Business to be reviewed by Curriculum Committee:
    Approval of Curriculum Committee Minutes- October 1, 2013

New Courses:
    Following to be presented by Mariah Beck:
        • MTH 63- Using the Scientific Calculator
        • MTH 93- Using the Graphing Calculator

    Following to be presented by Dale Champion
        • Making Sense of Science

New Programs:
    Following to be presented by Chris Lake:
        • Wine Business and Entrepreneurship

Program Revisions
    None

Course Revisions:
    Following to be presented by Geoffrey Brownell:
        • NRS 11- Nursing Assistant

    Following to be presented by Mariah Beck:
        • MTH 111- College Algebra

Informational Items:
    • None
Business to be reviewed by Curriculum Committee:
Approval of Curriculum Committee Minutes- None

New Courses:
Following to be presented by Chris VanDyke- Pages 2-16:

- **HRM-176 Responsible Alcohol Service & Bar/Beverage Managements** Move forward to IC with the following changes:
  - Need to change “CTE Department Hospitality” to “CTE Department Culinary”
  - Proposed Implementation date of Fall 2014
  - 22 clock hours
  - Activity Code: 210
  - Outline needs to contain Week 11
  - Requirement that student must be Age 18 or older
  - On Page 4 of 4: ✔ Certificate as Course Information
  - Cost of Course ✔ and Revenue / Cost Recovery Calculated

- **HRM-177 Program Hospitality/Restaurant Management** Move forward to IC with the following changes:
  - Need to change “CTE Department Hospitality” to “CTE Department Culinary”
  - Length in Weeks: **11** (missing on Page 1)
  - Proposed Implementation date of Fall 2014
  - 22 clock hours
  - Activity Code: 210
  - Outline needs to contain Week 11
  - On Page 4 of 4: ✔ Certificate as Course Information
  - Cost of Course ✔ and Revenue / Cost Recovery Calculated

- **HRM- 178 Hospitality/Restaurant Management** Move forward to IC with the following changes:
  - Need to change “CTE Department Hospitality” to “CTE Department Culinary”
  - Term Offered “TBD”
  - Proposed Implementation date of Fall 2014
  - 22 clock hours
  - Activity Code: 210
  - Outline needs to contain Week 11
  - On Page 4 of 4: ✔ Certificate as Course Information
  - Cost of Course ✔ and Revenue / Cost Recovery Calculated

- **HRM-230 Principles of Hospitality/Restaurant Industry Cost Controls** Move forward to IC with the following changes:
Need to change “CTE Department Hospitality” to “CTE Department Culinary”

Proposed Implementation date of Fall 2014

22 clock hours

Activity Code: 210

Outline needs to contain Week 11

On Page 4 of 4: ✔ Certificate as Course Information

Cost of Course ✔ and Revenue / Cost Recovery Calculated

New Programs:
Following to be presented by RuthAnn Seim & Jesse Morrow:

- Saw Filer Certificate Pages 18-20 Move forward to IC with the following changes:
  - Uncheck the first two Other Program Impact boxes as they were incorrectly checked
  - Regarding the “attached” list of proposed courses, the **Saw Filer Electives” should be called “Saw Filer Additional Related Courses”

- Saw Filer AAS Pages 21-23 Move forward to IC with the following changes:
  - Uncheck the first two Other Program Impact boxes as they were incorrectly checked
  - Regarding the “attached” list of proposed courses, the **Saw Filer Electives” should be called “Saw Filer Additional Related Courses”

Following to be presented by Chris VanDyke Pages 41-46:

- Hospitality & Restaurant Program Committee’s recommendation is for Chris to present this to the IC committee to gain assistance and approval of his request to have this notational program and its associated courses put into our catalogue, even though UCC will not be offering the classes on campus.

Following to be presented by Chris Lake Pages 47-117:

- Viticulture & Enology- Wine Business & Entrepreneurship Degree Committee’s recommendation is for Chris to present this to the IC committee to gain assistance and approval of his request to have this notational program and its associated courses put into our catalogue, even though UCC will not be offering the classes on campus.

Program Revisions
Following to be presented by RuthAnn Seim & Jesse Morrow Pages 118-123:

- Electrician Apprenticeship Cert – Withdraw the requested proposed changes at this time

- Industrial Mechanic & Maintenance Technology Cert Move forward to IC with the following changes:
  - Change the Effective for Catalog Year and Term from FA 2013 to be FA 2014
Also – please add to the purpose of the request: “this change will align the electives to the other community colleges that participate in the Oregon Community College Apprenticeship Consortium.”

- Industrial Mechanic & Maintenance Technology AAS Move forward to IC with the following changes:
  - Change the Effective for Catalog Year and Term from FA 2013 to be FA 2014
  - Also – please add to the purpose of the request: “this change will align the electives to the other community colleges that participate in the Oregon Community College Apprenticeship Consortium.”

Following to be presented by Martha Joyce Pages 124-125:
- Retail Managements Certificate Approved and moved to the Consent Agenda

Course Revisions:
Following to be presented by Martha Joyce Pages 126-133:
- BA 160- Accounting for Managers Approved and moved to the Consent Agenda
- BA 214- Business Communications Approved and moved to the Consent Agenda

Informational Items: Did not have time to present the following at the meeting:
- CCWD Approvals & Denials- Joan Campbell
- Welding Catalogue Course Descriptions- Ian Fisher Page
Course title: **Using the Scientific Calculator**

X________________________________________

Supervisor Signature:

Division **Arts and Sciences**  Department **Mathematics**

Course No **Mth 63** Title **Using the Scientific Calculator** Terms Offered **F,W,S**

Credits 1  Lecture hrs/wk 1

Banner Pre-req.or Co-requisite **Mth 60**  Length (wks) **11 wks (may vary)**

Proposed implementation date Term **Fall** Year **2014** Grading Option **P/NP** Load Factor 1

Catalog Course Description:

**This course is an introduction to the scientific calculator. Topics include: operations using real numbers, evaluating expressions, fractions and decimals, correct use of significant digits, powers and roots, memory functions, and scientific notation. This course does not cover graphing.**

---

**VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY**

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department

☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap: Indicate departments and courses

none

COURSE DEVELOPED BY Mariah Beck DATE: October 2013

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Using the Scientific Calculator

Developed By: Mariah Beck

Development Date: October 2013

COURSE DESCRIPTION:

This course is an introduction to the scientific calculator. Topics include: operations using real numbers, evaluating expressions, fractions and decimals, correct use of significant digits, powers and roots, memory functions, and scientific notation. This course does not cover graphing.

COURSE OUTCOMES:

Upon successful completion of the course, the student will be able to:

1. Identify the keys and the display indicators on a scientific calculator.
2. Change settings and modes on the scientific calculator.
3. Perform basic operations of real numbers using order of operations.
4. Evaluate expressions by replacing variables with real numbers.
5. Find answers in both fractional and decimal form.
6. Recognize exact versus approximate solutions and use significant digits correctly.
7. Calculate powers and roots.
8. Enter and correct using the edit, insert, and delete keys.
9. Use the memory functions and the ANS function.
11. Confirm answers found algebraically using a scientific calculator.
12. Research on the internet to find information on using the scientific calculator.
REQUIRED TEXT/MATERIALS:
TI 36X Pro, or TI-84/ TI-83 family graphing calculator

OUTLINE: [Topics taught by week 1-10.]
Week 1  Introduction to the calculator
Week 2  Operations using real numbers and order of operations
Week 3  Operations using real numbers and order of operations
Week 4  Fractions and decimals
Week 5  Significant digits and pi
Week 6  Powers, roots, and reciprocal
Week 7  Evaluating expressions
Week 8  Scientific Notation
Week 9  Memory Functions
Week 10  Researching on the internet
Week 11  Final Assessment
New Course title: Using the Scientific Calculator

Mth 63: Using the Scientific Calculator

Student need for course:

In order to be successful in Mth 60 and higher math courses a student needs to be able to correctly use a scientific calculator. Students entering UCC come with a wide variation in calculator skills. This course will serve students who are lacking in these needed calculator skills.

During the 2009/2010 academic year the Math/CTE project collected information from all the CTE programs on campus. Many of the CTE programs reported that their students were lacking in basic math skills – percentages, fractions, decimals, integers, measurement, estimation, and calculator use. One of the proposals from the CTE/Math project was to create mini-courses on campus that provide students with instruction in these topics.

Course Information:

☐AA  ☐AS  ☐AAS  X☐ Below 100 level ☐Elective  ☐Certificate

☐ AAOT (Area of distribution): ________________

Cost of this course:

☐ No additional instructional costs (staff, material, equipment, or facilities) are required. The cost of this course will be covered by (i.e. fewer sections of _______ course):

X☐ Additional instructional costs (staff, materials, equipment or facilities) are needed to offer this course. Itemize and estimate: This course will require an increase of 3 ILC’s per year to the math budget at an estimated cost of $2470 per year. ($610 PT salary per ILC with 35% increase for associated salary costs)

Course impact on:

a. Student enrollment in other courses: This course will increase enrollment in other courses due to student success and retention.

Disposition: Signature Date Recommendation

______________________________  __________________________
Curriculum Committee Chair Vice President of Instruction
Course title: Using the Graphing Calculator

X________________________________________
Supervisor Signature:

Division Arts and Sciences  Department Mathematics

Course No Mth 93 Title Using the Graphing Calculator Terms Offered F,W,S

Credits 1  Lecture hrs/wk 1

Banner Pre-req. or Co-requisite Mth 95  Length (wks) 11 (may vary)

Proposed implementation date Term Fall Year 2014 Grading Option P/NP Load Factor 1

Catalog Course Description:

This course is an introduction to the graphing calculator. An emphasis will be on graphing and the skills necessary for Mth 111. Topics include: evaluating expressions, correct use of significant digits, graphing functions, solving equations graphically, scatter plots and regression equations, and using the tools of the graphing calculator to explore the properties of a graph.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department

☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap Indicate departments and courses

none

COURSE DEVELOPED BY Mariah Beck DATE: October 2013

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Using the Graphing Calculator

Developed By: Mariah Beck

Development Date: October 2013

COURSE DESCRIPTION:

This course is an introduction to the graphing calculator. An emphasis will be on graphing and the skills necessary for Mth 111. Topics include: evaluating expressions, correct use of significant digits, graphing functions, solving equations graphically, scatter plots and regression equations, and using the tools of the graphing calculator to explore the properties of a graph.

COURSE OUTCOMES:

Upon successful completion of the course, the student will be able to:

1. Identify the keys, screens, menus, modes, and status indicators on a graphing calculator.
2. Evaluate arithmetic and formula expressions using order of operations and scientific notation.
3. Edit arithmetic and formula expressions.
4. Recognize exact versus approximate solutions and use significant digits correctly.
5. Utilize memory to store, recall, and use numeric values and expressions.
6. Graph functions, adjusting the window to display the appropriate features of the graph.
7. Use the tracing, zoom, tables, and menu features to explore the properties of a
graph.
8. Solve equations and inequalities both graphically and using the SOLVE feature.
9. Draw scatter plots, find regression equations, and interpret the fit.
10. Confirm answers found algebraically using a scientific calculator.
11. Research on the internet to find information on using the scientific calculator.

REQUIRED MATERIALS:
TI-84/ TI-83 family graphing calculator

OUTLINE: [Topics taught by week 1-10.]
Week 1 Characteristics of the graphing calculator
Week 2 Evaluating and editing algebraic expressions
Week 3 Graphing Functions
Week 4 Exploring the properties of graphs
Week 5 Exploring the properties of graphs
Week 6 Using the graphing calculator to explore applications
Week 7 Using the graphing calculator to explore applications
Week 8 Solving equations using the graphing calculator
Week 9 Scatter plots and linear regression
Week 10 Researching on the internet
Week 11 Final Assessment
New Course title: Using the Graphing Calculator

Supervisor Signature: X______________________________________

Mth 93: Using the Graphing Calculator

Student need for course:

In order to be successful in Mth 111 and higher math courses a student needs to be able to correctly use a graphing calculator. Students entering UCC come with a wide variation in calculator skills. This course will serve students who are lacking in these needed calculator skills.

During the 2009/2010 academic year the Math/CTE project collected information from all the CTE programs on campus. Many of the CTE programs reported that their students were lacking in basic math skills—including the use of calculators. One of the proposals from the CTE/Math project was to create mini-courses on campus that provide students with instruction in these topics.

Mth 111 is a gateway course that affects the ability of students to complete their degrees. This mini-course on using graphing calculators will improve student success and retention in Mth 111.

Course Information:

☐AA ☐AS ☐AAS ☒Below 100 level ☒Elective ☐Certificate

Cost of this course:

☒ Additional instructional costs (staff, materials, equipment or facilities) are needed to offer this course. Itemize and estimate: This course will require an increase of 3 ILC’s per year to the math budget at an estimated cost of $2470 per year. ($610 PT salary per ILC with 35% increase for associated salary costs)

Course impact on:

a. Student enrollment in other courses: This course will increase enrollment in other courses due to student success and retention.

Disposition: Signature Date Recommendation

__________________________________________________________
Curriculum Committee Chair Vice President of Instruction
Document brought forward by: **Dale Champion**

Supervisor’s name  Jason Aasa  Date   10/1/2013

Course title: **Making Sense of Science & Scientific Controversies**

Division: Arts & Sci.  Department: Science           Program AAOT/OTM

Course No **TBA**  Title **Making Sense of Science & Scientific Controversies**   Offered SP 2014

Credits 4  Lec hrs/wk 3  Lec/Lab hrs/wk 0  Lab hrs/wk 3  Prac hrs/wk 0

Banner Pre-req. ?  Instructor Pre-req. none  Co-requisites none  Length (wks) 11

Proposed implementation date Term **SP**  Year **2014**  Grading Option G/P/NP  Load Factor **5.1**

**Catalog Course Description:**

VOCATIONAL TECHNICAL PROPOSALS ONLY   LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department  ☐ To be ☐ Yes ☐ No
If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)  ☐ Occupational Supplementary Support Course: Indicate all programs for which this course will be required.

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Overlap

COURSE DEVELOPED BY DATE:

**ATTACH the documents** 1. COURSE OUTLINE   2. COURSE JUSTIFICATION FORM
Course No: TBA
Course Credit: 4
Lecture Hrs/wk: 3
Lab Hrs/Wk: 3
Lecture/Lab Hrs/Wk: 0
Practicum Hrs/Wk: 0
Clock Hours: ?
Length of Course 11
Banner enforced Prerequisite: ?
Instructor enforced Prerequisite: none
Co-Requisite: none
Load Factor: 5.1
Activity Code: CIPS:

Course Title: TBA
Developed By: Dale Champion
Development Date: Oct-Dec 2013
Revision Date: NA

COURSE DESCRIPTION:

A course for non-science majors to learn about the processes and methods of scientific inquiry and how “Scientific Knowledge” (facts, laws, theories) is perceived differently from other types of knowledge. Students will develop skills to analyze and evaluate controversies involving scientific issues more deliberately. Laboratory work, student collaboration and peer review are designed to simulate the processes involved in scientific inquiry within a scientific community.

COURSE OUTCOMES:

Students completing this course will:

1. Describe the various mechanisms by which our perceptions, thinking and actions can lead to errors.
2. Describe Science as a system of error detection and correction to overcome our individual failings.
3. Describe many of the individual and collaborative processes involved in Scientific Inquiry.
4. Carry out simple inquiry based laboratory activities involving collaboration & peer review.
5. Be required to revise their thinking based on additional evidence.
6. Explain how facts, laws, theories & knowledge in general are used differently in Science.
7. Discriminate between Scientific and Pseudoscientific claims.
8. Analyze several societal issues or controversies in which scientific knowledge has relevancy.

OUTLINE: [Topics taught by week 1-10.]

Week #1: The Fallibility of the Human Mind (or it’s a miracle we’ve gotten this far):
   A. Misperception
   B. Biases
   C. Faulty Memories
   D. Recognizing Common Errors of Logic and Reasoning
   E. Scientists are Human too (nerdy but human)

Week #'s 2-8: Science as an error reducing, detection and correction system
   A. Methods & Philosophy of Scientific Inquiry
      1. What is and is not a Scientific Question?
      2. Observation, Questioning, Hypothesizing
      3. Testing, Experimental Design: Controls, Variables, Statistical Confidence
      4. Scientific Models: Value and Limitations
      5. Changing your mind based on Evidence
   B. Open Communication and Peer Review
   C. The Products of Science: Are Scientific Facts Really Facts? Why Doesn’t a Theory become a Law?
   D. Pseudoscience or just Cutting Edge Science?

Weeks #'s 9-10: Science & Society (Real and Fabricated Scientific Controversies)
   A. Our Experts Against Theirs
   B. Project Topics:
      1. Evolution, Intelligent Design, Creationism
      2. Vaccination Safety and Autism
      3. Stem Cell Research
      4. Global Climate Change and Its Causes
      5. Genetically Modified Organisms in Food Production
      6. The Truth about Area 51 (no not really, just kidding)
      7. Government Support of Basic Research
Student need for course:

To provide a Lab science elective course for non-science majors that focuses on the broader philosophy and processes of science. This understanding is needed by the average citizen to critically evaluate issues involving scientific knowledge that are impacting our society. Most 100 level science courses primarily focus on a narrower but more detailed factual content in a particular discipline (ex. microbiology) and as a result cannot cover many of the processes involved in how we came to know what we know.

Course Information:

☐ AA  ☐ AS  ☐ AAS  ☐ Below 100 level  ☑ Elective  ☐ Certificate

☑ AAOT (Area of distribution):

☐ Arts & Letters  ☐ Science/Math/Computer Science

☑ Social Sciences  ☑ Electives

☐ Approved Disciplines Studies Listings

☐ Arts & Letters  ☐ Science/Math/Computer Science

☐ Social Sciences  ☐ Human Relations

Cost of this course:

☐ No additional instructional costs (staff, material, equipment, or facilities) are required. The cost of this course will be covered by (i.e. fewer sections of _________ course):

☐ Additional instructional costs (staff, materials, equipment or facilities) are needed to offer this course. Itemize and estimate: I will teach this course in place of teaching PE 135 so no change in my salary. Replacement instructor for PE 135(5.1 ILC) will be needed.

Course impact on:

a. Student enrollment in other courses: Reduced enrollment in other 100 level lab sciences

b. Current program:

Replacement course for: Course Number: Title:

Disposition:  Signature  Date  Recommendation

Director of Curriculum Support  Vice President of Instruction
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 111 - Introduction to Viticulture and Vineyard Establishment

X Program Director Signature, Chris Lake          X Supervisor Signature, Jason Aase

VIN 111 - Introduction to Viticulture and Vineyard Establishment

Need for course: The VIN 111 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS  X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 111
Course Title: Introduction to Viticulture and Vineyard Establishment
Terms Offered: 1 Term per Year

X Program Director Signature, Chris Lake  X Supervisor Signature, Jason Aase

Credits: 4.5 Lecture hrs/wk: 4.5 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11
Proposed implementation Year: 2014 Grading Option: S Load Factor: 4.5

Catalog Course Description:
This course is designed to introduce students to viticulture in general and to current practices for establishing a commercial vineyard. Topics covered include varietal selection, site preparation, equipment, site selection, first season establishment, vine growth development and training, trellis systems, weed control, vine disease control, and pruning for training purposes. Students are required to partner with an approved vineyard to participate in the required field experience portion of the course.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)
☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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<td>Viticulture &amp; Enology</td>
<td>Fall, 2014</td>
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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Introduction to Viticulture and Vineyard Establishment

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course is designed to introduce students to viticulture in general and to current practices for establishing a commercial vineyard. Topics covered include varietal selection, site preparation, equipment, site selection, first season establishment, vine growth development and training, trellis systems, weed control, vine disease control, and pruning for training purposes. Students are required to partner with an approved vineyard to participate in the required field experience portion of the course.

COURSE OUTCOMES:

1. Demonstrate the ability to distinguish between seasonal activities in the V&E industry.
2. Demonstrate an understanding of the major vitis species in the world.
3. Demonstrate an understanding of the characteristics of grape growing regions and vitis species and hybrids suitable to the region.
4. Demonstrate the ability to select and identify viable cultivars of red and white wine grapes and table grapes.
5. Demonstrate an understanding of the basic principles of pest control and disease management, with a focus on weed control and management.
6. Demonstrate the ability to calculate number of vines per acre as a function of vine spacing and row spacing.
7. Demonstrate an understanding of the procedures involved in the proper implementation of a soil fertility program in the vineyard.
8. Demonstrate the ability to evaluate and apply proper site selection criteria.
9. Demonstrate an understanding of planting practices.
10. Demonstrate an understanding of processes and strategies involved in the first season of vineyard establishment.
11. Demonstrate an understanding of vine growth development and training.
12. Demonstrate an understanding of trellis systems.
13. Demonstrate an understanding of training practices.
14. Demonstrate an understanding of economic factors involved in vineyard feasibility.
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 111 - Introduction to Viticulture and Vineyard Establishment

Program Director Signature, Chris Lake

Supervisor Signature, Jason Aase

VIN 111 - Introduction to Viticulture and Vineyard Establishment

Need for course: The VIN 111 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair
Vice President of Instruction
NEW COURSE APPROVAL FORM - Page 2 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 111
Course Title: Introduction to Viticulture and Vineyard Establishment
Terms Offered: 1 Term per Year

X__________________________________ X___________________________
Program Director Signature, Chris Lake Supervisor Signature, Jason Aase

Credits: 4.5 Lecture hrs/wk: 4.5 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11
Proposed implementation Year: 2014 Grading Option: S Load Factor: 4.5

Catalog Course Description:
This course is designed to introduce students to viticulture in general and to current practices for establishing a commercial vineyard. Topics covered include varietal selection, site preparation, equipment, site selection, first season establishment, vine growth development and training, trellis systems, weed control, vine disease control, and pruning for training purposes. Students are required to partner with an approved vineyard to participate in the required field experience portion of the course.

VOCATIONAL TECHNICAL PROPOSALS ONLY LOWER DIVISION COLLEGIATE PROPOSALS ONLY

□ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
□ To be □ Yes □ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

□ Occupational Preparatory (organized degree/cert program)
□ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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<td>Fall, 2014</td>
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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Introduction to Viticulture and Vineyard Establishment

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course is designed to introduce students to viticulture in general and to current practices for establishing a commercial vineyard. Topics covered include varietal selection, site preparation, equipment, site selection, first season establishment, vine growth development and training, trellis systems, weed control, vine disease control, and pruning for training purposes. Students are required to partner with an approved vineyard to participate in the required field experience portion of the course.

COURSE OUTCOMES:

1. Demonstrate the ability to distinguish between seasonal activities in the V&E industry.
2. Demonstrate an understanding of the major vitis species in the world.
3. Demonstrate an understanding of the characteristics of grape growing regions and vitis species and hybrids suitable to the region.
4. Demonstrate the ability to select and identify viable cultivars of red and white wine grapes and table grapes.
5. Demonstrate an understanding of the basic principles of pest control and disease management, with a focus on weed control and management.
6. Demonstrate the ability to calculate number of vines per acre as a function of vine spacing and row spacing.
7. Demonstrate an understanding of the procedures involved in the proper implementation of a soil fertility program in the vineyard.
8. Demonstrate the ability to evaluate and apply proper site selection criteria.
9. Demonstrate an understanding of planting practices.
10. Demonstrate an understanding of processes and strategies involved in the first season of vineyard establishment.
11. Demonstrate an understanding of vine growth development and training.
12. Demonstrate an understanding of trellis systems.
13. Demonstrate an understanding of training practices.
14. Demonstrate an understanding of economic factors involved in vineyard feasibility.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 130 - Feasibility of a New Wine Business – Strategy for Success

X Program Director Signature, Chris Lake  X Supervisor Signature, Jason Aase

VIN 130 - Feasibility of a New Wine Business

Need for course: The VIN 130 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS  X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

  a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

  b. Current program: Unique course.

Disposition: Signature  Date  Recommendation

Curriculum Committee Chair  Vice President of Instruction
NEW COURSE APPROVAL FORM - Page 2 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 130
Course title: Feasibility of a New Wine Business
Terms Offered: 1 Term per Year

X Program Director Signature, Chris Lake                                X Supervisor Signature, Jason Aase

Credits: 4.5  Lecture hrs/wk: 4.5  Lec/Lab 0  Practicum hrs/wk  0
Banner Pre-req.: None  Instructor Pre-req.: None  Co-requisites: 0 Length (wks): 11
Proposed implementation Year: 2014  Grading Option: S  Load Factor: 4.5

Catalog Course Description:
This course provides a systematic look at the different components of a successful wine or
vineyard brand and assists students in creating a plan for a profitable business. Students will be
exposed to key aspects of the business, including the regulatory climate for making and selling
wine or grapes, financial frameworks to develop a vineyard and/or winery or to create a virtual
brand, and different models for profitability. Every student will be given the tools and
frameworks to critically evaluate this competitive landscape and make decisions on a course of
action.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and
outcomes)

☐ Occupational Preparatory (organized degree/cert program)
☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE

- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Feasibility of a New Wine Business

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course provides a systematic look at the different components of a successful wine or vineyard brand and assists students in creating a plan for a profitable business. Students will be exposed to key aspects of the business, including the regulatory climate for making and selling wine or grapes, financial frameworks to develop a vineyard and/or winery or to create a virtual brand, and different models for profitability. Every student will be given the tools and frameworks to critically evaluate this competitive landscape and make decisions on a course of action.

COURSE OUTCOMES:

1. Demonstrate an understanding of the different components of a successful wine business.
2. Explain and discuss the financial frameworks in developing a vineyard, winery or virtual brand.
3. Analyze the feasibility of an intended project against the costs and reserves identified in a financial model.
4. Recognize various tools for the use in a business plan specific for vineyards and wineries.
5. Demonstrate an understanding of the regulatory environment.
6. Identify federal, state, county, and local regulatory requirements for vineyard and winery operations.
7. Explain and discuss the marketing plan in developing a vineyard, winery or virtual brand.
8. Identify the components of a successful marketing model.
9. Recognize various tools for the use in a marketing plan specific for vineyards and wineries.
10. Critically evaluate the competitive landscape of the vineyard and wine industry as part of a SWOT (Strengths, Weaknesses, Opportunities, and Threats) analysis.
11. Create a feasibility study and course of action for developing a future business plan.
12. Describe and explain the different components of a wine business and how it will be successful.
13. Analyze the feasibility of an intended project against the cost identified in a financial model.
14. List the components of a business plan.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 132 - Finance and Accounting for Wine Business

X Program Director Signature, Chris Lake
X Supervisor Signature, Jason Aase

VIN 132 - Finance and Accounting for Wine Business

Need for course: The VIN 132 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS  
X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 132
Course Title: Finance and Accounting for Wine Businesses
Terms Offered: 1 Term per Year

X ____________________________ X ____________________________
Program Director Signature, Chris Lake Supervisor Signature, Jason Aase

Credits: 4.5 Lecture hrs/wk: 4.5 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11
Proposed implementation Year: 2014 Grading Option: S Load Factor: 4.5

Catalog Course Description:
This course covers industry specific accounting and reporting for wine business profit and loss statements and balance sheets, assets and depreciation, intangibles, cost segregation and inventory costing. It also examines best practices in winery business management, including key performance indicators and other winery expenses. Using financial ratios and benchmarking are explored for internal management reporting.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE

- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Finance and Accounting for Wine Businesses

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course will discuss the major aspects of winery establishment and design including the legal and regulatory process, layout, design and building; economics; cash flow; marketing and investment generation.

COURSE OUTCOMES:

1. Identify components of the business plan that are essential for winery establishment and design.
2. Develop a master plan for the winery.
3. Identify components of the winery design that can be modified to attain higher levels of sustainability.
4. Identify Federal, State and local regulatory and compliance requirements that are essential for winery establishment and design.
5. Identify key individuals in the winery design team.
6. Understand the key dimensional requirements and the critical adjacencies required for various winery functions.
7. Understand the key building and mechanical systems of a winery

REQUIRED TEXT/MATERIALS: NA

OUTLINE:

Week 1  Identify components of the business plan essential for winery establishment.

Week 2  Identify components of the business plan essential for winery facility design.

Week 3  Begin development of a master plan for the winery.

Week 4  Identify components of the winery design that can be modified in order to attain higher levels of sustainability.

Week 5  Identify Federal, State, and local regulatory requirements that are essential for winery establishment and design.

Week 6  Identify Key Individuals and scope of responsibilities essential to the successful winery design team.

Week 7  Understand the key dimensional requirements and the critical adjacencies required for various winery functions.

Week 8  Understand the key building and mechanical systems of a winery.

Week 9  Present and critique student master plans.

Week 10 Program review and preparation for final examination.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 134 - Survey of Viticulture & Enology for Wine Business

X Program Director Signature, Chris Lake X Supervisor Signature, Jason Aase

VIN 134 - Survey of Viticulture & Enology for Wine Business

Need for course: The VIN 134 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

  a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

  b. Current program: Unique course.

Disposition: Signature Date Recommendation
Curriculum Committee Chair Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 134
Course Title: Survey of Viticulture & Enology for Wine Business
Terms Offered: 1 Term per Year

X __________________________ X __________________________
Program Director Signature, Chris Lake  Supervisor Signature, Jason Aase

Credits: 4.5  Lecture hrs/wk: 4.5  Lec/Lab 0  Practicum hrs/wk 0
Banner Pre-req.: None  Instructor Pre-req.: None  Co-requisites: 0  Length (wks): 11
Proposed implementation Year: 2014  Grading Option: S  Load Factor: 4.5

Catalog Course Description:
This course will review basic grape growing and wine making principals. An overview of viticulture, fermentation, winery operations, the physiology of wine consumption, wines produced in major wine-producing regions and the sensory evaluation of wine will be covered. The goal of this course is to provide the student with basic viticulture and enology education that can be applied to the business aspects of a wine business.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
**Support Course:** Indicate all programs for which this course will be required.

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**Overlap**

No overlap within Umpqua Community College.

**COURSE DEVELOPED BY** Chris Lake and VESTA Curriculum Development Committee

**DATE:** 5/31/13

**ATTACH the documents below:**

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Survey of Viticulture & Enology for Wine Business

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course will review basic grape growing and wine making principals. An overview of viticulture, fermentation, winery operations, the physiology of wine consumption, wines produced in major wine-producing regions and the sensory evaluation of wine will be covered. The goal of this course is to provide the student with basic viticulture and enology education that can be applied to the business aspects of a wine business.

COURSE OUTCOMES:

1. Demonstrate an understanding of grape growing regions in the U.S. and appropriate wine grape species, vineyard size and financial impacts implied.
2. Identify sources and availability of desirable grapes commercially viable in your regions.
3. Identify differences between common commercial cultivars.
4. Identify the impacts of vineyard size on future operations.
5. Demonstrate the ability to recognize grapevine phenology and its financial impacts.
6. Demonstrate an understanding of vineyard establishment and its financial impacts.
7. Understand site selection, and local area zoning regulations.
8. Identify quality vineyard location based on soils and topography, and fertilization requirements.
9. Describe proper planting techniques, discuss various trellising options, and list possible irrigation and drainage options.
10. Demonstrate an understanding of vineyard maintenance and its financial impacts.
11. Describe major regional vineyard pests and their controls.
12. Discuss cultural management practices including pruning, canopy management, ground cover crops, and harvesting
13. Demonstrate an understanding of winery scale, operations and management and its financial impacts.
14. List and describe the function of the various pieces of winery equipment based on functionality and scale of production output.
15. Evaluate alternative production possibilities, including custom crush and other custom activities.
16. Describe the basic elements of winery and cellar design and location.
17. Recognize business responsibility of wine consumption.
18. Explain the state and federal statutes on winemaking.
19. Demonstrate an understanding of the wine production processes and the financial impacts.
20. Explain the differences between various wine process types and styles.
21. Describe the basics of pre-harvest and harvest operations.
22. Describe the basics of pre-fermentation and fermentation.
23. Recognize elements of aging, blending and finishing.
24. Recognize elements of bottling and packaging.
25. Understand basic methods, timing and ranges of typical analytical results.
26. Demonstrate an understanding of factors affecting wine quality, types and styles.
27. Describe the different types and styles of wine, and identify sensory characters correlated to each style.
28. Recognize and understand flaws and their causes in finished wine.
29. Explain how vineyard and production decisions affect wine quality.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 190 - Vineyard Safety

X ___________________________ X ___________________________
Program Director Signature, Chris Lake Supervisor Signature, Jason Aase

VIN 190 - Vineyard Safety

Need for course: The VIN 190 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS    X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

_____________________________ ___________________________ ___________________________
Curriculum Committee Chair Vice President of Instruction
NEW COURSE APPROVAL FORM - Page 2 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 190
Title: Vineyard Safety
Terms Offered: 1 Term per Year

X Program Director Signature, Chris Lake  X Supervisor Signature, Jason Aase

Credits: 1.5 Lecture hrs/wk: 1.5 Lab/Rec 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11

Proposed implementation Year: 2014 Grading Option: S Load Factor: 1.5

Catalog Course Description:
This course provides an introduction to safety and procedures specific to viticulture (grape growing.) This course will include general history of agricultural safety and health issues, ergonomics, OSHA safety rules and safety issues and concerns.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course No: VIN 190
Course Credit: 1.5
Lecture Hrs/wk: 1.5
Lab Hrs/Wk: 0
Lecture/Lab Hrs/Wk: 0
Practicum Hrs/Wk: 0
Clock Hours: 16.5
Length of Course: 11 Wks
Load Factor: 1.5
Activity Code: 210
CIPS: 019999

Course Title: Vineyard Safety

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course provides an introduction to safety and procedures specific to viticulture (grape growing.) This course will include general history of agricultural safety and health issues, ergonomics, OSHA safety rules and safety issues and concerns.

COURSE OUTCOMES:

1. Demonstrate an understanding of historical and present agriculture safety issues and procedures.
2. Demonstrate an understanding of vineyard policies and procedures.
3. Demonstrate an understanding of Injury and Illness Protection Programs (IIPP).
4. Demonstrate an understanding of and proficiency in OSHA reporting procedures and applicability.
5. Demonstrate an understanding of hazardous occupation order in agriculture (family operation).
6. Demonstrate an understanding of ergonomics.
7. Demonstrate an understanding of blood borne pathogens (BBP).
8. Demonstrate an understanding of Personal Protective Equipment (PPE).
9. Demonstrate an understanding of machinery safety and guarding.
10. Demonstrate an understanding of equipment maintenance.
11. Demonstrate an understanding of spray application.
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 201 - Legal Aspects of Vineyard Operation

X Program Director Signature, Chris Lake
X Supervisor Signature, Jason Aase

VIN 201 - Legal Aspects of Vineyard Operation

Need for course: The VIN 201 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS   X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 201
Course Title: Legal Aspects of Vineyard Operation
Terms Offered: 1 Term per Year

X __________________________ X __________________________
Program Director Signature, Chris Lake Supervising Director Signature, Jason Aase

Credits: 4.5 Lecture hrs/wk: 4.5 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11
Proposed implementation Year: 2014 Grading Option: S Load Factor: 4.5

Catalog Course Description:
This course will introduce students to the general concepts and issues relating to the creation and operation of a vineyard. The course will explain general legal concepts related to real estate ownership, review and analyze typical contracts affecting vineyard ownership and operations, compare and contrast various business formation and operation concepts, outline insurance and other business operation needs of the vineyard owner/manager, identify and discuss governmental agencies and regulation affecting vineyard ownership/management, introduce and analyze employment relationships, and describe miscellaneous legal issues and areas specifically related to the operation of a vineyard.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY
☐ Approved by Advisory Committee (Minutes Attached):
Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)
☐ Occupational Supplementary
**Support Course:** Indicate all programs for which this course will be required.

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**Overlap**

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

**ATTACH the documents below:**

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course No: VIN 201
Course Credit: 4.5
Lecture Hrs/wk: 4.5
Lab Hrs/Wk: 0
Lecture/Lab Hrs/Wk: 0
Practicum Hrs/Wk: 0
Clock Hours: 49.5
Instructor enforced Prerequisite: VIN 130, VIN 132 & (VIN 134 or VIN 111 or VIN 146)
Length of Course: 11 Wks
Load Factor: 4.5
Activity Code: 210
CIPS: 019999

Course Title: Legal Aspects of Vineyard Operation

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course will introduce students to the general concepts and issues relating to the creation and operation of a vineyard. The course will explain general legal concepts related to real estate ownership, review and analyze typical contracts affecting vineyard ownership and operations, compare and contrast various business formation and operation concepts, outline insurance and other business operation needs of the vineyard owner/manager, identify and discuss governmental agencies and regulation affecting vineyard ownership/management, introduce and analyze employment relationships, and describe miscellaneous legal issues and areas specifically related to the operation of a vineyard.

COURSE OUTCOMES:

1. Demonstrate general knowledge of basic legal concepts affecting the operation of a vineyard
2. Demonstrate general knowledge of the general concepts and types of contracts that may be required and/or recommended in the operation of a vineyard.
3. Demonstrate general knowledge and understanding of the elements of contracts in general and the types of and provisions in contracts related to vineyard operation.
4. Understand the essential elements of all contracts, encountered in the operation of a vineyard.
5. Understand the common provisions in contracts encountered in the operation of a vineyard, the purchase and sale contracts related to grape production.
6. Understand the full time and seasonal employee contract and the potential effects of operating without contracts in place for various operational aspects of the vineyard.
7. Demonstrate knowledge of the various types of real estate ownership options in the operation of a vineyard.
8. Understand the importance of title and ownership designation of the vineyard and the options for ownership both individually and as a business entity.
9. Understand the potential effects of ownership, succession and liability related to title of the vineyard
10. Recognize the documents necessary to secure title and ownership of the vineyard.
11. Demonstrate specific knowledge of federal, state, and local agencies and organizations that affect vineyard operations.
12. Demonstrate specific knowledge of business formation and employee relations.
13. Understand the characteristics of sole proprietorships, general and limited partnerships, limited liability partnerships, limited liability companies, and corporations.
14. Understand the tax consequences and effects of choosing a particular business entity.
15. Demonstrate specific knowledge of liability and site management issues that affect the operation of a vineyard including the concept of premises
16. Liability, the Americans With
17. Disabilities Act, training and loss prevention issues related to premises and operations liability, and insurance issues related to premises and operations liability.
18. Demonstrate an understanding of the tax issues, entities, and requirements related to business entity, employee relationship, production and distribution of grapes as they are involved in the operation of a vineyard and the production of wine.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 202 - Legal Aspects of Winery Management

Program Director Signature, Chris Lake

X

Supervisor Signature, Jason Aase

VIN 202 - Legal Aspects of Winery Management

Need for course: The VIN 202 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 202
Course Title: Legal Aspects of Winery Management
Terms Offered: 1 Term per Year

X ________________________________ X ________________________________
Program Director Signature, Chris Lake
Supervisor Signature, Jason Aase

Credits: 4.5 Lecture hrs/wk: 4.5 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11
Proposed implementation Year: 2014 Grading Option: S Load Factor: 4.5

Catalog Course Description:
This course will introduce students to the general concepts and issues relating to the creation and operation of a vineyard and winery. The course will explain general legal concepts related to real estate ownership, review and analyze typical contracts affecting vineyard/winery ownership and operations, compare and contrast various business formation and operation concepts, outline insurance and other business operation needs of the vineyard/winery owner or manager, identify and discuss governmental agencies and regulation affecting vineyard/winery ownership and management, introduce and analyze employment relationships, and describe miscellaneous legal issues and areas specifically related to the operation of a vineyard.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course No: VIN 202
Course Credit: 4.5
Lecture Hrs/wk: 4.5
Lab Hrs/Wk: 0
Lecture/Lab Hrs/Wk: 0
Practicum Hrs/Wk: 0
Clock Hours: 49.5
Instructor enforced Prerequisite: VIN 130, VIN 132 & VIN 134 or VIN 111 or VIN 146

Length of Course: 11 Wks
Load Factor: 4.5
Activity Code: 210
CIPS: 019999

Course Title: Legal Aspects of Vineyard and Winery Operation

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013
Revision Date: NA

COURSE DESCRIPTION:

This course will introduce students to the general concepts and issues relating to the creation and operation of a vineyard and winery. The course will explain general legal concepts related to real estate ownership, review and analyze typical contracts affecting vineyard/winery ownership and operations, compare and contrast various business formation and operation concepts, outline insurance and other business operation needs of the vineyard/winery owner or manager, identify and discuss governmental agencies and regulation affecting vineyard/winery ownership and management, introduce and analyze employment relationships, and describe miscellaneous legal issues and areas specifically related to the operation of a vineyard.

COURSE OUTCOMES:

1. Define basic legal concepts affecting the operation of a vineyard, winery and distribution of wine.
2. Recognize issues related to real estate acquisitions, ownership, use, and construction.
3. Identify the types of contracts and general provisions related to winery and vineyard operation.
4. Describe and distinguish various types of business formation.
5. Describe and distinguish various types of employment agreements.
6. Outline specific federal, state, and local agencies and governing bodies that regulate and assist winery and vineyard operations.
7. Interpret and apply liability and site management issues that affect the operation of a winery and vineyard.
8. Recognize and apply specific knowledge of labeling and marketing of wine and grapes.
9. Recognize the issues affecting the shipping and placement of wine.
10. Compare and contrast intellectual property areas that may affect the production and distribution of grapes and wine.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 250 - Vineyard Equipment Technology for Entrepreneurs

Program Director Signature, Chris Lake
Supervisor Signature, Jason Aase

VIN 250 - Vineyard Equipment Technology for Entrepreneurs

Need for course: The VIN 250 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS    X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature

Date Recommendation

Curriculum Committee Chair
Vice President of Instruction
NEW COURSE APPROVAL FORM - Page 2 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 250
Course Title: Vineyard Equipment Technology for Entrepreneurs
Terms Offered: 1 Term per Year

X
Program Director Signature, Chris Lake

X
Supervisor Signature, Jason Aase

Credits: 4.5 Lecture hrs/wk: 4.5 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11

Proposed implementation Year: 2014 Grading Option: S Load Factor: 4.5

Catalog Course Description:
This course covers equipment and technologies used in vineyard establishment and management systems used in modern commercial vineyards. An overview of vineyard establishment technologies will include soil mapping and preparation; irrigation set-up; planting systems; and vineyard trellis construction. Management equipment includes herbicide and air blast sprayers; irrigation and frost control equipment; cultivators; mechanisms used to bury the graft unions or vines for winter protection; equipment for either mechanical or manual pruning, shoot thinning, shoot positioning, fruit thinning, leaf removal and harvesting; soil mapping technology; climate monitoring equipment; fertilizer and lime application; and work place safety.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Vineyard Equipment Technology for Entrepreneurs

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course covers equipment and technologies used in vineyard establishment and management systems used in modern commercial vineyards. An overview of vineyard establishment technologies will include soil mapping and preparation; irrigation set-up; planting systems; and vineyard trellis construction. Management equipment includes herbicide and air blast sprayers; irrigation and frost control equipment; cultivators; mechanisms used to bury the graft unions or vines for winter protection; equipment for either mechanical or manual pruning, shoot thinning, shoot positioning, fruit thinning, leaf removal and harvesting; soil mapping technology; climate monitoring equipment; fertilizer and lime application; and work place safety.

COURSE OUTCOMES:

1. Identify technologies and equipment employed to evaluate and prepare a vineyard location and site.
2. Compare and contrast technologies and equipment used to evaluate and prepare a vineyard site.
3. Assess, select and justify appropriate pre-plant equipment and technologies based upon site and cultivar specific criteria.
4. Identify technologies and equipment employed to construct a vineyard.
5. Compare and contrast technologies and equipment used to construct a vineyard.
6. Assess, select and justify appropriate vineyard construction equipment and technologies based upon site and cultivar specific criteria.
7. Identify technologies and equipment utilized to manage an established vineyard.
8. Compare and contrast technologies and equipment utilized to manage an established vineyard.
9. Assess, select and justify appropriate vineyard management equipment and technologies based upon site and cultivar specific criteria.
10. Identify the economy of scales for vineyard equipment and technologies at various discrete farm sizes.
11. Describe the basic operation of vineyard equipment.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 251 - Marketing Grape

X Program Director Signature, Chris Lake    X Supervisor Signature, Jason Aase

Course Title: VIN 251 - Marketing Grapes

Need for course: The VIN 251 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS    X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 251
Course Title: Marketing Grape
Terms Offered: 1 Term per Year

X
Program Director Signature, Chris Lake
X
Supervisor Signature, Jason Aase

Credits: 3
Lecture hrs/wk: 3
Lec/Lab 0
Practicum hrs/wk: 0

Banner Pre-req.: None
Instructor Pre-req.: None
Co-requisites: 0
Length (wks): 11

Proposed implementation Year: 2014
Grading Option: S
Load Factor: 3

Catalog Course Description:
This course explores how to market wine grapes. During the course the students will learn how to identify markets for their grapes, how to develop and nurture relationships with wineries and other buyers, how to develop grower and winery marketing opportunities, how to write contracts, how to negotiate contracts and how to set prices. How to forecast grape demand by watching market trends in this constantly changing environment.

VOCATIONAL TECHNICAL PROPOSALS ONLY
LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Marketing Grape

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course explores how to market wine grapes. During the course the students will learn how to identify markets for their grapes, how to develop and nurture relationships with wineries and other buyers, how to develop grower and winery marketing opportunities, how to write contracts, how to negotiate contracts and how to set prices. How to forecast grape demand by watching market trends in this constantly changing environment.

COURSE OUTCOMES:

1. Understand product and market investigation and research to determine industry need and trends, competition and differentiation, and production cost.
2. Understand the relationship of mission focus, growing site analysis, labor needs assessment, and product cost calculation through market/product research and investigation.

3. Understand and apply successful product branding, unique selling proposition, and cost calculation to advertising, public relations, website, social media, and signage in order to create a successful product promotion plan.

4. Understand the strategies and techniques of relationship marketing, research the potential target markets, and calculate costs to create an effective market placement plan.

5. Understand and apply the process of market demand, competitive set, and appropriate pricing structure in order to calculate profit and loss statements, Return On Investment (ROI) projections and to develop an appropriate, competitive pricing structure.

6. Demonstrate understanding of the marketing/sales relationship through identification of sales presentation components and the ability to outline and implement sales strategies.

7. Identify relevant metrics, create a plan to measure individual marketing activities, and conduct a comparative analysis of marketing activities that demonstrate success in using metrics.

8. Describe strategies for negotiating contracts and identify elements of grower contracts to demonstrate understanding of contract logistics.

9. Develop Winery Relations. Identify potential customers, recognize the importance of establishing relationships with local wineries and associations, and establish a plan for developing these measurements.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 255 - Financial Management for the Vineyard

X ______________________________________ X ______________________________________
Program Director Signature, Chris Lake Supervisor Signature, Jason Aase

VIN 255 - Financial Management for the Vineyard

Need for course: The VIN 255 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

__________________________________________________________________________
Curriculum Committee Chair Vice President of Instruction
NEW COURSE APPROVAL FORM - Page 2 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 255
Course Title: Financial Management for the Vineyard
Terms Offered: 1 Term per Year

X ________________________________ X ________________________________
Program Director Signature, Chris Lake Supervisor Signature, Jaxon Aase

Credits: 4.5 Lecture hrs/wk: 4.5 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11

Proposed implementation Year: 2014 Grading Option: S Load Factor: 4.5

Catalog Course Description:
Vineyard Management explores the interconnectedness between vineyard inputs, the dollars spent, and how to maximize profits. The class will help you to recognize and develop your own personal system to measure your inputs versus outputs in relationship to your vineyard health and performance, grape quality, and your buyers' expectations. The class will also give you examples on how to negotiate and write grape purchase agreements and planting contracts, and how to develop a seasonal budget.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Financial Management for the Vineyard

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

Vineyard Management explores the interconnectedness between vineyard inputs, the dollars spent, and how to maximize profits. The class will help you to recognize and develop your own personal system to measure your inputs versus outputs in relationship to your vineyard health and performance, grape quality, and your buyers' expectations. The class will also give you examples on how to negotiate and write grape purchase agreements and planting contracts, and how to develop a seasonal budget.

COURSE OUTCOMES:
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 260 - Winery Equipment Technology for the Entrepreneur

X  Program Director Signature, Chris Lake  X  Supervisor Signature, Jason Aase

VIN 260 - Winery Equipment Technology for the Entrepreneur

Need for course: The VIN 260 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X  AAS  X  AAOT (Area of distribution): Online

Cost of this course:

X  No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition:  Signature  Date  Recommendation

__________________________  ____________________________  ____________________________  ____________________________
Curriculum Committee Chair  Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 260 - Winery Equipment Technology for the Entrepreneur
Terms Offered: 1 Term per Year

X
Program Director Signature, Chris Lake

X
Supervisor Signature, Jason Aase

Credits: 3 Lecture hrs/wk: 3 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11

Proposed implementation Year: 2014 Grading Option: S Load Factor: 3

Catalog Course Description:
This course covers process technologies and process systems that are used in modern commercial wineries. Overview of winemaking systems including winemaking operations and equipment, barrel aging and barrel management, membrane separation processes, specialized contacting systems, cleaning and sanitation systems, process control systems, refrigeration systems, air conditioning and humidity systems, electrical systems, waste water systems, solid waste handling, and work place safety.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 65/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE

- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Winery Equipment Technology for the Entrepreneur

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course covers process technologies and process systems that are used in modern commercial wineries. Overview of winemaking systems including winemaking operations and equipment, barrel aging and barrel management, membrane separation processes, specialized contacting systems, cleaning and sanitation systems, process control systems, refrigeration systems, air conditioning and humidity systems, electrical systems, waste water systems, solid waste handling, and work place safety.

COURSE OUTCOMES:

1. Identify technologies and equipment employed to receive, sort, destem, crush and press fruit.
2. Compare and contrast technologies and equipment used to receive, sort, destem, crush and press fruit.
3. Assess, select and justify appropriate pre-plant equipment and technologies based upon site and cultivar specific criteria.
4. Identify technologies and equipment utilized in commercial wine production.
5. Compare and contrast technologies and equipment used to construct a vineyard.
6. Assess, select and justify appropriate vineyard construction equipment and technologies based upon site and cultivar specific criteria.
7. Identify technologies and equipment used to bottle and package wine.
8. Compare and contrast technologies and equipment utilized to manage an established vineyard.
9. Assess, select and justify appropriate vineyard management equipment and technologies based upon site and cultivar specific criteria.
10. Identify the economy of scales for winery equipment and technologies at various discrete volumes of production.
11. Describe the basic operation of winery equipment.
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 271 – Advanced Winery Marketing

X Program Director Signature, Chris Lake
X Supervisor Signature, Jason Aase

VIN 271 - Wine Marketing

Need for course: The VIN 271 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS  X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition:  Signature  Date  Recommendation

Curriculum Committee Chair  Vice President of Instruction
NEW COURSE APPROVAL FORM - Page 2 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 271
Course Title: Advanced Winery Marketing
Terms Offered: 1 Term per Year

X __________________________ X __________________________
Program Director Signature, Chris Lake Supervisor Signature, Jason Aase

Credits: 4.5 Lecture hrs/wk: 4.5 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11
Proposed implementation Year: 2014 Grading Option: S Load Factor: 4.5

Catalog Course Description:
This course explores the strategies and tactics that a winery would utilize to develop a strong marketing program. The students will develop a marketing plan, incorporating online technology, social media, including the application of blogs and social networking accounts to market both winery retail and wholesale markets. The course will conclude with a student presentation of a marketing package directed at a specific target market.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)
☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Advanced Winery Marketing

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course explores the strategies and tactics that a winery would utilize to develop a strong marketing program. The students will develop a marketing plan, incorporating online technology, social media, including the application of blogs and social networking accounts to market both winery retail and wholesale markets. The course will conclude with a student presentation of a marketing package directed at a specific target market.

COURSE OUTCOMES:

1. Demonstrate an understanding of wine marketing principles.
2. Demonstrate an understanding of research and demographics of wine consumers.
3. Demonstrate an understanding of wine branding.
4. Demonstrate an understanding of wine advertising and promotion.
5. Demonstrate an understanding of graphic design in the wine industry.
6. Demonstrate an understanding of wine public relations.
7. Demonstrate an understanding of wine budgeting and pricing.
8. Demonstrate an understanding of three avenues to wine sales.
9. Demonstrate an understanding of wine sales and distribution management.
10. Demonstrate an understanding establishing a tasting room.
11. Demonstrate an understanding of winery repositioning and turnarounds.
12. Demonstrate an understanding of wine and new media.
13. Demonstrate an understanding of wine tourism.
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 275 - Financial Management for the Winery

X Program Director Signature, Chris Lake

X Supervisor Signature, Jason Aase

VIN 275 - Financial Management for the Winery

Need for course: The VIN 190 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS

X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 275
Title: Financial Management for the Winery
Terms Offered: 1 Term per Year

X ______________________  X ______________________
Program Director Signature, Chris Lake  Supervisor Signature, Jason Aase

Credits: 4.5  Lecture hrs/wk: 4.5  Lec/Lab 0  Practicum hrs/wk  0
Banner Pre-req.: None  Instructor Pre-req.: None  Co-requisites: 0  Length (wks): 11
Proposed implementation Year: 2014  Grading Option: S  Load Factor: 4.5

Catalog Course Description:
This course integrates wine production with the management of a winery and its strategic business units. In the process wine marketing, financial management, strategic winery business management, legal structures, leadership, organization development and the breadth of the value chain are all examined as these relate to an actual winery.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Winery Establishment and Design

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:
This course integrates wine production with the management of a winery and its strategic business units. In the process wine marketing, financial management, strategic winery business management, legal structures, leadership, organization development and the breadth of the value chain are all examined as these relate to an actual winery.

COURSE OUTCOMES:

1. Demonstrate an understanding of costs for establishing a winery.
2. Identify the costs of winery size and site selection, business model & structure – legal & operational, water & waste management, zoning and code/ordinance approval, equipment, licensing (federal, state, local), inspections, raw materials, labor, building & design, copyright/trademark, professional fees, and insurance.
3. Demonstrate an understanding of annual winery operating costs.
4. Identify the costs of utilities, repairs/maintenance, insurance, labor, advertising/marketing, information Technology, barrels and/or alternatives, taxes, interest, COGS, miscellaneous expense, dues, licenses & fees, vehicle rent or lease, and professional fees.
5. Demonstrate an understanding of winery operating revenues.
6. Identify revenue from retail, wholesale, non-wine sales, wine club, tasting fees, direct to consumer, events & tours, export, and third party.
7. Determine the financial viability of owning and operating a winery.
8. Develop an initial capital budget.
9. Develop an annual capital budget.
10. Calculate financial viability.
11. Determine cost/benefit analysis of winery management decisions.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 276 - Advanced Tasting Room Management

X Program Director Signature, Chris Lake

X Supervisor Signature, Jason Aase

VIN 276 - Advanced Tasting Room Management

Need for course: The VIN 276 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair Vice President of Instruction
NEW COURSE APPROVAL FORM - Page 2 of 5

Division: Arts and Sciences  
Department: Viticulture and Enology  
Program: Wine Business & Entrepreneurship Degree  
Degree: AAS Wine Business & Entrepreneurship Degree  
Course No: VIN 276  
Course Title: Advanced Tasting Room Management  
Terms Offered: 1 Term per Year

X Program Director Signature, Chris Lake  
X Supervisor Signature, Jason Aase

Credits: 4.5  Lecture hrs/wk: 4.5  Lec/Lab 0  Practicum hrs/wk 0  
Banner Pre-req.: None  Instructor Pre-req.: None  Co-requisites: 0  Length (wks): 11  
Proposed implementation Year: 2014  Grading Option: S  Load Factor: 4.5

Catalog Course Description:  
This course explores the key components needed to optimize sales and profitability for tasting room management. The class will focus on direct sales and tasting room activities, wine club management, direct shipping, inventory control, promotions and merchandising, customer relationship management, winery events management, employee compensation issues and employee training.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department  
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)  
☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course No: VIN 276
Course Credit: 4.5
Lecture Hrs/wk: 4.5
Lab Hrs/Wk: 0
Lecture/Lab Hrs/Wk: 0
Practicum Hrs/Wk: 0
Clock Hours: 49.5
Instructor enforced Prerequisite: VIN 130, VIN 132 & (VIN 134 or VIN 111 or VIN 146)
Length of Course 11 Wks
Load Factor: 4.5
Activity Code: 210
CIPS: 019999

Course Title: Advanced Tasting Room Management

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013
Revision Date: NA

COURSE DESCRIPTION:
This course explores the key components needed to optimize sales and profitability for tasting room management. The class will focus on direct sales and tasting room activities, wine club management, direct shipping, inventory control, promotions and merchandising, customer relationship management, winery events management, employee compensation issues and employee training.

COURSE OUTCOMES:
1. Demonstrate an understanding of tasting room operations.
2. Recognize the importance of legal and compliance issues.
3. Demonstrate an understanding of destination marketing.
4. Demonstrate an understanding of successful sales practices
5. Demonstrate an understanding of staff training and development.
6. Demonstrate an understanding of budgeting and finance.
7. Demonstrate use of appropriate industry metrics to:
   a. Perform a promotion pricing worksheet example
   b. Create a checklist for mystery shopping evaluation.
   c. Evaluate a tasting room based on mystery shopping observations; include improvements.
   d. Develop measurable objectives for wine clubs, events, promotions, customer service, and sales performance.
   e. Investigate methods to measure sales productivity.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 281 - Winery Establishment and Design

X Program Director Signature, Chris Lake

X Supervisor Signature, Jason Aase

VIN 281 - Winery Establishment and Design

Need for course: The VIN 281 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS    X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair

Vice President of Instruction
NEW COURSE APPROVAL FORM - Page 2 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 281
Course Title: Winery Establishment and Design
Terms Offered: 1 Term per Year

X ___________________________ X ___________________________
Program Director Signature, Chris Lake           Supervisor Signature, Jason Aase

Credits: 3 Lecture hrs/wk: 3 Lec/Lab 0 Practicum hrs/wk: 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11

Proposed implementation Year: 2014 Grading Option: S Load Factor: 3

Catalog Course Description:
This course will discuss the major aspects of winery establishment and design, including the legal and regulatory process, layout, design and building; economics; cash flow; marketing and investment generation.

VOtelrocral Technical Proposals Only. Lower Division Collegiate Proposals Only

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Winery Establishment and Design

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course will discuss the major aspects of winery establishment and design including the legal and regulatory process, layout, design and building; economics; cash flow; marketing and investment generation.

COURSE OUTCOMES:

1. Identify components of the business plan that are essential for winery establishment and design.
2. Develop a master plan for the winery.
3. Identify components of the winery design that can be modified to attain higher levels of sustainability.
4. Identify Federal, State and local regulatory and compliance requirements that are essential for winery establishment and design.
5. Identify key individuals in the winery design team.
6. Understand the key dimensional requirements and the critical adjacencies required for various winery functions.
7. Understand the key building and mechanical systems of a winery

REQUIRED TEXT/MATERIALS: NA

OUTLINE:

Week 1 Identify components of the business plan essential for winery establishment.

Week 2 Identify components of the business plan essential for winery facility design.

Week 3 Begin development of a master plan for the winery.

Week 4 Identify components of the winery design that can be modified in order to attain higher levels of sustainability.

Week 5 Identify Federal, State, and local regulatory requirements that are essential for winery establishment and design.

Week 6 Identify Key Individuals and scope of responsibilities essential to the successful winery design team.

Week 7 Understand the key dimensional requirements and the critical adjacencies required for various winery functions.

Week 8 Understand the key building and mechanical systems of a winery.

Week 9 Present and critique student master plans.

Week 10 Program review and preparation for final examination.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 285 – Human Resources

X Program Director Signature, Chris Lake
X Supervisor Signature, Jason Aase

VIN 285 – Human Resources

Need for course: The VIN 285 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture & Enology
Program: Viticulture & Enology
Course No: VIN 285
Title: Winery Establishment and Design
Terms Offered: 1 Term per Year
Course title: Human Resources

X
Program Director Signature, Chris Lake

X
Supervisor Signature, Jason Aase

Credits: 4.5 Lecture hrs/wk: 4.5 Lec/Lab 0 Practicum hrs/wk: 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11
Proposed implementation Year: 2014 Grading Option: S Load Factor: 4.5

Catalog Course Description:
The course will explore the different specialties that fall under the broad heading "Human Resources" and the skills necessary to succeed in them. Topics such as labor relations, global HR, executive compensation, employee development, employment law, organization styles, leadership, motivation, adaptation, employee/employer rights and responsibilities, employee manual, and communications will be covered.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)

☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap
No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course No: VIN 285
Course Credit: 4.5
Lecture Hrs/wk: 4.5
Lab Hrs/Wk: 0
Lecture/Lab Hrs/Wk: 0
Practicum Hrs/Wk: 0
Clock Hours: 49.5
Instructor enforced Prerequisite: VIN 130, VIN 132 & (VIN 134 or VIN 111 or VIN 146)

Length of Course 11 Wks
Load Factor: 4.5
Activity Code: 210
CIPS: 019999

Course Title: Human Resources

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013
Revision Date: NA

COURSE DESCRIPTION:

The course will explore the different specialties that fall under the broad heading "Human Resources" and the skills necessary to succeed in them. Topics such as labor relations, global HR, executive compensation, employee development, employment law, organization styles, leadership, motivation, adaptation, employee/employer rights and responsibilities, employee manual, and communications will be covered.

COURSE OUTCOMES:

1. Understand the importance of the role human resources plays in the viticulture and enology field.
2. Demonstrate a basic understanding of issues relating to training and development.
3. Demonstrate a basic understanding of issues relating to health, safety, and security issues.
4. Demonstrate a basic understanding of issues relating to motivating a modern workforce.
5. Demonstrate a basic understanding of issues relating to recruitment, selection, evaluation, retention, and promotion of employees.
6. Demonstrate a basic understanding of issues relating to compensation and benefit administration.
7. Demonstrate an understanding of the components of an employee handbook.
DIVISION: Arts and Sciences  
DEPARTMENT: Viticulture and Enology  
PROGRAM: Wine Business & Entrepreneurship Degree  
DEGREE: AAS Wine Business & Entrepreneurship Degree  
COURSE TITLE: VIN 290 - Winery Safety

X Program Director Signature, Chris Lake
X Supervisor Signature, Jason Aase

VIN 290 - Winery Safety

Need for course: The VIN 290 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS  
X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 290
Course Title: Winery Safety
Terms Offered: 1 Term per Year

X Program Director Signature, Chris Lake
X Supervisor Signature, Jason Aase

Credits: 3 Lecture hrs/wk: 3 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11

Proposed implementation Year: 2014 Grading Option: S Load Factor: 3

Catalog Course Description:
This course provides an introduction to safety and procedures specific to enology (wine making.)
This course will include general history of food and beverage safety and health issues, ergonomics, OSHA safety rules and safety issues and concerns specific to the winery.

VOCATIONAL TECHNICAL PROPOSALS ONLY LOWER DIVISION COLLEGIATE PROPOSALS ONLY

☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)
☐ Occupational Preparatory (organized degree/cert program)
☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE
- COMPLETE NEW COURSE JUSTIFICATION FORM
Course Title: Winery Safety

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

This course provides an introduction to safety and procedures specific to enology (wine making.) This course will include general history of food and beverage safety and health issues, ergonomics, OSHA safety rules and safety issues and concerns specific to the winery.

COURSE OUTCOMES:

1. Demonstrate an understanding of production personnel safety issues and procedures.
2. Demonstrate an understanding of Injury and Illness Protection Programs (IIPP).
3. Demonstrate an understanding of and proficiency in OSHA reporting procedures and applicability.
4. Demonstrate an understanding of hazardous occupation order in agriculture.
5. Demonstrate an understanding of ergonomics.
6. Demonstrate an understanding of bleeding injuries.
7. Demonstrate an understanding of Personal Protective Equipment.
NEW COURSE JUSTIFICATION – Page 1 of 5

Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course Title: VIN 295 - Developing a Business Plan for a Commercial Vineyard/Winery

X Program Director Signature, Chris Lake X Supervisor Signature, Jason Aase

VIN 295 - Business Plan

Need for course: The VIN 295 Course Feasibility, Course Description, Curriculum Goals, Objectives, and Assessment Strategies were developed and approved for inclusion in the Wine Business and Entrepreneurship Degree Program by representatives from a consortium of 20 college and university members of VESTA. Entry to the VESTA degree program is offered through 20 participating institutions. VESTA is dedicated to enhancing agricultural opportunities nationally in the fields of viticulture and enology by providing a 21st century workforce that has a solid educational foundation of courses in science, technology, engineering, and mathematics specifically focused on the needs of the wine and grape industry.

Course Information:

X AAS X AAOT (Area of distribution): Online

Cost of this course:

X No other costs are anticipated that will impact existing UCC courses.

a. Student enrollment in other courses: This course is specific to the UCC/VESTA Wine Business and Entrepreneurship Degree Program. The degree offering is substantially different from the currently offered UCC Viticulture and Enology AAS and too subject-matter focused to detract from UCC degree offerings in Business.

b. Current program: Unique course.

Disposition: Signature Date Recommendation

Curriculum Committee Chair Vice President of Instruction
Division: Arts and Sciences
Department: Viticulture and Enology
Program: Wine Business & Entrepreneurship Degree
Degree: AAS Wine Business & Entrepreneurship Degree
Course No: VIN 295
Course Title: Developing a Business Plan for a Commercial Vineyard/Winery
Terms Offered: 1 Term per Year

X Program Director Signature, Chris Lake
X Supervisor Signature, Jason Aase

Credits: 4.5 Lecture hrs/wk: 4.5 Lec/Lab 0 Practicum hrs/wk 0
Banner Pre-req.: None Instructor Pre-req.: None Co-requisites: 0 Length (wks): 11
Proposed implementation Year: 2014 Grading Option: S Load Factor: 4.5

Catalog Course Description:
Students will use the knowledge and skills gained from the previous courses in the business and entrepreneurship track to create a wine industry business plan. The primary course outcome is a major project in the form of a realistic and fully-integrated 5-year strategic business plan including a financial model and supporting materials.

VOCATIONAL TECHNICAL PROPOSALS ONLY  LOWER DIVISION COLLEGIATE PROPOSALS ONLY
☐ Approved by Advisory Committee (Minutes Attached):

Is this course on the "LDC Course List" of the State Department
☐ To be ☐ Yes ☐ No

If no, this course has been approved for transfer to: (college or university) (attached syllabus, course description, and outcomes)

☐ Occupational Preparatory (organized degree/cert program)
☐ Occupational Supplementary
Support Course: Indicate all programs for which this course will be required.

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<tbody>
<tr>
<td>Viticulture &amp; Enology</td>
<td>Viticulture &amp; Enology</td>
<td>Fall, 2014</td>
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</tbody>
</table>

Overlap

No overlap within Umpqua Community College.

COURSE DEVELOPED BY Chris Lake and VESTA Curriculum Development Committee
DATE: 5/31/13

ATTACH the documents below:

- COMPLETE COURSE OUTLINE

- COMPLETE NEW COURSE JUSTIFICATION FORM
Course No: VIN 295
Course Credit: 4.5
Lecture Hrs/wk: 4.5
Lab Hrs/Wk: 0
Lecture/Lab Hrs/Wk: 0
Practicum Hrs/Wk: 0
Clock Hours: 49.5
Instructor enforced Prerequisite: VIN 130, VIN 132 & (VIN 134 or VIN 111 or VIN 146)
Length of Course: 11 Wks
Load Factor: 4.5
Activity Code: 210
CIPS: 019999

Course Title: Developing a Business Plan for a Commercial Vineyard/Winery

Developed By: Chris Lake and the VESTA Curriculum Development Committee

Development Date: 5/31/2013

Revision Date: NA

COURSE DESCRIPTION:

Students will use the knowledge and skills gained from the previous courses in the business and entrepreneurship track to create a wine industry business plan. The primary course outcome is a major project in the form of a realistic and fully-integrated 5-year strategic business plan including a financial model and supporting materials.

COURSE OUTCOMES:

1. Recognize the purpose of the business plan.
2. Identify the Business Plan Components.
3. Design and develop a description of the business.
4. Develop an operational plan for the business.
5. Demonstrate an understanding of the management team.
6. Perform a SWOT analysis.
7. Perform a competitor analysis.
8. Establish a marketing and sales plan.
10. Synthesize the components of the plan into an Executive Summary.
11. Develop a 5-Year strategic business plan.
Document brought forward by: Geoffrey Brownell
X October 7, 2013 Date

Supervisor Signature (Please type in the box with the X by it.)

**Revise** Division: CTE

**Reactivate** Department: Nursing / Allied Health

**Delete** Program: N/A

Current course number        NRS 11               Revised Course Number NRS 101

Current Course Title  Nursing Assistant               Revised Course Title _____

Credits 9.0                                      Revised Credits _____

Lecture Hrs/Wk                     Revised Lecture Hrs/Wk _____

Lec /Lab Hrs/Wk _____     Revised Lec /Lab Hrs/Wk _____

Lab Hrs/Wk _____     Revised Lab Hrs/Wk _____

Practicum _____     Revised Practicum _____

Banner/Instr. Prerequisites _____     Revised Banner/Instruc. Prerequisites _____

Co-requisites _____     Revised Co-requisites _____

Length (Wks) 11               Revised Length (Wks)

Terms Offered Fall, Winter, Spring               Revised Terms Offered _____

Proposed implementation date: Term W Year 2014 Grading Option __ Load Factor

Reason for request: Ability to receive financial aid and alignment for future program development.

Revision(s) requested: ATTACH NEW COURSE OUTLINE SHOWING REVISIONS

Cost of revision: $0

**Revise** No additional instructional costs (staff, materials, equipment, or facilities) are required.

The cost of this course will be covered by (i.e. fewer sections of course):

Additional instructional costs (staff, materials, equipment, or facilities) are needed to offer this course. Itemize and estimate cost(s).
Course No:
Course Credit:
Lecture Hrs/wk:
Lab Hrs/Wk:
Lecture/Lab Hrs/Wk:
Practicum Hrs/Wk:
Clock Hours:
Length of Course  11 wks.
Banner enforced Prerequisite:
Instructor enforced Prerequisite:
Co-Requisite:
Load Factor:
Activity Code:
CIPS:

Course Title: Nursing Assistant
Developed By: Sandy Hendy
Development Date:
Revision Date:

COURSE DESCRIPTION: This course follows the curriculum designed & approved by the Oregon State Board of Nursing for certification of Nursing Assistants. A Nursing Assistant assists licensed nursing personnel in the provision of nursing care in hospitals, long-term care facilities, skilled nursing facilities, or community-based settings. The authorized duties for Nursing Assistants per OSBN Nurse Practice Act Division 63, 851-063-0030 section 1 includes but not inclusive of: assisting with their clients’ daily living activities, such as bathing, dressing, transferring, ambulating, feeding and toileting. Nursing Assistants also perform tasks such as measuring vital signs, positioning and range of motion.

COURSE OUTCOMES: Upon successful completion of this course, students will be prepared to give safe, basic nursing care at the nursing assistant entry level of competency and proficiency.

Intended learning outcome areas covered in this course include:

- Ethics & Standards of Behavior
- Promotion of Clients’ Independence
- Responsibility for Reporting to Facility Management and/or the appropriate agency: Abuse Mistreatment and/or Neglect.
- Clients’ Rights
- Communication
- Basic Needs
- Infection Control & Bloodborne Pathogens
- Introduction to Alzheimer’s/Dementia and Disease Processes
- Body Mechanics
- Safety and Emergency Procedures
- Nutrition & Fluid Balance
- Patient Comfort & Care
- Skin Care
- The Role of the CNA
- Cardiopulmonary Resuscitation
- Vital Signs
- Body Systems
- Long-term Care
- Death & Dying
- Elimination
- Special Care
- Positioning Devices
- Federal/State/Local Rules
- Facility Survey

**REQUIRED TEXT/MATERIALS**


**OUTLINE:** [Topics taught by week 1-10.]

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Welcome</th>
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<tbody>
<tr>
<td></td>
<td>Course introduction</td>
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<tr>
<td></td>
<td>Required paper work</td>
</tr>
</tbody>
</table>

Ch.1. Intro into Health Care Agencies
Ch.2. The Persons Rights
Ch.3. The Nursing Assistant
Ch.4 Ethics and Law
Ch.5 Work Ethics
Ch.15 Preventing Infection
Ch.6 Communicating with the Health Team
Ch.7 Assisting with the Nursing Process
Ch. 8 Understanding the Person
Ch.18 The Persons Unit

<table>
<thead>
<tr>
<th>Week 2</th>
<th>Quiz #1 Ch.1,2,3,4,5,6,7,8,15&amp;18</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Ch. 26 Measuring Vital Signs</td>
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<td>Ch. 27 Exercise and Activity</td>
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<td>Week 3</td>
<td>SKILLS:</td>
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<td>TPR, B/P, Height &amp; Weight</td>
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<td>Donning and Removing Gown, Gloves Mask</td>
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<td>Quiz # 2 Ch.9,10,26,27,28,29&amp;38</td>
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<td>Ch.12 Safety</td>
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<td>Ch.16 Body Mechanics</td>
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<td>Ch17 Safety Moving &amp; Transferring the Person</td>
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<td>Ch. 11 Care of The Older Person</td>
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<td>Ch.13 Preventing Falls</td>
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<td>Ch.14. Restraint Alternatives &amp; Safe Restraint</td>
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<tr>
<th>Week 4</th>
<th>SKILLS:</th>
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<tbody>
<tr>
<td>Body Mechanics</td>
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<tr>
<td>Patient Transfers with Gait Belt (bed to chair) (chair to bed)</td>
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<td>Ambulate with Gait Belt</td>
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<td>Ambulate with Gait Belt &amp; Walker LS:</td>
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<td>Quiz # 3 Ch.11,12,13,14,16&amp;17</td>
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<td>Ch.20 Personal Hygiene</td>
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<td>Ch.21 Grooming</td>
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<td>Ch. 22 Urinary Elimination</td>
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<td>Ch.23 Bowel Elimination</td>
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<td>Ch.34 Pressure Ulcers</td>
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<td>Ch.35. Heat &amp; Cold Application</td>
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<td>Ch.24 Nutrition and Fluids</td>
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<td>Ch.25 Nutritional Support</td>
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<tr>
<th>Week 5</th>
<th>SKILLS:</th>
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<tr>
<td>Oral Care</td>
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<td>Denture Care</td>
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<tr>
<td>Assisting with Bed Pan</td>
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<tr>
<td>Assisting with Urinal</td>
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<tr>
<td>Emptying a Urinary Drainage Bag</td>
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</tbody>
</table>
| Week 6 | SKILLS:  
Positioning a Patient  
Change a Brief  
Giving a Bed Bath  
Range of Motion  
Apply Anti- Embolism Stockings (TED Hose)  
Quiz # 5 Ch.33, 36,39 ,46  
Ch. 51 Basic Emergency Care  
Ch.45 Mental Health Problems  
Ch.47 Developmental Disabilities  
Ch.40 Cancer, Immune System and Skin Disorders  
Ch.41 Nervous System Disorders  
Ch.44 Urinary & Reproductive Disorders Ch.52 End of Life |
|---------|----------------------------------|
| Week 7 | Quiz #6 Ch.40,41,44,45,47,51 &52  
Assign Clinical Groups  
Review Expectations  
Fingernail & Foot Care  
Care of Eyeglasses& Hearing Aides Ostomy care  
Oral Care for a Comatose Patient  
Dress/Undress  
Orientation to Mercy |
| Week 8-10 | Clinicals:  
Nov. 19,20,21,25,26,27  
Dec.3,4,5,6 |
| Week 11 | Review for Final and Final Exam |
Document brought forward by: Geoffrey Brownell

X Date
Supervisor Signature: (Please type in the box with the X by it.)

Course Number  Course Name

Course Information:
☐ AA  ☐ AS  ☐ AAS  ☐ Below 100 level  ☐ Elective  ☐ Certificate

☐ AAOT (Area of distribution):

Cost of this course:

☒ No additional instructional costs (staff, material, equipment, or facilities) are required. The cost of this course will be covered by (i.e. fewer sections of _______ course):

☐ Additional instructional costs (staff, materials, equipment or facilities) are needed to offer this course. Itemize and estimate:

Course impact on:

a. Student enrollment in other courses: none

b. Current program: none

Replacement course for: Course Number:  Title:

Disposition:  Signature  Date  Recommendation

Director of Curriculum Support  Vice President of Instruction
Title: College Algebra

X

Supervisor Signature and date:

X [Revise] Division: Arts and Letters

[Reactivate] Department: Mathematics

[Delete] Program: ______

Current course number Mth 111 Revised Course Number Mth 111

Current Course Title College Algebra Revised Course Title College Algebra

Credits 4 Revised Credits 5

Lecture Hrs/Wk 4 Revised Lecture Hrs/Wk 5

Banner Prerequisites Mth 95 Revised Banner Prerequisites Mth 95
Length (Wks) 11
Revised Length (Wks) 11

Terms Offered F,W,S,Su
Revised Terms Offered F,W,S,Su

Proposed implementation date: Term Summer Year 2014
Grading Option A-F Load Factor 5 ILCs

Reason for request: Change from 4 to 5 credits. This change is occurring statewide to better meet student needs.

Revision(s) requested: ATTACH NEW COURSE OUTLINE SHOWING REVISIONS

Cost of revision: $12,352

☐ No additional instructional costs (staff, materials, equipment, or facilities) are required.

☐ Additional instructional costs (staff, materials, equipment, or facilities) are needed to offer this course. Itemize and estimate cost(s).

A total 15 sections are taught Fall, Winter, Spring, and Summer terms. This will increase the Math budget by 15 ILC’s per year at an estimated cost of $12,352 per year. ($610 PT salary per ILC with 35% increase for associated salary costs)

COMPLETE -- REVISED COURSE JUSTIFICATION
Title: College Algebra

Student need for course:

Increasing Mth 111 to 5 credits will allow:

- Increased student success
  Increasing the student contact hours will benefit the students and increase success rates. This is a challenging course, and students often struggle to grasp the concepts covered. Mth 111 is a gateway course that affects the ability of students to complete their degrees. The extra contact time will give students more instruction time on these challenging topics which will improve student success and retention.

- Greater course breadth and depth
  Mth 111 covers a large amount of material. The faculty will have more time to fully cover the material and to meet the course outcomes.

- Curriculum improvement
  Instructors will be able to incorporate more learning activities into the curriculum, and will be able to address a variety of learning styles.

- Transferability
  A switch to 5 credit courses will facilitate students completing degrees and transferring to other schools. Of the 16 other community colleges in Oregon, 56% have revised Mth 111 to 5 credits.

<table>
<thead>
<tr>
<th></th>
<th>Blue Mt</th>
<th>Central or</th>
<th>Chemeketa</th>
<th>Clackamas</th>
<th>Clatsop</th>
<th>Columbia</th>
<th>Klamath</th>
<th>Lane</th>
<th>Linn Benton</th>
<th>Mt. Hood</th>
<th>Oregon Coast</th>
<th>Portland</th>
<th>Rogue</th>
<th>Southwestern</th>
<th>Tillamook</th>
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<tr>
<td>Mth 111 Credits</td>
<td>5</td>
<td>4</td>
<td>5</td>
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</tr>
</tbody>
</table>
• Increased faculty-student contact time
  Increased contact time could have a profound effect on retention and student success. Increased time in class will help students to have a more engaged learning experience. Faculty will have more time to respond to student needs and to adapt the lesson to meet these needs.

• Scheduling opportunities
  A 5 credit class could meet 3 times per week with block scheduling. Some sections of Mth 111 could meet for 2 hours on Monday and Wednesday, with the 5th hour on Friday. Other sections could meet for 2 hours on Tuesday and Thursday, with the 5th hour on Friday. This will mean some students will only need to travel to the college on 3 days, and the other two days will be opened for students to take other classes or for part-time employment.

  Mth 111 is taught in the evening winter term and meets twice a week. These students will now meet 2 hr 15 minutes with a 10 minute break.

  Summer Mth 111 is a 5 wk course meeting 4 days per week. These students will also meet 2 hr 15 min. with the 10 minute break. We would attempt to schedule this summer course from 10 to 12:15 in order to avoid scheduling conflicts with other summer courses.

• Advantages of Block Scheduling
  Research has shown the following advantages of block scheduling
    1. Student attendance improves.
    2. Instructors engage students in more active learning structures; therefore, students become less passive in their learning.
    3. Material is taught in greater depth.
      (http://coe.winthrop.edu/vawterd/block/research/research.html)
Course Information: AA□ AAS□ AS□ Certificate□ Learning Skill:□

Cost of this course:

☒ Additional instructional costs (staff, materials, equipment or facilities) are needed to offer this course. Itemize and estimate:

A total 15 sections are taught Fall, Winter, Spring, and Summer terms. This will increase the Math budget by 15 ILC’s per year at an estimated cost of $12,352 per year. ($610 PT salary per ILC with 35% increase for associated salary costs)

☐ Library resources reviewed ____________

   Signature/date

☐ Facility/office space/cleaning ____________

   Signature/date

☐ IT Resources reviewed______________

   Signature/date

Course impact on:

a. Student enrollment in other courses:

   This course will increase enrollment in other courses due to student success and retention.

Disposition: Signature Date Recommendation

Curriculum Committee Chair ____________________________________________