**Project:** develoPPP Antes - Summary of develoPPP project “Creation of Framework Conditions for the Grafting of Indigenous Grape Varieties in Armenia”

**PN:** 2012.1003.8-105.85

**AV:** Kathinka Kurz

**Project manager:**  Annika Powitz

**Project coordinator:** Aram Babayan

**Activity**: Development and implementation of the training program “Nursery management, selection and grafting of the wood/grape”

**Period:** 02. 2021-11.2021

1. **Brief information about the project**

In late 1990s, the Armenian wine production started to recover slowly. For the past five years, the volume of wine production has grown by 14% on average. Large investments, especially in procurement of new advanced technology and improvement of production processes, have been made in the wine sector in the past years (estimated amount - about 30 m. dollars). Foreign investments are increasing to establish vineyards and wine production in Armenia, most of which have export purposes.

Grape production, which in the past was mostly carried out by independent small parcels, is now being carried out by the wineries in to control the quality of the grape, yields and grape varieties. However, this involves many challenges because laboratories and research institutions are not sufficiently covering all challenges.

In this regard, there is a lack of professional vine grafting services which deals with vine selection, grafting other aspects of nursery management. Another, even bigger challenge is the fact that around 70% of all Armenian vineyards are ungrafted. This means that they can be destroyed by a pest phylloxera (Phylloxeridae), which has started to spread in Armenia.

There is also no legal framework for vine grafting, certification etc. and the distribution of roles between different state institutions is not clear. Another challenge is the lack of specific training programmes for vine selection, vine grafting and management of vine nurseries.

The development partnership (EPW) “Creation of Framework Conditions for the Grafting of Indigenous Grape Varieties in Armenia” with the company Antes Weinbau Service GmbH and GIZ started in March 2020 and has a term of 3 years.

Antes is a family company based in Heppenheim. The Armenian National Agricultural University (ANAU), Vine and Wine Foundation of Armenia (VWFA) and the Armenian company Vinnovation will play an important role as a multiplier. In cooperation with ANAU, a short training programme is to be developed with the aim of anchoring the knowledge and skills of ANTES and the University of Geisenheim in the educational system of Armenia.

The goal of the develoPPP project is to improve necessary legal and technical framework conditions for saving indigenous grape varieties in Armenia.

1. **Context and current situation in the field of assignment**

The creation of a legal framework for grafting, certification of grafted vines and establishment of control mechanisms is an important first step for the selection and grafting of local grape varieties and a fundamental measure for the development of the wine sector. It is important, especially for small and medium-sized producers who do not have the financial and technical capacities to do this work themselves. Due to the absence of an up-to-date training programme for the nursery management and grape grafting there is a lack of specialists with the knowledge and skills needed for the establishment of a professional nursery.

In this regard, elaboration of a training programme is an essential important step for the success of the project. The training programme will be established in cooperation with Antes GmbH in order to integrate up to date practical knowledge and experience. Simultaneously, the specialties of Armenian grape production and grape varieties will be considered in the training programme.

**Conditions of the assignment**

* 1. **Objective of the assignment**

The goal of the assignment is to support the elaboration and implementation of the training programme “Nursery management, selection and grafting of the wood/grape”. For the elaboration of the programme the expert will participate in the ToTs organised in Antes and after the ToTs, the consultant will train the selected candidates in Armenia. The training will consist from theoretical and practical parts.

* 1. **Tasks and deliverables**

| **Task** | **Deliverable** | **Timeline** | **Expert days** |
| --- | --- | --- | --- |
| 1. **Participation in the ToT** | | | |
| Topics of the ToT:  1.1. Grafting preparation.  1.2. Grafting, packing of the plants.  1.3. Heating plants, packing out, waxing etc.  1.4. Selection, control of the nursery field, selection of wood for next grafting.  1.5. Taking plants out of nursery field, sorting and inspection of theplants, waxing and diving, packing for selling and sorting of plants. | Confirmation of participation by Antes.  Agenda of the practical training (1) | February, 2021 | 5 |
| Confirmation of participation by Antes.  Agenda of the practical training (2) | March, 2021 | 5 |
| Confirmation of participation by Antes.  Agenda of the practical training (3) | May, 2021 | 6 |
| Confirmation of participation by Antes.  Agenda of the practical training (4) | August, 2021 | 1 |
| Certificate of participation by Antes.  Agenda of the practical training (5) | November, 2021 | 6 |
| 2. Based on the ToT delivering of the training in Armenia with the following topics |  |  |  |
| 2.1. Grafting preparation | Practical training in the field (1) | February-March 2021 | 5 |
| 2.2. Grafting, packing of the plants | Practical training in the field (2) | March-April 2021 | 5 |
| 2.3. Heating plants, packing out, waxing etc. | Practical training in the field (3) | May 2021 | 6 |
| 2.4. Selection, control of nursery field, selection of wood for next grafting | Practical training in the field (4) | August 2021 | 1 |
| 2.5. Selection, control of nursery field, selection of wood for next grafting | Practical training in the field ( | November 2021 | 6 |
| 3. Develop a final report including photos from all the activities | Final report submitted and approved by GIZ | November 2021 | **2** |
| **Total expert days** | | | **48** |

**3.3 Total working days**

The contract will be carried out in Armenia for a period of 10 months. Within this period, the contractor provides all the services described above and is paid for up to 23 working days in Germany, 2 travel days and 25 working days in Armenia, in total up to 50 working days. The contract includes up to 5 trips to Germany.

**3.4. Coordination and communication**

* The Consultant will report to DeveloPPP Projects Coordinator Aram Babayan (aram.babayan@giz.de).
* The Consultant shall comply with GIZ regulations for procurement and/or service provision.
* All the personal data (names, surnames, contact details, emails, phone numbers etc.) processed before, during and after the assignment and related to it should be treated as confidential, transferred to GIZ and by no means disclosed to other parties.

**3.5. The Consultant should meet the following requirements:**

* Relevant qualification (enology, wine business, wine chemistry) and over 5 years of international experience of consulting the wine and viticulture sector; PhD will be regarded as an asset;
* Proven experience of developing and conducting presentations, workshops, and seminars for the wine and grape producers;
* Experience of advisory and consultancy of wine and grape producers
* Proven experience of elaborating handbooks/manuals for the wine and vine sector is an asset;
* Prior experience working with international organisations and state agencies is a must;
* Fluency in English;
* Flexibility and ability to meet tight deadlines; ability to travel to Germany

The Technical Offer should include:

* CV
* other relevant documents (e.g. research papers, articles, publications, etc.)