

## ARMENIA

### Triple Results through Active Collaboration

#### *Adoption of New Water Saving Technologies, Participation in Training and Accessing Credit*

*Harutyun Hovhannisyan, a farmer from Avshar village has a history of adopting new technologies. Back in 1996, under another program implemented by ACDI/VOCA he built a solar dryer to produce dried tomatoes. During 2008, he collaborated as a demonstration site farmer, upgraded his water management skills through training and then successfully applied for an investment loan to upgrade his farming operation.*

Land cultivation is the family business of Harutyun Hovhannisyan. His parents, sister, brother are agronomists by profession. Since 1985, they have been involved in vegetable production in greenhouses, but fully acknowledge that in order to meet current challenges and requirements they should continuously study and improve their skills. After hearing about the Water to Market Activity of Millennium Challenge Account-Armenia, Harutyun expressed his willingness to collaborate. The collaboration started in April, 2008 as a demonstration site farmer. Harutyun has a greenhouse of 3000m<sup>2</sup>, on part of which (1500m<sup>2</sup>) the Water to Market Activity's On-Farm Water Management (OFWM) component has installed a drip irrigation system.

## SUCCESS STORY



Previously used surface irrigation.

*"Drip irrigation system is very effective and easy to manage. It is easier to combine other cultivation practices with this irrigation system."*

*- Harutyun Hovhannisyan, farmer from Avshar village*



Drip irrigation system, which is demonstrated to neighboring farmers as a best practice.

ACDI/VOCA, in partnership with ARCADIS Euroconsult (Netherlands) and VISTAA (Armenia), was awarded an \$18.4 million contract to implement the 5-year Water-to-Market (WTM) Activity as part of the Millennium Challenge Armenia Program.

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Following the recommendations of OFWM component, Harutyun combines irrigation and fertilization as in this case fertilization is more effective. In the sense of efficiency it is not only easily manageable but also economical. The drip irrigation method uses less water and irrigates the same area in a shorter period of time. As a part of the demonstration activity, OFWM provided two soil moisture sensors, one meter and two tensiometers to schedule irrigation more effectively.



Tensiometers for better irrigation scheduling.

### Knowledge and Adoption of New Technologies

On the recommendation of OFWM, Harutyun also participated in On-farm Water Management Training to improve his skills. *“Any training gives an opportunity to share experience and have networking with other farmers”*, says Harutyun. Based on the skills and knowledge gained during the trainings and on his own experience, he applied to “Farm Credit Armenia” Universal Credit Organization for an investment loan within the framework of the Water to Market Credit Program.

*“If previously with the surface the irrigation took 8-9 hours, now it takes only 1.5-2 hours and as a result it uses three times less water. When at the end of the irrigation season the irrigation water fee is three times less, the efficiency of this irrigation system becomes obvious.”*

- Harutyun Hovhannisyan, farmer from Avshar village



The new heating system of the greenhouse, purchased through credit.

The loan of 8.5 million AMD was used to install a drip irrigation system on the other part of the greenhouses (1500m<sup>2</sup>), install a heating system in the greenhouse and establish a vineyard of 1.2 ha.



Pipes of heating system are already installed.

The loan term is six years and the interest rate is 6.9%. Harutyun's repayment schedule is based on the cash flow of his farm. He is pleased with the service from Farm Credit Armenia and with the terms of his loan.

ACDI/VOCA helped Harutyun install a drip irrigation system on 1500m<sup>2</sup> of his greenhouse; provided two soil moisture sensors; one meter and two tensiometers to schedule irrigation more effectively.

“Farm Credit Armenia” Universal Credit Organization provided an investment loan of 8.5 million AMD for six years with 6.9% interest rate in order to install a drip irrigation system on the other part of the greenhouse (1500m<sup>2</sup>), install a heating system and establish a vineyard of 1.2 ha.