

Discipline: Agriculture	Sub-discipline: Viticulture
General Course Title: <b>Vineyard Management</b>	Min. Units: <b>3 Semester</b>
Proposed Suffix:	
<p>Course Description:  Responsibilities of vineyard management including: diagnosis and correction of problems, vineyard development, financial projections, and budgeting, labor contracting and supervision and crop sale contracts.</p>	
Required Prerequisites or Co-Requisites <sup>1</sup>	
Advisories/Recommended Preparation <sup>2</sup>	
<p>Course Objectives: <i>At the conclusion of this course, the student should be able to:</i></p> <ul style="list-style-type: none"> <li>• Develop an annual plan of operations for a vineyard.</li> <li>• Develop a financial plan and budget.</li> <li>• Demonstrate an understanding of the process of establishing a vineyard.</li> <li>• Locate sources of vineyard materials.</li> <li>• Demonstrate understanding of principles in hiring, training and supervising of employees.</li> <li>• Understand how to contract with wineries for grape sales.</li> <li>• Learn how to research viticultural information.</li> <li>• Analyze and develop solutions for vineyard management problems.</li> <li>• Develop a plan for the establishment of a vineyard.</li> </ul>	
<p>Course Content:</p> <ol style="list-style-type: none"> <li>1. Overview of Viticulture Information <ol style="list-style-type: none"> <li>A. Reasons for being in viticulture</li> <li>B. Statistics and economic relevance</li> <li>C. The viticulture industry today – local and statewide</li> </ol> </li> <li>2. Developing a Vineyard Annual Plan <ol style="list-style-type: none"> <li>A. Dec., Jan. Feb. activities</li> <li>B. Mar. Apr., May activities</li> <li>C. June, July, Aug. activities</li> <li>D. Sept., Oct., Nov. activities</li> <li>E. Cultural activity timeline</li> <li>F. Business activity timeline</li> </ol> </li> <li>3. Vineyard establishment <ol style="list-style-type: none"> <li>A. Site selection and evaluation</li> <li>B. Variety selection</li> <li>C. Identify materials needed and sources</li> </ol> </li> <li>4. Labor Management <ol style="list-style-type: none"> <li>A. Principles of hiring</li> <li>B. Supervising employees</li> <li>C. Training employees</li> <li>D. Use of labor contractors</li> </ol> </li> </ol> <p><b>Vineyard Management (Content Continued)</b></p> <ol style="list-style-type: none"> <li>5. Financial Planning</li> </ol>	

<sup>1</sup> Prerequisite or co-requisite course need to be validated at the CCC level in accordance with Title 5 regulations; co-requisites for CCCs are the linked courses that must be taken at the same time as the primary or target course.

<sup>2</sup> Advisories or recommended preparation will not require validation but are recommendations to be considered by the student prior to enrolling.

<ul style="list-style-type: none"> <li>A. Budgeting</li> <li>B. Loan applications</li> <li>C. Contracting with a winery for sales</li> </ul> <p>6. Researching Viticultural Information</p> <ul style="list-style-type: none"> <li>A. Cooperative Extension</li> <li>B. Written publications</li> <li>C. Internet</li> <li>D. Evaluating information</li> </ul> <p>7. Vineyard Management Problems</p> <ul style="list-style-type: none"> <li>A. Pests, disease and insect problems</li> <li>B. Soil and irrigation problems</li> <li>C. Crop estimating</li> <li>D. Techniques for improving crop quality</li> </ul> <p>Laboratory Activities: Individual Laboratory Activities are designed to support course objectives.</p>	
<p>Methods of Evaluation: Lecture Comprehensive Quizzes and Exams Written Critical Thinking Scenarios Problem Analysis and Solution Research and Term Papers</p>	<p>Methods of Evaluation: Laboratory Laboratory Skill Validation by Observation Laboratory Projects and Reports Laboratory Research Projects and Reports Laboratory Skill Practicum Exams</p>
<p>Typical Textbooks, Manuals, or Other Support Materials</p> <p style="text-align: center;"> <u>General Viticulture</u>, Winkler, Kliewer, Lider,  University of California Press, 1974.  <u>Grower's Guide to Environmental Regulations and Vineyards</u>,  California Association of Wine Growers.  <u>Sample Winery Contracts</u>, Local Wineries  <u>California Farm Record Book</u>, UC Cooperative Ext. </p>	
<p><b>Statewide Articulation: Transfers as lower division elective</b></p>	
<p>FDRG Lead Signature: _____ Date: _____</p>	
<p>Mark E. Bender, PhD CSU Stanislaus</p>	
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