



Scott Kohl



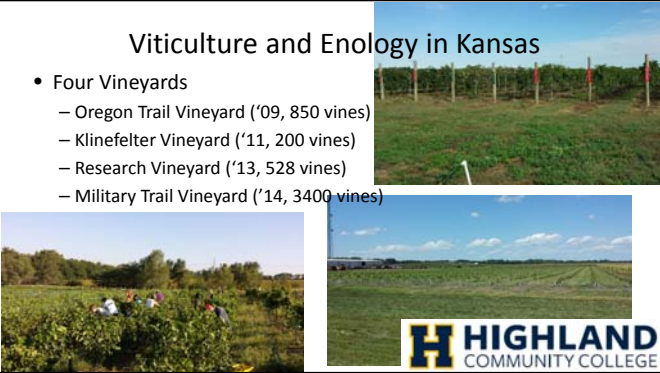


Viticulture and Enology in Kansas

- 2007 – Winery owners came to HCC
- 2007-08 – HCC offered first 2 classes
- Fall 2008 – HCC joins VESTA
- Spring 2009 – HCC plants first vines
- Spring 2010 – HCC V&E passes KBOR
- Spring 2010 – HCC V&E hires FT V&E Faculty
- Fall 2012 – HCC V&E first harvest

Viticulture and Enology in Kansas

- Four Vineyards
 - Oregon Trail Vineyard ('09, 850 vines)
 - Klinefelter Vineyard ('11, 200 vines)
 - Research Vineyard ('13, 528 vines)
 - Military Trail Vineyard ('14, 3400 vines)

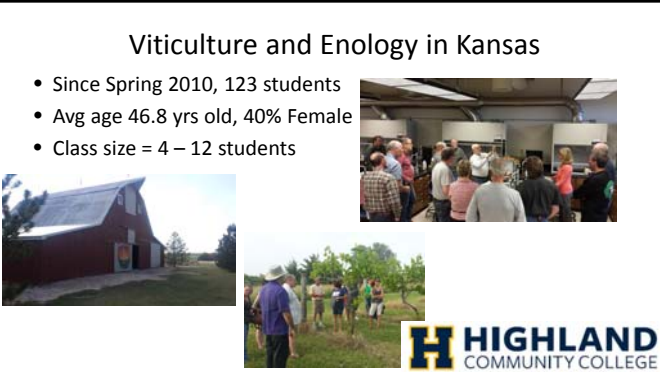

Highland Community College

VITICULTURE Technical Certificate	ENOLOGY Technical Certificate
Introduction to Viticulture	Introduction to Enology
Winery Viticulture Technology	Introduction Enology
Spring Viticulture Technology	Winery Sanitation
Summer/Fall Viticulture Technology	Winery Equipment Operation
Integrated Wine Management	Introduction to Wine Stewardship
Advanced Viticulture Management	Fall Wine Production Technology
Wine for Viticulture	Cellar Operations Technology
College Safety	Sensory Evaluation
	Wine and Must Analysis
Total	Total
37 Credits	34 Credits
Associate of Science	
College English I	College English I
College English II	College English II
College Algebra	College Algebra
Public Speaking: Oral Communication	Public Speaking: Oral Communication
College Success: Career Life Planning	College Success: Career Life Planning
Physical Education Elective	Physical Education Elective
Computer Literacy Elective	Computer Literacy Elective
Humanities Elective	Humanities Elective
Mathematics Elective	Mathematics Elective
Social Science Elective	Social Science Elective
Second Science Elective	Second Science Elective
College Biology	College Biology
College Botany	Microbiology
General Physical Science	General Chemistry
Science w/ Lab Elective	Science w/ Lab Elective
Elective or Non-Certificate Program	Elective or Non-Certificate Program
Total	Total
47 Credits	43 Credits



Viticulture and Enology in Kansas

- Since Spring 2010, 123 students
- Avg age 46.8 yrs old, 40% Female
- Class size = 4 – 12 students

Viticulture and Enology in Kansas

Matthew Kahl, Enology Instructor



Candice Fitch-Dietz, Viticulture Instructor




Viticulture and Enology in Kansas

- Activities

- Classes: 2 Vit and 2 Eno per semester
- Vineyard/winery visits, consultations
 - (10-20 per year)
- Attend conferences nationwide...
 - KS, NE, CO, MO, MN, CA, TX
- HCC is the “extension agent” for grapes and wine in KS.
- Whatever the industry needs!



Viticulture and Enology in Kansas

- Upcoming Activities

- Hybrid Workshop
 - Monday, April 9th
 - 1:00-5:00pm
 - \$10
- Marquette, St. Croix, Geneva Red, Corot Noir, Noiret, Steuben, Regent, Rougeon, St. Vincent, and Brianna (white hybrid)



Viticulture and Enology in Kansas

- Kansas Grape/Wine Industry

- Grapes: 1997 = 110 ac, 2010 = 342 ac, 2018 = 500+ ac
- Wineries: 2010 = “a dozen or so,” 2018 = 45 licenses (67 permits)
- KS Dept of Ag: “each acre planted = 2 new fulltime jobs in KS”
- History: KS grape acreage peaked in 1895, 7200 acres
 - 1895 Reno County had 295 ac of grapes



Viticulture and Enology in Kansas

- Economics

- Vineyard only
- Cost \$9-11,000/acre (+/-)
- First harvest in year 3 or 4
- Vines last 15-20 years
- Avg harvest = 3 tons/acre
 - KS grapes sell for \$1,500/ton
- Farming costs = \$1,800/ac/yr
- Break even = Year 6 - 8
 - Farm equipment purchases not included



Viticulture and Enology in Kansas

- Economics

- Winery only
- Pay \$1,500/ton of KS grapes
- 60 cases wine/ton (720 bottles/ton)
- Winery costs = \$50/case → \$3,000/ton + grapes → \$4,500/ton
- Costs: 3 tons grapes per acre → winery costs = \$13,500/acre
- Revenue: Avg price per bottle \$15 = \$10,800/ton
- 3 tons/ac grapes → \$32,400/ac wine (gross)
 - Winery equipment purchase not included



Viticulture and Enology in Kansas

- Economics

- Vineyard + Winery

- Cumulative costs for both in 4 years: **\$29,700/acre**
 - Assuming first harvest in year 4
- Cumulative revenue from first vintage: **\$32,400**
 - Assuming all wine is sold in year 5
- Net revenue from first vintage: \$2,700
 - Revenue after 4 years = \$0
 - Marketing, tasting room costs *not included*
 - Vineyard and Winery equipment *not included*



Viticulture and Enology in Kansas

- Obstacles to the Grape and Wine Industry in Kansas
- Vineyards
 - Climate (cold, wet)
 - Climate Change
 - Herbicide Drift
- Wineries
 - Tedious regulations
 - Licensing
- Both
 - Capital investment



Viticulture and Enology in Kansas

- Stimulants to the Grape and Wine Industry in Kansas
- Vineyards
 - Climate (sun, wind)
 - Water (0.15 Ac-Ft/yr)
 - New industry
- Wineries
 - New/small Industry
 - Helpful regulations

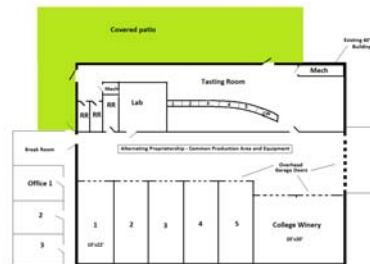


Viticulture and Enology in Kansas

- How HCC plans to assist with capital investment obstacles
 - Winery Incubator in Wamego
 - Up to six wineries in the building including:
 - Highland Vineyards and Winery, LLC



Viticulture and Enology in Kansas



Highland Vineyards and Winery plus up to 5 start-up wineries sharing equipment and tasting room. The shared production area is called Alternating Proprietorship.



Viticulture and Enology in Kansas

- Start-ups will pay rent to be in the space.
- First contract is 1 year. Six month contracts thereafter. Five year maximum.
 - Rent increases each year to encourage clients to "graduate" and move out, making room for a new client.
- Each space has 3000 Liters of tank capacity; around 500 cases of wine.
- HCC Enologist mentors client winemakers.
- Ten people have expressed legitimate interest.
 - Three have agreed to sign up, in writing.
- Hopefully up and running Fall 2018.



Viticulture and Enology in Kansas

- Vine transplanter



Viticulture and Enology in Kansas

- HCC Vine Planter
 - Labor Reduction
 - 1500+ vines per day



- Rental Rate
 - 7 cents/vine
 - \$50 per day*



Viticulture and Enology in Kansas

- Thank you for your attention.
- Questions?

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