

**Project Acronym:** LIFE GAIA Sense  
**Grant Agreement number:** LIFE17 ENV/GR/000220  
**Project Title:** LIFE GAIA Sense: Innovative Smart Farming services supporting Circular Economy in Agriculture

## DELIVERABLE

### Informative Meetings report, including list of demonstration parcels and telemetric stations network deployment plan

<b>Type of Document</b>	Deliverable
<b>Contractual date of delivery</b>	11/2018
<b>Deliverable Leader</b>	NP
<b>Status – version, date</b>	Final version – v.1.1, 28/06/2019
<b>Action</b>	A1

<b>Project co-funded by the European Commission within the LIFE 2014-2020 programme</b>		
<b>Dissemination Level</b>		
<b>P</b>	<b>Public</b>	
<b>C</b>	<b>Confidential, only for members of the consortium and the Commission Services</b>	<b>X</b>

As this report is confidential, the uploaded document does not contain all the information/content and all the chapters that were included at the “original” report.

## Executive Summary

The purpose of the deliverable “Informative meetings report, including list of demonstration parcels and telemetric stations network deployment plan”, is to present the organization of the 13 events that took place from October to November 2018 in Greece, Spain and Portugal.

The goal of these events was twofold namely to communicate the goals, methods and objectives of the project to the wider audience of the 13 cooperatives that have already been chose to participate in the project and to retrieve information about the cultivation practices and challenges of the farmers.

The deliverable includes all the information about the preparation, organization and conduction of the meetings as well as their results.

Role	Name (Organisation)
<b>Deliverable Leader:</b>	K. Mastrogiannis (NP)
<b>Contributors:</b>	N. Marianos, K. Mastrogiannis, K. Michos, (NP) I. Galatoulas (GAIA)
<b>Reviewers:</b>	V. Tsafaraki. I. Kalyva (GAIA)
<b>Approved by:</b>	K. Mastrogiannis (NP)

Version	Date	Contributor(s)	Description
0.1 – 0.9	23/10/2018	N. Marianos, K. Mastrogiannis, K. Michos (NP), I. Galatoulas (GAIA)	Draft versions for internal review
1.0	30/11/2018	N. Marianos, K. Mastrogiannis, K. Michos (NP), I. Galatoulas (GAIA)	Final version
1.1	28/06/2019	A. Baglatzi (NP)	Revised version
1.1.S	15/09/2020	V. Pyrgiotis (NP)	Summary



## Table of Contents

Executive Summary .....	2
Table of Contents .....	4
Table of Figures .....	5
List of Tables.....	5
Definitions, Acronyms and Abbreviations.....	6
1. Introduction.....	7
1.1. Project Summary.....	7
1.2. Document Scope.....	7
2. Informative meetings report - Summary.....	7



## Table of Figures

Figure 1: Locations and dates of the Informative Meetings ..... 9

## List of Tables

Table 1 Information about the 13 events at the different demonstration areas of the project ..... 8

## Definitions, Acronyms and Abbreviations

Acronym/Term	Explanation
<b>CE</b>	Circular Economy
<b>CONFAGRI</b>	Confederação Nacional das Cooperativas Agrícolas e do Crédito Agrícola de Portugal CCRL
<b>COSTEIRA</b>	VIÑA COSTEIRA SCG
<b>GAIA</b>	GAIA EPICHEIREIN ANONYMI ETAIREIA PSIFIAKON YPIRESION
<b>MIRABELLO</b>	Agricultural Cooperative Partnership Mirabello Union S.A.
<b>NP</b>	NEUROPUBLIC AE PLIROFORIKIS & EPIKOINONION
<b>SF</b>	Smart Farming
<b>VELVENTOS</b>	Agrotikos Synetairismos Epexergasias kai Poliseos Oporokipeftikon Proionton (ASEPOP) Velventou SYN.P.E
<b>ORESTIADA</b>	Enosi Agrotikon Synetairismon Orestiadas
<b>AIGINA</b>	Omada Paragogon Kelyfotou Fistikiou Aiginas
<b>ELASSONA</b>	Agrotikos Synetairismos Fytikis kai Zoikis Paragogis – Enosi Elassonas
<b>DRAMA</b>	Enosi Agrotikon Synetairismon Dramas
<b>SPEKO – PESKO</b>	SPEKO-PESKO Kinopraxia Agrotikon Synetairismon Pierias
<b>KIATO</b>	Geoponiki Kiatou
<b>STYLIDA</b>	Stylis Olive Producers Cooperative
<b>THESTO</b>	Agricultural Cooperative of Thessalian Tomato Producers
<b>THESGI</b>	Farmers’ Cooperative of Thessaly
<b>LASITHI</b>	Enosi Agrotikon Synetairismon Oropediou Lasithiou
<b>PO</b>	Producer organisation
<b>COOP</b>	Cooperative
<b>gaiatron</b>	NP Smart Farming Telemetric Station

## 1. Introduction

### 1.1. Project Summary

The main objective of the LIFE GAIA Sense project is to demonstrate Gaiasense, an innovative “Smart Farming” (SF) solution that aims at reducing the consumption of natural resources, as a way to protect the environment and support Circular Economy (CE) models.

More specifically, this project will launch 18 demonstrators across Greece, Spain and Portugal covering 9 crops (olives, peaches, cotton, pistachio, potatoes, table tomatoes, industrial tomatoes, walnuts, kiwi) in various terrain and microclimatic conditions. They will demonstrate an innovative method, based on high-end technology, which is suitable for being replicated and will be accessible and affordable to Farmers either as individuals or collectively through Agricultural Cooperatives.

Moreover, LIFE GAIA Sense aims to promote resource efficiency practices in SMEs of the agricultural sector and eventually, contribute to the implementation of the Roadmap to a Resource Efficient Europe. This project will demonstrate a method on how the farmer will be able to decide either to use or avoid inputs (irrigation, fertilizers, pesticides etc.) in a most efficient way, without risking the annual production. The focus is on the resource consumption reduction side of CE, and the results will be both qualitatively and quantitatively, considering the resources’ efficiency in agricultural sector.

### 1.2. Document Scope

The purpose of this deliverable is to collect and present all the information related to the Informative Meetings that were organized from October to November 2018 in Greece, Spain and Portugal. Details about the organization, conduction and outcomes are presented for each one of the 13 Use Cases that will participate in the project from the 1<sup>st</sup> year.

## 2. Informative meetings report - Summary

The project aims to cover a wide area where crops of economic importance for Greece, Spain and Portugal are cultivated. Particularly 13 demonstration areas with 9 different cultivations have been chosen for the first year of the project referred to as the Use Cases of the project

The aim of the Informative Meetings was twofold: a) To make the LIFE GAIA Sense project and its main goals known to the targeted stakeholders in each demonstration area and b) to identify the farmers willing to participate in the project.

A common ground and a common understanding had to be developed among all the involved stakeholders namely farmers, agronomists/farming advisors and consortium members. In order to achieve this, 13 meetings have been organized from September to November 2018 in Greece, Spain and Portugal.

For the selection of the places where the Informative Meetings took place, emphasis was put on the exploitation of the cooperatives that are selected to participate in the program. In order to attract as many stakeholders as possible (farmers, agronomists, farming advisors), it was decided that the Informative Meetings should take place at locations that are as close as possible to the cooperatives or at central points of the regions such as : Eastern Macedonia and Thrace, Central Macedonia, Western Macedonia, Thessaly, Central Greece, Attica and Crete. In Spain and Portugal the events took place in Lisbon and Ourense respectively and were combined with training events. In some cases, during our preparatory communications with the organizations, it was commonly agreed that a first Light Meeting

would be necessary, engaging only key persons from each cooperative, in order to fully convince them to participate to the project, present the benefits and receive the first requirements.

The following table (Table 1) provides an overview of the conducted Informative Meetings and Light Meetings and Figure 1 provides a map representation of the location of the Informative Meetings.

Organization	Location (City were the event took place)	Region	Crop	Date	Type
<b>ORESTIADA</b>	Alexandroupoli	Eastern Macedonia and Thrace	cotton	16.10.2018	Informative Meeting
<b>VELVENTOS</b>	Kozani	Western Macedonia	peach	15.10.2018	Informative Meeting
<b>AIGINA</b>	Athens	Attica	pistachio	29.11.2018	Informative Meeting
<b>ELASSONAS</b>	Larisa	Thessaly	walnut	22.11.2018	Light meeting
<b>DRAMAS</b>	Drama	Eastern Macedonia and Thrace	potato	17.10.2018	Informative Meeting
<b>SPEKO - PESKO</b>	Thessaloniki	Central Macedonia	kiwi	17.11.2018	Informative Meeting
<b>KIATO</b>	Korinthos	Peloponnese	table tomato	27.11.2018	Informative Meeting
<b>STYLIDA</b>	Lamia	Central Greece	table olives	22.11.2018	Informative Meeting
<b>THESTO</b>	Larisa	Thessaly	industrial tomato	23.11.2018	Light meeting
<b>THESGI</b>	Larisa	Thessaly	cotton	22.11.2018	Light meeting
<b>MIRABELLO</b>	Heraklion	Crete	olive	28.11.2018	Informative Meeting
<b>COSTEIRA</b>	Ourense	Spain	grape	05-06.11.2018	Informative Meeting & Training Event
<b>CONFAGRI</b>	Lisbon	Portugal	olive	30-31.10.2018	Informative Meeting & Training Event

Table 1 Information about the 13 events at the different demonstration areas of the project

Organization	Location (City were the event took place)	Region	Crop	Date	Type
--------------	---	--------	------	------	------

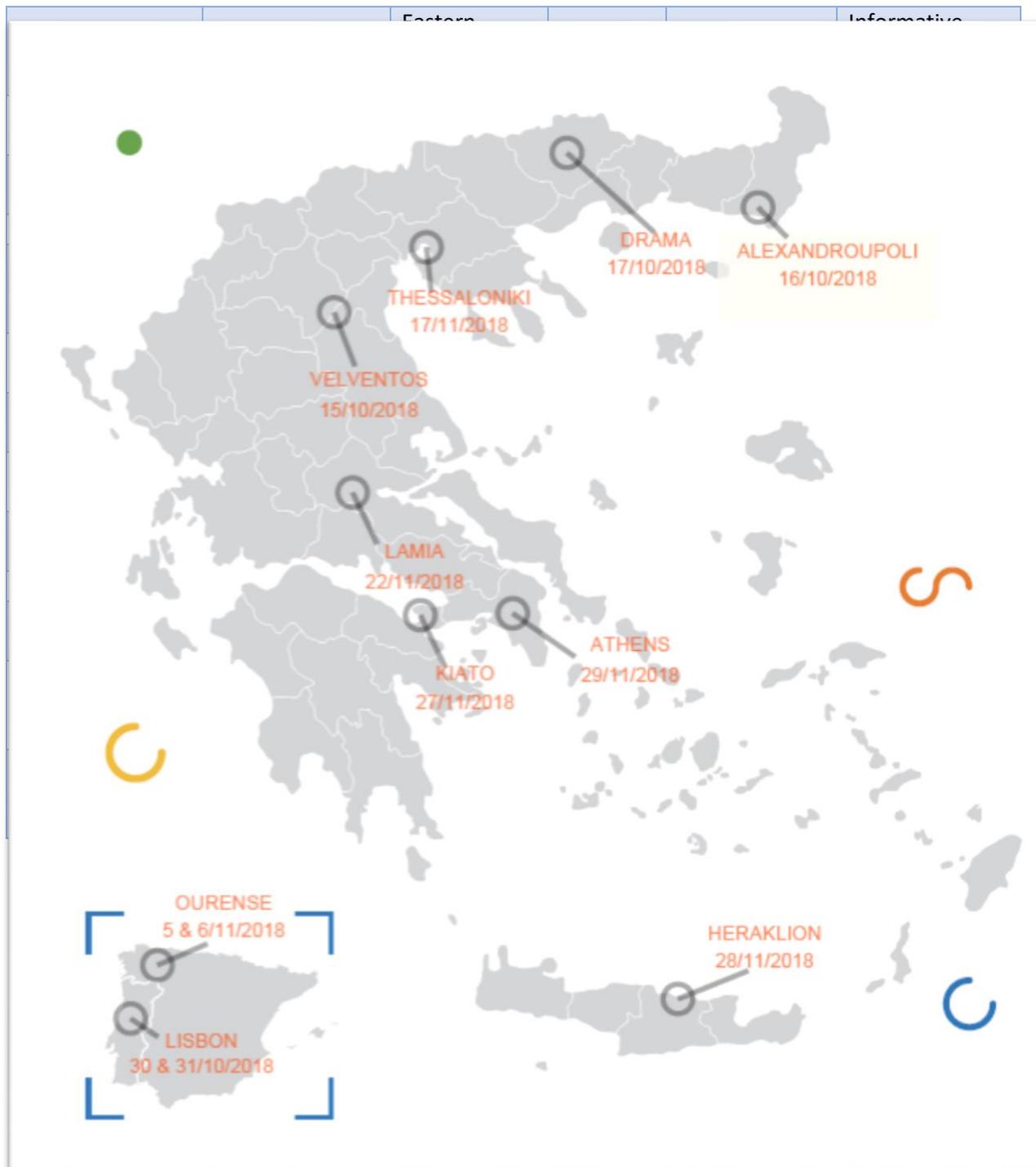


Figure 1: Locations and dates of the Informative Meetings

The Informative Meetings were comprised of presentations covering a wide range of topics including the following:

*“Consider the environment before print”*

- The overall presentation of the project and its objectives
- The consortium and the role of each partner
- The time plan of the project
- The smart farming technology and its necessity.
- The benefits of the adoption of the smart farming approach for the producers
- The link between the agricultural sector, the EU policies and the environmental issues.
- A general description of the necessary activities in order to implement the pilots.
- The tools that will be used in order to achieve the targets of the LIFE GAIA Sense project.
- The presentation and explanation of the performance indicators.

At the second part of the Informative Meetings, interviews with the stakeholders (farmers, agronomists, farming advisors) were performed in order to understand and retrieve information about the cultivation practices, the irrigation, fertilization and pest management challenges as well as the profile of the organization (what type of organization, how the products are marketed etc.). The participants of the events were mainly farmers/producers, agronomists and executive members of PO, COOP and other invited Organizations.

During the Informative Meeting, the farmers willing to participate in the project and having giatrons deployed on their parcels have been identified. In order to choose the final number and location of the parcels for deploying the giatrons the farmers have to send the location of their parcels to NP. NP will define the final number and location of the parcels participating in the project based on the giatrons' placement study. After defining the final location of the parcels, the respective farmers will be notified and further steps will be organized to sign contracts with NP and define the details (dates, etc) for deploying the giatrons.