needs of marginalized communities in the remote regions of Armenia for the past three months. He also designed and has been coordinating the September telemedicine seminars on volunteer basis.

The e-health phenomenon is actively promoted throughout the world and the use of ICT for healthcare providers and receivers is rapidly increasing. E-tools are actively used in the teaching process. The YSMU has become an important hub for the organization of a teaching center of information literacy and innovative computer technologies. Involvement of such leading experts and institutions is what makes Armenia Fund’s telemedicine program a unique success.

“I visited the Stepanakert polyclinic in August.

I saw the equipment, which the Armenia Fund USA East coast has provided, and got a glimpse of the virtually endless possibilities of Telemedicine. Using this cutting edge technology, doctors in Karabakh can promptly diagnose and consult the patient and thus save lives. It is also a valuable tool for organizing trainings and seminars for the medical staff. With the help of telemedicine, the latest medical know-how will be just a click away,” pointed out Vahe Aghabegians, Executive Director of the Armenia Fund in Yerevan.

Armenia Fund launched the first telemedicine program in Karabakh in May 2005 to address the medical needs of seriously ill children and adults. Partnering with Karabakh’s Ministry of Health, the Armenian Society of Pediatrics, the Armenian Institute of Pediatric and Adolescent Health, and Medical Mission for Children, the Fund laid the groundwork for the urgently needed telemedicine network to serve some of the most impoverished and marginalized communities. Armenia Fund developed a state-of-the-art medical center – the Armine Pagoumian Polyclinic and Anna and Hirair Hovnanian Diagnostic center which store the telemedicine equipment and technology. The Fund also initiated training programs to ensure continuous sharing of information among medical experts. Numerous training modules addressing critical healthcare



Dr. Gevorg Yaghjian is the in-country coordinator of the telemedicine program

issues have been conducted under the direction of Dr. Alina Dorian, Public Health and Disaster Relief expert at UCLA.

Today Armenia Fund continues bringing that

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YES. Please include my donation to Armenia Fund USA in this year’s Telethon, sending a message to Armenia’s rural families that their future matters to us and to our Homeland.

**\$1500 fights poverty in a cluster of villages**

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# THE ELDERLY HOME IN YEREVAN – WHY WE CARE

## Anna Kayaloff inspired to give back to her homeland

During the famine in the 1900's, Anna Kayaloff's father, Manuchar Avakoff, helped feed all the villages in the region. "He always wanted to continue the tradition of philanthropy in our family and to help people in need," recounts Anna Kayaloff, a longtime friend and supporter of Armenia Fund USA. Now with her Elderly Home project in Yerevan, Mrs. Kayaloff is doing just that.

The Elderly Home in Yerevan currently houses more than 250 people. Before Armenia Fund



**Anna Kayaloff, Major Supporter of the Elderly Home Renovation**

would start the renovation works of the entire infrastructure, this Soviet-era building, constructed in 1978, was a place of despair and hopelessness.

Recently, Armenia Fund completed the upgrading and refurbishing of 27 rooms in the second block of the building and fully restored the sanitary units and internal water pipelines of the complex.

"We are very grateful to Armenia Fund for all it has done for us," said Jemma Karapetian, who lives with her husband in one of the newly renovated rooms. "This undertaking is extremely important for us not only because of the obvious

physical benefits but also because we feel that we're still remembered...that somebody cares."

The renovation of the Elderly Home was among Armenia Fund's "special-interest" projects. The Fund's mission is not restricted only to large-scale initiatives, but also includes badly needed, although sometimes smaller scale projects which have captured the vision of some of the Fund's donors and supporters.

Anna Kayaloff is among such visionaries whose generous contributions made possible not only the initiation of this critical project, but its continuation. "I am an old person and live alone, and I know how hard it is to carry on at an old age. This is why I wanted to make sure better conditions are created for them, and that the place is filled with hope. I want to make sure they are not marginalized in their senior years, and they live them in dignity. This is why I care," says Ms. Kayaloff.

The *First Annual Hamptons Marathon* will take place on Saturday, September 29, 2007. The course runs through Amagansett, Springs and East Hampton with views of the Atlantic Ocean and Napeague Bay out to the Long Island Sound. This is the first new marathon on Long Island since the Earth Day Marathon in 1973.

"On September 29, 2007, I will be running in my third marathon — the *First Annual Hamptons Marathon!* Each year I run for a worthy charity, and this year I am very pleased to be running for the renovation of Armenia Fund USA's Elderly Home in Yerevan, a retirement home for elderly bed-ridden patients. I learned of this project through Anna Kayaloff, a family friend, who initiated the project and funded a significant part of it. It is close to my heart because I was raised by my grandparents, so the elderly have a soft spot in my heart.

There are many charitable organizations, including Armenian ones whose work is vital and should be supported. Any amount you can



**One inspiration leads to another. Anahid Ugurlayan is running a marathon in the Hamptons for Anna Kayaloff's worthy cause.**

contribute to this project is greatly appreciated.

Thank you in advance for your generosity and support and, please, send kind thoughts my way on September 29!"

Anahid M. Ugurlayan, Esq. New York, NY

## TELEMEDICINE *cont. from page 2*

expertise through technology connecting doctors from Karabakh with doctors in Armenia and around the world.

More than 73% of Karabakh's population is marginalized in its access to adequate healthcare. Maternal and child mortality rates exceed that of European countries 4-5 times. In rural areas, in-patient mortality rates are 3 times higher than in the cities.

The telemedicine program promises to reverse these trends and connect remote and rural areas of Armenia and Karabakh to a world of the most up-to-date and advanced medical knowledge and healthcare.

## Armenia Fund 1993–1994: Defining Armenia Fund's Vision.

*"A wonderful opportunity is given to our nation if we are able to appreciate that opportunity. The name of that opportunity is 'Armenia Fund' – the hub that so closely connects Armenia with the Diaspora giving our organization a nation-building task. I call upon our sons and daughters in different parts of the world. If you want to see a strengthened Armenia – this is the time. This is the time to direct our words and deeds towards one aim – reviving our beloved Motherland".* These are the words with which Supreme Patriarch and Catholicos of All Armenians Garegin I addressed the first assembly of trustees of Armenia Fund in 1993.

The years 1993-1994 were most definitive for Armenia Fund. The need for prompt action dictated its mission, and a broad responsibility emerged to overcome hardships plaguing Armenia and Karabakh at one of the most criti-

cal periods for the nation. Established with a strategic vision, Armenia Fund focused on projects that addressed immediate humanitarian needs.

The Fund's first major initiative was the \$22 million Winter Humanitarian Project, which alleviated pressing social needs. The energy crisis that followed Armenia's independence left the majority of the population vulnerable to cold bitter winters. With the electricity and gas supplies disrupted, schools, kindergartens and other public facilities were shut down, and residential buildings became sole cold shelters of misery and hopelessness. Armenia Fund's Winter 93-94 program saved countless lives by providing kerosene and heaters to vulnerable families, educational institutions and medical facilities.

At the same time the Fund initiated a house-

building program following the Spitak 1988 earthquake, providing accommodation to those left without shelter in Gyumri, Vanadzor, Stepanavan and Spitak. This was a major humanitarian undertaking that allowed hundreds of families to move to secure new homes from their temporary wooden shelters. "Disaster zone" was the name given to the north-western part of the country to demarcate the earthquake affected communities. This is where Armenia Fund directed its efforts building close to 3,000 apartments in the first phase alone. Armenia Fund also reconstructed The State Pedagogical University of Gyumri.

Another important necessity in those years was the preservation of dozens of major architectural institutes and engineering factories. In a country where economic activity became close to non-existent, the initiation of large-scale infrastructure development projects provided hundreds of people with much needed jobs and prevented the exodus of highly-skilled professionals. Armenia Fund was also one of the very first organizations to promote fair bidding practices for large-scale construction projects and establish solid accountability benchmarks for the various humanitarian programs it sponsored.

Active for only two years, Armenia Fund became an important part of Armenian reality from 1993-1994. The Fund stood closely to the people at a time of trial, adjusting its mission to the needs of a fledgling nation.



**School Before: A classroom in a dilapidated condition a school in Gyumri, 1993**



**School After: The Gyumri school 2 years after Armenia Fund rebuilt the entire school complex**



**For 15 years, Armenia Fund has touched countless lives in Armenia and Karabakh.**

and business and community leaders. The evening featured a keynote address by His Excellency Vartan Oskanian, Minister of Foreign

Affairs of the Republic of Armenia and a Trustee of Armenia Fund. The program also included a recognition ceremony, unique national performances by Shushi dance ensemble and stories from the field. For full coverage of the Gala Banquet, please follow the next issue of the Armenia Fund Newsletter.

**For 15 years, the Fund, with its international affiliates across the globe, has touched countless lives in Armenia and Karabakh. Combining aid, development and direct investment, Armenia Fund has engaged Armenia's leaders, its people and the worldwide Diaspora to promote education, create jobs, improve public health and develop infrastructure,**

**among other critical humanitarian needs. Today, Armenia Fund's contributions to social and economic prosperity of Armenia and Karabakh are unprecedented.**

**The 15th Anniversary of Armenia Fund is a celebration of the past, present and future of the Armenian people. It is a celebration of overcoming challenges by working together. Above all, it is a celebration of humanity, courage and hope.**

Whatever you may call it – nation-building, humanism, philanthropy or generosity, all these endeavors become one when they are placed under one mission – strengthening Armenia.

The name of that mission is Armenia Fund. Join Armenia Fund as it celebrates the tenacity of the Armenian people and strength of the Armenian Diaspora!

## THE 16TH MEETING OF ARMENIA FUND BOARD OF TRUSTEES CONVENES IN YEREVAN

The 16th meeting of Armenia Fund Board of Trustees convened in Yerevan on June 19, 2007. Chaired by President Robert Kocharian, the meeting opened with the spirit of the Fund's 15th anniversary and an acknowledgement of the importance of the organization in carrying out nation-building tasks since the birth of the independent Armenian Republic. "Armenia Fund is a most important institution uniting Armenians in the homeland and in the Diaspora, and has brought together the efforts of all the segments of our people vis-à-vis pan-national tasks and goals for one-and-a-half decades now. For this, I congratulate the Fund on its 15th Anniversary", President Kocharian addressed the audience.



**Armenia Fund's former Chairman Kevork Toroyan (L) was handed the Anania Shirakatsi Medal by President Kocharian (R)**

Led by the prayers of His Holiness Karekin II, Catholicos of All-Armenians, the session began with a review of the completed projects for the past year and approved the undertakings of the coming year. An end-of-the-year statement of the Fund's activities was introduced with its various programs and results. The *Rebirth of Artsakh* Regional Development Program was assessed as contributing significantly to the economic upsurge of Nagorno-Karabakh and the well-being of its people.

As a natural evolution of the Fund's mandate, Armenia Fund affiliates adopted the *Rural Development Program* to extend its comprehensive infrastructure and economic programs to Armenia's villages.

Foreign Minister Vartan Oskanian, member of the Board of Trustees, presented to the representatives of all Armenia Fund affiliates with an overview of the *Rural Development Program* – its

mission, objectives and approaches in partnership with individuals, Diaspora organizations, local Armenian NGOs, international organizations, as well as foreign countries. An agreement was reached by all the affiliates to continue the regional development program already in place in the Mardakert and Hadrut regions of Karabakh and to expand it into Martuni. At the same time, the *Rural Development Program* will begin with a cluster of villages in the Tavush region of Armenia. Minister Oskanian, later appointed coordinator of the *Rural Development Program* by the Board, noted that this program will complement the Armenian Government's efforts in this area. There are already several dozen individuals and organizations ready to sponsor specific infrastructure and economic needs of each village. The leadership of the Fund acknowledged that this is a complex program with noble goals, and joining efforts is a prerequisite for success.

The Board of Trustees' of Armenia Fund approved Vahe Aghabegians as Executive Director of the Fund. Mr. Aghabegians succeeded Ms. Naira Mekloumian who served for nearly four years in the position leading the organization into one of its most significant phases and who had great input in its growth.

Mr. Aghabegians, an engineer by training, has served as advisor to Foreign Minister Oskanian since 1999. In the last 18 months, he has worked specifically on the conceptualization and planning of the *Rural Development Program*. Born in Tehran, Mr. Aghabegians was educated in the U.S. where he established several successful businesses in the IT sector serving Fortune 500 companies. "I believe in the mission of Armenia Fund. This is the unique institution that can make it possible for Armenians around the world to contribute to Armenia's development. I am one of those lucky Diasporans that dreamed about an independent Armenia, and today have the opportunity to help turn that Armenia into the land of our dreams", he says.

The affiliates of Armenia Fund also discussed the preparations for the Annual Armenia Fund Telethon to be held on Thanksgiving Day, November 22, 2007. The Telethon will feature the 15th Anniversary of Armenia Fund presenting the organization's successes in changing countless lives in Armenia and Karabakh.

An important highlight of the Trustees' meeting was a reward ceremony during which several indi-

viduals were awarded with Anania Shirakatsi medals for their devotion, leadership and valuable service to the Fund. Kevork Toroyan was among the awardees, and was handed the medal by President Kocharian. Mr. Toroyan chaired Armenia Fund USA's Board of Directors for several years, and has been closely involved with the planning and implementation of the *Agricultural Initiative*, the economic underpinning of the *Regional Development Program* in Nagorno-Karabakh. The Initiative proved successful in creating jobs and raising family income of small farming communities in more than 21 villages in Karabakh.



**Armenia Fund's affiliates adopted the Rural Development Program to extend its comprehensive infrastructure and economic program to Armenia's villages**

Raffi Festekjian succeeded Mr. Toroyan as chairman of Armenia Fund USA in January, 2007. Mr. Festekjian headed the Fund's participation in the 16th meeting of the Board of Trustees. "We have had a very productive exchange of ideas and opportunities. Armenia Fund is given a strategic task – revitalization of Armenia's villages. Today, we can build on our 15-year experience of nation-building and make rural areas a great place to live and raise a family. The *Rural Development Program* is a complex initiative, but together we can meet these challenges. I call upon the Diaspora, supporters and friends of Armenia Fund to join efforts and help us develop rural Armenia one village at a time, and assist in creating the 'Armenian Dream'. Our vision is for Armenia to become an economically independent and competitive nation where its citizens' aspirations can be fulfilled and dreams realized", said Mr. Festekjian after the meeting.

The Armenia Fund Trustees' meeting closed with an agenda full of new undertakings and collaborations. The annual meeting elected National Assembly President Tigran Torosyan and Prime Minister Serge Sargsian ex officio members of the Board of Trustees.

## RURAL DEVELOPMENT IN ARMENIA AND KARABAKH from page 1

decade has resulted in noticeable improvements in our cities, but not in our rural areas. The challenge we face is to pool our resources – from government, the business community and the Diaspora – to assure comprehensive, sustainable rural development. Effective and even economic and social development is necessary to advance our national security.”



**The Rural Development Program aims to make Armenia's villages a thriving place to live and raise a family**

In 2005, Armenia Fund had already embarked on development projects in Karabakh. The program began with the region of Mardakert and will continue with Martuni and Hadrut. With that successful experience, Armenia Fund has already begun to tackle comprehensive development in Armenia's villages as well, beginning with the border regions.

“We will target both infrastructure and economic development so that life in these villages is dignified, and sustainable,” said Vartan Oskanian, Armenia's Minister of Foreign Affairs and the Armenia Fund Board's appointed coordinator for this program. “In the 21<sup>st</sup> century, a village resident needs drinking water, irrigation water, paved roads, electricity and gas, as well as access to schools, health care, internet, telephone and television,” he continued. “We will work with international organizations and Diaspora donors to augment what the Armenian government is able to do and bring these services to our brothers and sisters who live away from Armenia's cities.”

One does not have to go far to see that

Armenia's village infrastructure has largely deteriorated. Road travel is slow between and within villages. Sometimes, the road linking a community to the main highway is non-existent. In the winter, some roads are simply inaccessible – and this hugely affects access to markets, to health care and to schools. Water resources are unevenly managed. Soviet era irrigation systems, heavily electricity-dependent, are impossible to sustain, and are being converted slowly to pump-to-gravity systems. Drinking water is often hand-carried in buckets, because of the absence of a clean delivery network. The absence of electricity and gas presents a huge and on-going threat to Armenia's forests. Inadequate heating also represents a problem for educators and health-care professionals, and hinders animal husbandry. Telephone communication – both land lines and cellular – are inconsistent and costly. Without television and internet coverage, it is difficult for rural communities to feel or be engaged in the social and political discourse and life of the Republic. Finally, dilapidated schools and non-functional health care points threaten the life of the population. The need for a community center or a culture hall is at the heart of each village's desire to live like a community, with access to a place for communal gatherings, celebrations and even for times of grief.

“The lack of basic infrastructure reduces incomes, increases poverty and erodes a people's sense of community,” says Vahe Aghabegians, the Armenia Fund's newly appointed Executive Director in Yerevan. “It discourages businesses from expanding. But at the same time, in order to make it possible for village residents to pay for basic services, Armenia Fund will work with each village to find economic formulas that are appropriate. We will incentivize, train, help find financing, and generally facilitate economic development, so that those who live in the villages have hope in the future and faith in their ability to live on their lands.”

Armenia Fund will bring investors and donors together to promote viable partnerships in agriculture, and particularly, the non-agricultural sector, including development of the services sector, as well as establishment of non-farm micro-enterprises in rural areas.

Of course, this ambitious effort will depend on the successful interaction of a variety of entities and factors – the population of each rural community and their local institutions, the Government of Armenia, the various international aid agencies already providing invaluable assistance to Armenia's rural communities and regions, and the know-how and financial support of the Armenian Diaspora.



“Economic development and solid infrastructure mean a level playing field for adults, equal opportunities for children, and hope for all,” says Aghabegians.

“It is not everyone who has the opportunity to build a country. Our opportunity is now. We can't put it off, and we can't squander it,” concludes Foreign Minister Oskanian.

**You are invited to be part of our nation-building efforts:**

- 1. Tavush Region, Armenia: \$5.26 million in investments needed**
- 2. Lori Region, Armenia: \$4.82 million in investments needed**
- 3. Martuni Region, Nagorno-Karabakh: \$10.6 million in investments needed**

## Armenia Fund 1995–1996: Widening the scope of projects.

By 1996, four years after its establishment, Armenia Fund's projects were already in full swing. These years were most significant as this was when the Fund's mission and objectives were expanded to include major strategic initiatives in a wide range of areas – large-scale infrastructure, social and economic well-being, public health, as



**Goris-Stepanakert Highway — the "Life Road" of Artsakh connecting Karabakh to Armenia, 1996**

well as education and culture. Among the most important projects were “Zangezur”, “Artsakh”, “Earthquake Zone”, and “Science and Culture”.

Project “Zangezur” was a broad effort to reconstruct and rehabilitate infrastructure in the entire southern region of Armenia. The southeast was of strategic importance for the Republic, as it was the region immediately neighboring war-torn Karabakh. The influx of refugees into Zangezur and Siunik added to the urgency of the situation. The large-scale infrastructure development program initiated by Armenia Fund involved the reconstruction of Vaik-Saravan, Meghri-Kajaran, and Halidzor-Tatev roads, the Akner Waterways that helped provide drinking water to more than 50% of the region's population, as well as the restoration of the telecommunication and radio networks in more than 30 villages.

Armenia Fund's development activities in Karabakh started with a comprehensive program that involved upgrading waterways, roads and electricity networks in key settlements. Particularly noteworthy were the completion of Shushi-Karmir Shuka and Stepanakert electric transition networks that helped provide electricity to more than 40% of Karabakh's population; the restoration of Muishkat-Martuni and Marzket-Hadrut water systems that brought clean drinking water to more than 19 villages, as well as Dashbulagh-Seidichan-Kichan and Myurishen-Avdur-Hatsi roadways that connected two major regions with Stepanakert.

A bold undertaking in these years was also the Goris-Stepanakert Highway – a \$7 million road extending 70 km and connecting Karabakh to Armenia. Often referred to as the “life-road” of Karabakh, the highway not only carried strategic economic importance, but also symbolized unity and strength at a time of deprivation and hopelessness. The funding for this landmark project came from the first international Thanksgiving Telethon that called upon all Armenians around

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# REAL PEOPLE...REAL STORIES

## A Second Chance... A Second Life

The Yerevan Children's Hospital, now renamed the University Clinical Hospital, has long been at the center of Armenia Fund's attention. Since 1997, the hospital's laboratory, surgical department and intensive care unit have been reconstructed. All three projects were funded by Argentinian-Armenian philanthropists.



**The Yerevan Children's Hospital provides the only intensive care unit for infants in the Republic**

The building, which was erected in 1928 and last renovated in the 1960s, did not meet present-day medical requirements. "Our department is the only intensive care unit for infants in the republic; newborn children in critical conditions are brought here from all over Armenia," said the head of the intensive care unit (ICU) Hrant Kalenterian.

Pediatric intensive care is the hardest and, at the same time, the most expensive branch of medicine. "It is several times more expensive than cardio surgery," Hrant says.

The hospital today is provided with the necessary medical equipment. "If it weren't for the Armenia Fund projects, the hospital would not exist today," said the head of the surgical department Avet Aslanian.

Thanks to Argentine-Armenian visionaries

Armen Exerjian, Samule Margossian and Eduardo Sarian, not only was the hospital preserved but it also has become part of the Medical University, which enables the doctors to both treat the patients and engage in research, also providing training for future doctors.



**Children who were born with health problems are born again in this institution**

It is impossible to picture any health institution without a laboratory. The small laboratory located in the basement was ill-equipped to service the surgical department and the ICU. To complete the other two projects, a new laboratory was set up, which concurrently services other university hospitals as well.

"From year to year, the number of hospital clients increases, naturally, as a result of the quality of the medical care. People feel better in these conditions and their trust in medicine grows," says the head of the laboratory Vigen Asoyan.

Children who were born with health problems are born again in this institution.

## Water...

You ask the first man you meet on the streets of Mardakert in Karabakh about the water supply. He would not say anything, just point to a dried up spring. Water is supplied to the town once a day for two hours. People collect and use it sparingly, because sometimes even this schedule is not kept.

The water that residents in Mardakert use is pumped from artesian wells. It takes a lot of elec-

tricity to operate the pumps, and this increases the fee.

"We just saw that a water pipeline from the mountain is being built and it has already reached Maghavuz," says Mardakert resident Rafik Baghunts. He believes the project is thirty years overdue. "At that time they wanted to bring water from Khotorashen to Mardakert but Baku objected because they wanted to divert the water in their direction," Rafik explains.

In Khotorashen there are high-quality water sources that have for years flowed into the rivers. The altitude makes gravity water supply possible. "If they build it with quality, the good thing about this water is that it will flow by itself, by gravity," Razmik says.

The pipelines laid from Khorotashen to Mardakert have two branches – one will supply Mets Shen, and the other the villages of Maghavutz and Vernatagh. "When they use that water they feel secure. They drink it, do their laundry and water their trees and plants," says Razmik.

Water is the hope for the future for the residents of Mardakert. Residents there have nothing but praise for the soil in this area but say that, although they live on fertile lands, they can't make sure of its bounty if they are unable to water the land. "If you water your garden even once a year, you can make it bear fruit," they say.



**Rafik Baghunts, Mardakert resident**

When asked "Will the Khotorashen water be enough for drinking and irrigation?" Rafik Baghunts replied, "We will have to work hard not to be washed away in it."

## Armenia Fund 1997–1998: Focusing on social infrastructure.

Along with the several large-scale initiatives already underway in Armenia and Karabakh, from 1997–1998, there was an upsurge in



**Children in traditional dance costumes at the opening of the Stepanakert Boarding School, 1997**

Armenia Fund's projects focusing on social infrastructure, particularly schools, kindergartens, residential buildings, hospitals and healthcare clinics.

In Gyumri, where the 1988 earthquake had shattered not only infrastructure but also the lifestyle and hope of the people, Armenia Fund put together an ambitious reconstruction plan. This involved the completion of the "Sayat Nova", "Mush" and "Ani" residential districts where Robert Boghossian & Sons also sponsored an education center. To this date, orphaned children live and study at the Boghossian Education Center. Among other projects were the Mush School, the Children Art Center, the Shahan Shahnour Secondary School, as well as the Arshak Chopanian School in Gyumri. The Fund also reconstructed the Physics and Mathematics Boarding School in Yerevan.

The devastating consequences of the Karabakh conflict took an immense toll on the everyday life of the local people depriving them of even

basic social services. Here as well, the lack of functioning schools posed the serious problem of failing to educate an entire generation of children. Given the urgency of the situation, Armenia Fund initiated the construction and restoration of over a dozen schools in Stepanakert and in the villages of Karabakh. The Stepanakert Boarding School was the first among such initiatives.

Revitalizing the healthcare system in Armenia and Karabakh has always been a priority for Armenia Fund, but the need for intervention became particularly urgent from 1997–1998. This was due to the collapsing healthcare infrastructure across the country on the one hand, and the increasingly deteriorating health of the population on the other. A major undertaking in this direction was the complete restoration and modernization of the Yerevan Clinic for Pediatric Care, the Pediatric Surgery Center of which today has become an important hub of pediatric research and study.

What made Armenia Fund a unique institution in these years was not only the pace at which it completed critically needed large-scale infrastructure projects, but also its ability to affect change in the most underserved and vulnerable communities in Armenia and Karabakh.

# THE 10TH INTERNATIONAL ARMENIA FUND TELETHON

## Thanksgiving Day – November 22, 2007

*A Telethon Reloaded – Set another record!*



Armenia Fund launched its 10th international Thanksgiving Telethon campaign on September 12, 2007. It started with the unveiling of the Telethon logo which features a person holding a sun. The sun is reminiscent of the ancient rock carvings from the Geghama Mountain range in Armenia. It symbolizes new life and vitality for Armenia. The new logo's slogan "One Nation.

One Future." will be at the forefront of the campaign.

The 10th International Thanksgiving Telethon campaign is underway with the Fund celebrating its 15th anniversary this year. This adds to the momentum of the Telethon making it an unprecedented celebration of Fund's achievements.

The Telethon will fundraise for the *Rural Development Program*. This multilevel project will revitalize Armenia's rural villages through the construction of schools, healthcare facilities, drinking water systems, access roads and creating economic opportunities. The program will be coordinated with the U.S. Government's Millennium Challenge Corporation and the United Nations Development Program and all other international organizations that are currently active in Armenia's villages.

The 9th International Armenia Fund Telethon was a huge success. It recorded an unprecedented \$13.7 million in pledges to benefit the war-ravaged villages in southern Nagorno-Karabakh.

Proceeds from the Telethon benefited the regional development of Hadrut and its cluster of villages. Launched in 2006 by all affiliates of Armenia Fund, the project encompasses all key aspects of socio-economic development – creation of jobs, access to education, proper healthcare, and clean water, as well as reconstruction of critically needed infrastructure.

Join us on Thanksgiving Day to set another record!



Armenian General Athletic Union & Scouts at the Telethon studios



Renowned attorney Mark Geragos taking calls at the 2006 Telethon

### Armenia Fund 1995–96 from page 5

the world to participate in Armenia's nation-building process on a day when gratitude is celebrated. The Thanksgiving Telethon has since been a wonderful tradition of Armenia Fund and its supporters around the world. This year the Fund will air the 10th Thanksgiving Telethon, which will also celebrate the 15th Anniversary of Armenia Fund.

The 1990s were still years of enormous socio-economic hardships in which any undertaking toward development had to start with a humanitarian approach to address basic needs. In these years of trial, however, Armenia Fund did not overlook the importance of supporting scientific and cultural projects. Implementing a program that ranged from a stipend fund for deserving university and high school students, to connecting Armenia to the World Wide Web and installing the national internet network, Armenia Fund

turned each project into a renewed opportunity for Armenia and Karabakh. Under the auspices of this program, the Fund organized such competitions as "Talented Children" and "Young Scientist" to recognize and reward gifted young individuals.

Armenia Fund's efforts were not restricted to humanitarian or development programs, but also involved such special-interest initiatives as "Republic of Armenia New Passport" or "Refugees". Through the first program, the Fund generously sponsored the printing of passports for the citizens of the independent Armenian Republic and funded the installation of an automatic nationwide passport system. The project "Refugees" was launched to address socio-economic needs of refugees of war providing the most vulnerable with shelter and food. Armenia Fund also established a trust fund to provide con-

tinuing financial assistance to needy families of deceased and disabled soldiers of the Artsakh conflict.

By 1996, Armenia Fund became involved in almost all aspects of Armenia's social and economic life bringing hope and strengthening the very foundations of Armenia's statehood as the nation went through intense pains for survival.



### Visit us on the Web!



[www.armeniamfundusa.org](http://www.armeniamfundusa.org)

#### New Channels for Giving

As a donor you have the power to designate your contribution.

**Donate Online:** If you prefer the convenience the Internet affords, you can donate to Armenia Fund USA through our secure online server at [www.armeniamfundusa.org](http://www.armeniamfundusa.org).

Here are some new ways of making a difference:

**Corporate Matching Gifts:** Would you like to see your donation doubled or even tripled? Over 9,000 companies and their subsidiaries have "Matching Gift Programs." Before you plan your next gift, check to see if your employer can help to increase the power of your donation.

**Installment Gifts:** Armenia Fund USA is making it easy for you to make your gift in periodic credit card installments that are manageable for you. You can support the projects that are dear to you without feeling the strain of large, upfront donations.

**Planned Giving:** Consider a planned gift and its many financial benefits. Planned gifts can be in the form of a willed estate or asset, a bequest or the beneficiary status of a pension plan or insurance policy. Speak with your financial planner to learn more or contact us directly.

**Pay Tribute to a Loved One:** Remember your loved ones with a "Memoriam Gift" or consider a gesture such as "In Lieu of Flowers" to help others commemorate a passing.

# ARMENIA FUND'S VISION FOR RURAL ARMENIA

## Interview with Raffi Festekjian, Chairman of Armenia Fund USA, Inc., New York



**Raffi Festekjian**  
Chairman, Armenia Fund Board of Directors

In January 2007, Raffi Festekjian succeeded Kevork Toroyan as Chairman of Armenia Fund USA, which was founded in 1992 as the first of Armenia Fund's international affiliates. For 15 years, Armenia Fund has combined aid, development and direct investment. By combining the resources of Armenia's leaders, its people and the worldwide Diaspora, Armenia Fund has promoted education, created jobs, improved public health and developed infrastructure, together with meeting other critical humanitarian needs. Today, Armenia Fund's contributions to the social and economic prosperity of Armenia and Karabakh are unparalleled.

**Q: They say they are no coincidences in history. Can we say that about Armenia, the country, and Armenia, the Fund, celebrating their 15th anniversary this year?**

**A:** The coinciding anniversaries of the independence of the Republic and Armenia Fund are not just a coincidence. The establishment of Armenia Fund was an acknowledgement to ourselves and to the world that, yes, we are independent and that the Armenian Nation worldwide is ready and prepared to transform its vision of an independent, prosperous and dignified country into a reality.

**Q: What are the major achievements of Armenia Fund?**

**A:** Our main mission over the last 15 years was to provide critical socio-economic development through large-scale infrastructure development with a focus on education, public health, access to clean, drinking water, roads and highways. Many are unaware but Armenia Fund, with all its affiliates, has invested over \$170 million to build 287 miles of highways, 97 schools and kindergartens, 34 hospitals and health clinics, 132 miles of drinking water pipeline in 70 towns, 30 miles of gas pipeline, 410 housing projects, 21 sports and cultural facilities, 77 projects in the field of culture, education and science, and three major electric transmission networks. What we are also most proud of is our ability to have united the entire Armenian Diaspora in over 20 countries

and five continents under one mission – rebuilding Armenia and Karabakh and becoming one of the most trusted institutions that has grown with Armenia since its independence.

**Q: Armenia Fund has been a most important part of Armenia's socio-economic life since independence. What will be the role of the Fund in the development of our country in the forthcoming years?**

**A:** Like any other institution, Armenia Fund needs to evolve as the needs of Armenia change. Today, we find ourselves in a very different place than where we were 10 or even five years ago. As you know Armenia's economy has experienced continuous double-digit growth and has transformed the standard of living of our people while achieving the highest human development index in the region. However, this positive development, unfortunately, has not reached many of our villages and rural communities where people continue to live in social deprivation, often in an environment of hopelessness. The eradication of rural poverty and revitalization of villages in Armenia – that's where we will be concentrating our development efforts over the next five years. To be successful, we need to bring multiple organizations' resources together and create a strategic plan for each cluster of villages. We are already assessing the needs of these clusters regarding health care, water and electricity, as well as economic needs, to make sure all problems are tackled. Why the cluster approach? The best way to explain is to provide an example: imagine that all roads are repaired together, thus cutting down on costs, imagine that communities share a water supply thus cutting down on costs again, and that they pool their products and find markets together. The cluster approach will support our vision for rural Armenia which is not just to address basic socio-economic needs but also to enable families and individuals to become self-reliant and self-sufficient. We need to make sure the next generations of Armenians believe in the future of Armenia. Our goal is to create the Armenian Dream for our citizens and make it possible for them to reap results from their hard work so that they come to believe that work and sacrifice will ultimately pay-off.

**Q: You have been with Armenia Fund USA for some years now and are familiar with its activities and directions. Do you feel you will go ahead with what has been the policy of the East Coast Armenia Fund so far or will you need to explore new ways of doing things, such as fund raising?**

**A:** A successful institution needs to constantly reexamine itself and adjust its activities with new approaches. I believe for Armenia Fund to grow it needs to first start to act more as a philanthropic

organization vs. a charitable one. The difference is very important. Charity is an act of giving as a result of deep understanding of someone's misery and suffering, to help an immediate need, while philanthropy focuses on creating a sustainable long-term improvement in the welfare of fellow human beings. Also, we need to work closely with other specialized well-performing organizations and even support them financially if they are within the mission of Armenia Fund. We can, together with international donor agencies, even initiate regional projects and serve as pilots for other countries. The Fund, as well as our community organizations, needs to understand that we have to move away from the "do it myself" mentality and start coordinating our efforts. Finally, we need to start broadening our core constituencies by focusing on the new generation of Armenians in the Diaspora as they will become the future supporters of our nation.

**Q: How successful has Armenia Fund been in attracting funds during the last five years.**

**A:** The number of our supporters has been growing, and the record \$13.5 million pledged during the 2006 Telethon shows that we are moving forward quite steadily. Overall donations last year exceeded \$20 million. We hope the urgent need for rural development will resonate even more among our supporters as it is an urgent one.

**Q: How do the Fund's activities support the national economy?**

**A:** Poverty is still real in the rural areas of Armenia. We plan to reverse this trend, and make Armenia's villages a thriving place to live and raise a family. Our Agricultural Initiative in Karabakh, where we have established Agricultural Development Associations, have created many jobs in over 21 villages, and have increased family income of association member farmers by at least 50%. I think the Fund's contribution to Armenia's national economy is substantial, especially as it concerns rural development.

**Q: Do you see the time when Armenia becomes a member of the European Union? How would this impact the present close ties with the Diaspora?**

**A:** I will leave this question to policy-makers. What we need to focus on as a nation is creating a country where there are all the necessary pre-conditions to become a member of the European Union. If we are economically independent and a fully democratic country with rules and regulations that rival those of the West, it becomes irrelevant whether we do become part of the EU or not. Let us just focus on making ourselves successful, and the rest will ultimately become our choice.



# Anniversary Addresses

Dear Friends:

Armenia Fund is a most important institution uniting Armenians in the homeland and in the Diaspora and has brought together the efforts of all the segments of our people vis-à-vis pan national tasks and goals for one and a half decade now.

In recent years the Fund has implemented the Rebirth of Artsakh project. It has been called upon to significantly contribute to the economic upsurge of Nagorno-Karabakh as well as to the improvement of the well-being of the people. I congratulate the Hayastan Fund on its fifteenth anniversary and wish it new successes in its work aimed at the betterment of the homeland.



ROBERT KOCHARIAN  
President of the Republic of Armenia  
President of the Board of Trustees of Armenia Fund

Dear Friends:

It is a great pleasure to welcome everyone at the 15th anniversary of Armenia Fund USA.

Since its founding in 1992, Armenia Fund has played an invaluable role in the success and growth not only of the Republic itself, but of Armenian-Americans nationwide – especially in New York City. The Fund's members have raised over \$170 million for the benefit of Armenians – from education to healthcare, water potability to infrastructure – and in doing so have united Armenian New Yorkers with a common purpose.

On behalf of the City of New York, I commend all those involved with Armenia Fund USA for their tireless efforts to improve the lives of Armenians and Armenian New Yorkers, and I congratulate them on their 15th anniversary. Please accept my best wishes for an enjoyable celebration.

Sincerely,



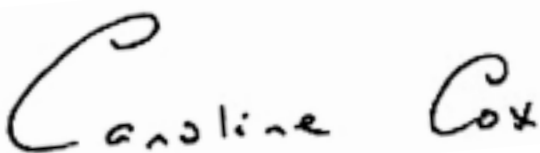
MICHAEL R. BLOOMBERG  
Mayor, The City of New York

Dear Friends:

Energy, tenacity, generosity and people – this is what the 15th anniversary of Armenia Fund is about. The organization has been touching lives of men, women and children in a magnificent way for 15 years, and stands strong today with a vision for Armenia's tomorrow.

I have traveled to Armenia and Karabakh more than sixty times. In Armenia's cold and dark days, I was touched by the hospitality and spirit of these people each and every time. I believe that it is that unbreakable spirit that has driven Armenia Fund and the Armenian Diaspora to help Armenia and Karabakh at such a historic juncture in their nation-building.

On this important day of anniversary celebration, I would like to extend my warmest congratulations to the people of Armenia and Armenia Fund for their 15 years of dedication and hard work to sustain a nation that represents one of the oldest and most historic civilizations in the world.



BARONESS CAROLINE COX OF QUEENSBURY  
Deputy Speaker, House of Lords of the United Kingdom

Dear Friends:

It is a pleasure to offer you my warmest greetings on the occasion of the 15th Anniversary of the Armenia Fund USA. This is a wonderful reason for celebration as you gather to recognize the hard work and dedication of the staff and supporters who have helped your cause throughout the years. I am pleased to recognize your hard work and applaud your dedication.

The Armenia Fund USA continues to work to promote humanitarian and business interests within the Armenian state. Thanks to your efforts, the Armenian economy is growing, children have access to education and drinking water and healthcare has improved. I applaud your accomplishments and wish you the very best for continued growth and success.

Warmest regards,



RUDOLPH W. GUILIANI  
Former Mayor, The City of New York

## Armenia Fund 1999–2000: Expanding operations and projects.

Armenia has come a long way since the economic and energy crisis that hit the country after the Soviet Union's collapse. Signs of a balanced, yet weak economic recovery started to emerge in 1999.

Following the immense deterioration of the situation from 1991–1995, Armenia's economy rebounded and grew at 5.7 percent on average from 1996–2000. While the implementation of economic and social reforms brought improvements, it had insignificant initial impact on poverty eradication across the region. This is where funds for reconstruction that came through grants invested by the Armenian Diaspora worldwide played a crucial role.

Armenia Fund, having developed into one of the most trusted organizations channeling development aid into Armenia and Artsakh, took on a strategic task. The organization expanded its operations significantly from 1999–2000, doubling the number of projects in education, public health and infrastructure.

If any large-scale strategic initiative is to characterize Armenia Fund's achievements as a whole, the North-South Highway, started in Karabakh in 2000, will undoubtedly top the list. The \$25 million highway that extends about 100 miles,

connecting 150 towns and villages throughout Artsakh, took the name "backbone of Karabakh" and became a landmark undertaking. Embodying the united efforts of the Diaspora, the road symbolized economic revival and security.



North-South Highway — the "Backbone of Karabakh"

The Vanadzor School, the oldest and most famous school in the Lori Marz in Armenia, was adopted by Armenia Fund following the plea from Armenia's President Robert Kocharian that the rebuilding of the earthquake-ravaged landmark institution be a priority.

Established before the outbreak of World War

II, the school prided itself in having among its graduates Armenia's leading artists, politicians, scientists and writers. Although damaged and in need of repairs following its use as a military hospital during the War, it nevertheless taught up to 1,100 students before the devastating earthquake that rendered the structure virtually unusable.

Armenia, a one-time country that boasted 100 percent literacy rate of its citizens, suddenly faced a disruption of its educational system.

Armenia Fund's \$650,000 campaign not only restored the existing infrastructure of the school, but also provided more classrooms, laboratories, computer facilities, a new cafeteria, library and a sport complex. More than 1,500 donors and supporters became part of this inspiring project.

Impressed not only with the experience, but also with Armenia Fund's "Beyond Bricks and

Mortar" policy that required community involvement, the World Bank approved an Institution Building Grant for the Vanadzor School to establish standards of day-to-day management, principles of accountability, and a local governance committee, in effect a parent-teacher association, a novel concept for Armenia.

## Armenia Fund 2001–2006: Building sustainable foundations for the future.

"Build a New Horizon" dubbed Armenia Fund's 2005 International Thanksgiving Telethon. It was, however, more than just a slogan. The campaign was a call of confidence for new directions that the organization was taking to better address pressing needs of development in Armenia and Karabakh.



Agricultural Development Associations are established in the Mardakert and Hadrut regions of Karabakh

Having completed over 250 humanitarian and development projects by 2003, Armenia Fund brought regional development and investment in economic revitalization at the forefront of its activities. Years 2003–2006 were most decisive: the Fund adopted a policy to go "beyond bricks and mortar" and focused on long-term solutions for sustainable economic growth. The Fund also expanded its cooperation with different like-minded organizations and self-governing entities in Armenia and Karabakh. By 2004, over 100

such non-governmental organizations were working with Armenia Fund, further enhancing civil society involvement in Armenia's day-to-day social and economic life.

The year 2005 was full of bold initiatives, and, most importantly, marked a major shift from funding separate large-scale infrastructure projects to investing in regional development. Over the years, Armenia Fund successfully completed over a dozen landmark projects – be it in public health, education or economic infrastructure. The two major highways linking the region at a most important crossroad, or the state-of-the-art Armine Pagoumian Polyclinic and Diagnostic Center of Stepanakert, which has the unique distinction of being the only medical facility in the region that the popula-

tion can rely on in case of medical emergencies and for preventive care, all have had a measurable impact on improving daily lives of the people in Armenia and Karabakh.

With such viable infrastructure in place, the economy of Armenia and Nagorno-Karabakh still needed a boost to reduce poverty in the country and open new roads toward sustainable economic growth. This is why Armenia Fund launched the *Rebirth of Artsakh Regional Development Program* in 2005. The main compo-

nents of this comprehensive plan – agriculture, housing, medical facilities, roads and schools, were designed to invest in the economy of rural areas. Since the economy of Karabakh is so much dependent on agriculture, the *Agricultural-Initiative* provided critically needed support to subsistence farmers to help them move from mere existence to self-sufficiency and economic mobility.

Starting in 2006, Agricultural Development Associations (ADAs) were established throughout the Mardakert and Hadrut regions of Karabakh. These set up facilities to own, maintain and operate various types of farm equipment and provide mechanized services to farmers to work the land at affordable rates. The ADAs provided technology packages including access to farm equipment (tractors, harvesters, haying) along with other support elements such as fertilizer, plus training in farm management and animal husbandry.

The unique success of Armenia Fund's *Agricultural Initiative* was widely recognized throughout Armenia and Karabakh, and currently efforts are made to replicate the same cluster model development in other regions. By 2006, Armenia Fund had set the stage for a new development approach and a broader vision for eradicating rural poverty.

"Growing up" with Armenia since its independence, Armenia Fund has developed into a structure that is now not concerned with Armenia's day-to-day survival. Today, the Fund is called upon to respond to urgent economic needs of a dynamic country where development needs to reach every segment of the society, and where each undertaking needs to be turned into a renewed opportunity and investment in the people.

# LEADERSHIP AND PLEDGE TO ACCOUNTABILITY

## WHAT MAKES ARMENIA FUND USA DIFFERENT?

- We improve health, provide jobs and give new hope to the struggling people of Armenia and Karabakh through long-term strategic social and economic development projects.
- Our projects create a foundational infrastructure that allows local people to participate in sustaining and expanding upon our work to meet the changing needs of future generations.
- All constituents of the Armenia Diaspora are served and included in our collaborative efforts to improve living conditions in Armenia and Karabakh.
- Our strong connection with the Hayastan Himmadram network of the Diaspora, which is anchored in Armenia and Karabakh, gives us an invaluable working relationship with local experts who help coordinate, negotiate and direct our projects, saving time and money.
- We have a long track record of sustainable development projects, and we hold ourselves accountable to partners and donors who entrust us with the funds needed to raise the standard of living of people in Armenia and Karabakh

## TRUSTEES

H.H. Karekin II, *Supreme Patriarch and Catholicos of All Armenians represented by:*

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*Primate of the Diocese of the Armenian Church of America (Eastern)*

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## WE WELCOME OUR NEW BOARD MEMBERS

Armenia Fund USA works closely with its Board Members to ensure transparency and accountability in all projects. We are happy to announce the addition of our new Board Members – Arthur Gregorian, Jean-Jacques Hajjar, Zara Ingilizian, and Kharen Musaelian. Their professional talent and commitment to helping Armenia and Karabakh will greatly contribute to Armenia Fund USA's mission.



*"As a physician, I do realize that being part of a large organization will provide a significant multidirectional benefit. And the benefit will be not only the extension of care for the population of Armenia but also the implementation of a much broader vision of change in medicine. By joining Armenia Fund USA, I will also be able to help the Fund with better*

*understanding of regional problems, particularly in the area of health and social care, and assist in the design of programs that bring health to our people."*

**Arthur Gregorian, MD, PhD** is a senior partner at Georgia Neurosurgical Institute, which is a group of surgical specialists in state-of-the-art procedures, technologies and treatments of neurological, spinal and cervical disorders. He is an Associate Professor of Surgery at Mercer University/School of Medicine, Macon, GA, USA. He received his Medical Degree from Yerevan State Medical University in 1987.

Following that, Dr. Grigorian completed his clinical training in the Scientific Research Institute of Neurosurgery in Moscow, Russia. In 1991, he completed a full course of neurosurgical residency at the University of Medicine and Dentistry in Newark, NJ, followed by a fellowship at Albert Einstein School of Medicine in New York City. In 2004, he received his PhD from the National Institute of Health in Armenia. Since 2000, Dr. Grigorian has actively participated in the cooperation between Mercer University (USA), National Institute of Health (Armenia) and Yerevan State Medical University. He organized an exchange program with both institutions which led to extensive training groups of Armenian medical students and young faculty members in the U.S. He also sponsored and organized the creation of the first regional sleep laboratory in Red Cross Hospital in Yerevan. He was a faculty member of the 2007 Armenian Medical Congress, and is currently a member of the panel of advisers for the Regional Stroke Center.



*"Armenia Fund gives an opportunity for professionals in the Armenian Diaspora to contribute their ideas and creative potential towards the goals of economic and social development of*

*Armenia and Artsakh. It is a great privilege to be able to participate in directing one of the most important efforts to help Armenia and Artsakh prosper."*

**Kharen Musaelian** is presently the Managing Director and Co-Head of Propriety Trading at Merrill Lynch where he is co-heading trades across asset classes and geographic locations. He was born in Yerevan and earned his MS in Physics from the Moscow Institute of Physics and Technology in 1990. He earned his PhD in Physics from the University of Rhode Island in 1993 and Postdoctoral Fellowship at the University of Wisconsin in 1995. He started his career at JP Morgan Proprietary Trading (1995-2006) where he traded bonds and derivatives for JP Morgan's account. Kharen is married and has three children.



*"I believe in Armenia Fund's vision as well as its mission for a better Armenia. This has always incentivized me to be actively part of this mission by contributing to it in whatever capacity. Joining the Board in May of this year has been one additional means towards achieving my stated objective."*

**Jean-Jacques Hajjar, PhD**, is an active member and supporter of the local Armenian community where he has served on the St. Stephen's Armenian Elementary School Board of Directors in Watertown, MA for the past six years. Born and raised in Beirut, Lebanon, Hajjar attended MIT where he earned a doctorate in Electrical Engineering. He has since worked at Polaroid Corporation and is currently at Analog Devices, a semi-conductor integrated circuit company. He is on the engineering staff and also an engineering manager within the research and development division with responsibilities for developing electro-static protection circuitry and physical device models. He lives in Lexington, MA, with his wife Nicole, and his three children.



*"I joined Armenia Fund because, one day, I hope that the people of my homeland can have the same opportunities that I have had in the United States."*

**Zara Ingilizian** is a Senior Marketing Director at Kraft

Foods, the largest food corporation in the United States. She oversees the strategic direction of an \$850 million dollar portfolio and is responsible for the delivery of its market share, revenue, and profit growth targets. She has extensive background in the development of marketing platforms - communication and new products - and known for her ability to revitalize challenged businesses. Over the years, she has marketed many of America's favorite brands such as Maxwell House, Honey-Comb, Cool Whip, and Jell-O. Zara has also held positions in Finance and Sales Planning departments of Kraft Foods. She has volunteered for Armenian organizations, including Armenia Fund's Young Professionals committee, and also sits on the marketing committee of Kraft Foods Employee Fund which provides assistance to various community service organizations in the Chicago area. Zara was born in Yerevan, Armenia. She holds a degree in Marketing & Finance from New York University and has completed the Management Training Program at the University of Chicago Graduate School of Business.