Department for Viticulture and Wine

June, 2015

Bekim Hoxha
Director of Department for Viticulture and Wine
Current situation

Based on law on wine No. 02/L08. and amendments to Law on wine 04 / L-019, 29 July 2011, Kosovo is defined as a viticulture territorial units divided into two viticulture regions:

• Region of Kosovo
• Region of Dukagjini

Region is divided: - sub-region, (2 North and South)
- Viticulture Areas, (8)
- Localities, (214)
- Plots
- Vineyard (7575)
Current situation

- Kosovo in 1988 has 9,000 hectares of vineyards,
- Current vineyard area is 3220.63

Land surface report with vineyards between companies (Stone Castle & Agrokosova Holding) and private farmers

- Private farmers: 73%
- Companies: Stone Castle & Agrokoosove Holding: 27%
Grape Destination

- Red grape: 1597.95 ha
- White grape: 810.68 ha
- Table grape: 719.93 ha
- Grapes for drying: 2.44 ha
- Mixet variety: 69 ha
- Eksperimental: 20.63 ha

Total: 3220.63 ha
Wine grape variety
White wine grape variety

- Smederevka: 45%
- Italian R.: 28%
- Chardonnay: 13%
- Rhine Riesling: 6%
- Zhuplanka: 3%
- Rkacitel: 1%
- Pino Blanc: 1%
- Ribier: 1%
- Ribier: 1%
- White Kladovas: 0%
Red wine grape variety

- Vranac: 26%
- Prokupa: 25%
- Pinot Noir: 11%
- Game: 18%
- Zhametë: 7%
- Plovdiv: 1%
- Cabernet Sauvignon: 3%
- Game Noir: 2%
- Jagodinka: 0%
- Blau Frankich: 2%
- Cabernet Franc: 1%
- Melnik: 1%
- Petit Verdo: 0%
- Syrah: 0%
Current situation

Tab. 1. Vineyard area, Surface, Participation in %, nr. of Vineyards and nr. of Farmers

<table>
<thead>
<tr>
<th>Vineyard Area</th>
<th>Surface [ha]</th>
<th>Percentage [%]</th>
<th>Nr. of Vineyards</th>
<th>Nr. of Farmers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gjakovë</td>
<td>55.70</td>
<td>1.73</td>
<td>129</td>
<td>117</td>
</tr>
<tr>
<td>Istogu</td>
<td>0.11</td>
<td>0.03</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Klina</td>
<td>7.80</td>
<td>0.24</td>
<td>13</td>
<td>11</td>
</tr>
<tr>
<td>Malishevë</td>
<td>35.24</td>
<td>1.09</td>
<td>220</td>
<td>234</td>
</tr>
<tr>
<td>Peja</td>
<td>6.00</td>
<td>0.18</td>
<td>30</td>
<td>30</td>
</tr>
<tr>
<td>Prizreni</td>
<td>208.70</td>
<td>6.45</td>
<td>865</td>
<td>793</td>
</tr>
<tr>
<td>Rahovec</td>
<td>2243.94</td>
<td>69.69</td>
<td>4945</td>
<td>2630</td>
</tr>
<tr>
<td>Suhareka</td>
<td>663.14</td>
<td>20.6</td>
<td>1371</td>
<td>1148</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3220.63</strong></td>
<td><strong>100</strong></td>
<td><strong>7575</strong></td>
<td><strong>4965</strong></td>
</tr>
</tbody>
</table>
Legal Base

Based on regulation of (GRK) No. 37/2013 on internal organization and structuring of job positions in the Ministry of Agriculture, Forestry and Rural Development was established the Department of Viticulture and Wine which is a continuation of the Entity for Viticulture and Wine established on 02.07.2007.

The legal base of the Department for Viticulture and Wine is supported in the implementation of the Law No. 04/L-019 on amending and supplementing of the Law No. 02/L-8 on Wines and Administrative Instructions approved.
Director of the Department for Viticulture and Wine

- Division of Viticulture
  - Senior Officer for Viticulture

- Division of Wine
  - Senior Officer for Wine

- Division of Early Warning Pest and Diseases

- Division of Laboratory
  - Assistant Laboratory

- Senior Administrative Officer
- Administrative Assistant
Division of Viticulture, performs the following duties:

- Evidence of registers of vineyards and grape growers;
- Defines varieties recommended and permitted of grape vine and rootstocks;
- Monitors maturity of grape and set the time of harvest;
- Limits maximal yields of grape per hectare, depending on variety and destination;
- Evidencing the changes in the field such as: planting, root out and replant;
- Advices farmers for system of keeping and cultivation of grape – vine;
Evidence changes in vineyards:
Evidence of planting, root out and replant.
Taking of coordinates and vectorization of vineyards
Division of Wine, performs the following duties:

Manages and monitors control of wine quality in two aspects:

- Analytic control 9 (nine) parameters according to ISO/IEC 17025 and
- Organoleptic control scheme yes/no and 100 points approved by O.I.V.

Manages and monitors:

- Internal market,
- Export and
- Import of wine and other products from grape and wine,

- Organizes trainings in building of skills for organoleptic testing of wine
Organizing of trainings for secondary school and students.

Testing of Wine
Division for Early Warning Pest and Diseases

Division for the early warning of pests and diseases performs the following duties:

- Collection and updating the meteorological data for Viticulture Areas in the Republic of Kosovo;
- Compiles monthly and periodical reports for the movement of climatic parameters;
- Organizes meetings with farmers and informs about preventive and protective measures from pests and diseases.
**Division of laboratory** performs the following duties:

Managing and monitoring control of quality of wine in analytic aspect:

- Analytic control 9 (nine) parameters according to ISO/IEC 17025;

- Parameters that are defined:

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Specific weight</td>
<td>g/cm³</td>
</tr>
<tr>
<td>Alcohol</td>
<td>% vol</td>
</tr>
<tr>
<td>Extract</td>
<td>g/lit</td>
</tr>
<tr>
<td>Total acids</td>
<td>g/lit</td>
</tr>
<tr>
<td>Volatile acids</td>
<td>g/lit</td>
</tr>
<tr>
<td>SO₂ free</td>
<td>mg/l</td>
</tr>
<tr>
<td>SO₂ total</td>
<td>mg/l</td>
</tr>
<tr>
<td>pH</td>
<td></td>
</tr>
<tr>
<td>Sugar</td>
<td>g/l</td>
</tr>
<tr>
<td>Possible alcohol</td>
<td>% vol</td>
</tr>
</tbody>
</table>
Accredited laboratory with ISO/IEC 17025
Legal – Administrative Unit

Legal – Administrative Unit performs the following duties:

- Receives requests for internal trade, export and import of wine;
- Evidencing receipt of samples of wine;
- Addresses the requests of cases from trade subjects and production companies;
- Prepares licenses for local producers, importers and exporters of wine;
- Preparing monthly and periodical reports for the incomes;
- Maintenance, Protocol and Archive of materials.
Approved Administrative Instructions

A.I. 24/2008 – On internal and external registers of the production companies, grape, wine and other production by grape and wine
A.I. 03/2009 – On stipulation of Vineyard Territory in Kosovo
A.I. 11/2009 - On assessment of criterions for import, export and internal market of wine and other products from grape and wine
A.I. 15/2009 - On setting the parameters of physical and chemical analyzes of wine
A.I. 16/2009 - On setting of criterions for putting of indications in the label
A.I. 02/2013 – On determining the amount of material compensation for services performed in the field of viticulture and oenology offered by the institute of viticulture and oenology
A.I. 06/2013 – On registration of growers of grape, producers of wines and other products of grape and wine.
A.I. 01/2014, On setting conditions for the designation of wines with a protected geographical origin and designations of locations with the protected geographical indications
A.I. 04/2014 On setting of criteria for taking of samples, analyse of must, wine and other grape and wine products and organoleptic evaluation of wine
EU Regulations

- Law No.04/L-019, Amendment – Supplementation of Law No. 02/L-8 for wines.

- EU Regulation No. 1234/2007
- EU Regulation No. 607/2009
- EU Regulation No. 606/2009

Regulation No. 491/2009, amendment of regulation 1234/2007 at sub section I is defined:
Protected designation of origin
Protected geographical indications.

Electronic registry on designation of origin and protected geographical indications at EU is in consistency with Regulation No. 1308/2013
1. Auto-control

Applicants (producers, processors, associations)

National Council of Wine

Certification and Inspection bodies (MAFRD and AVF)

Registration bodies (MTI)

2. Internal-control

3. External - control

Council has 13 members
A.I. 01/2014

EU
Established of Vine Cadastre & Managing Control of Wine

- Since viti 2012, 2013/2014 financed, strengthening, maintenance dhe expansion of wine cadastre and constructing of managing control of wine system.

- Implementation of project was realized by “GeoLand” sh.p.k Prishtinë
Cadaster of Vineyards It's made by two components:
Graphic part and textual part of data:
22 parameters for each vineyard
Procedure of Quality Managing Control of Wine

- Declaration of grape harvest (until 10 December)
- Declaration of production of Wine (until 15 January)
- Declaration of annual stocks (until 31 July)

Preparation of request from processing company
Quality Managing Control of Wine

- After the declaration of production of wine, producer apply for request to get permission for entering in market and certification
- In this case samples of wine takes the unique barcode that will be up to full completion of quality control.
Quality Managing Control of Wine - Laboratory

- Sample pass through physical – chemical analysis in 9 parameters
- If the fulfill all parameters based on law samples are able for organoleptic tasting.

<table>
<thead>
<tr>
<th>Number</th>
<th>Parameter and Analyse</th>
<th>Njësia matëse</th>
<th>Resultatit</th>
<th>Limitet Min</th>
<th>Limitet Max</th>
<th>Methodë</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Alcohol</td>
<td>1.0</td>
<td>0.0</td>
<td>10.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Sugar</td>
<td>g/l</td>
<td>20</td>
<td>0.0</td>
<td>30.0</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Acidity</td>
<td>1.0</td>
<td>0.0</td>
<td>2.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Acidity in tartaric acid</td>
<td>g/l</td>
<td>10</td>
<td>0.0</td>
<td>100.0</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Nitrogen</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Total ashes</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Reducing sugars</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Sulphite</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Expert:

Hashiha

Department of Vineyards and Wine: Department for Vineyard and Wine
Organoleptic evaluation is conducted based on law of Wine and A.I 04/2014. Evaluation used two schemes: scheme yes/no and 100-point scheme.
Evaluation Scheme of Wine

Scheme 100 point based on OIV

Scheme yes/ no
Certificate of Wine

Wine is available for Market
Documents issued by the Department for Viticulture and Wine

1. Vineyard certificate;
2. Licenses for local producers of wine and other productions from grape and wine;
3. License for wine importers;
4. License for wine exporter;
5. License for distillatory;
6. Document VI – 1 for export of wine in the EU countries;
7. Report of physical – chemical analyses from the laboratory;
Production per years 2007 – 2014

Source, data from D.V.V. - 2015
Export 2007 – 2014

Source, data from D.V.V. - 2015
Import 2007 – 2014

Source, data from D.V.V. - 2015
Export- Import 2007 – 2014

Kosovo from 2007 -2014 has export eksport in 28 Country, in that period was export 41,657,264 liter

- Serbia --- 13,289,071 lit.
- Germany – 6,194,042 lit.
- Croatia --- 9,090,383 lit.
- Macedonia – 2,809.194 lit.
- Slovenia – 2,881,026 lit.

Kosovo from 2007 -2014 has import 3,256,102 liter

- Montenegro – 1,589.092 lit.
- Macedonia – 624.777 lit.
- Italy--- 517.253 lit.
- Serbia ------ 215,233 lit.

Source, data from D.V.V. - 2015
<table>
<thead>
<tr>
<th>Serial no.</th>
<th>Varieties</th>
<th>Total/liters</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Chardonnay</td>
<td>360,975.00</td>
</tr>
<tr>
<td>2</td>
<td>Riesling Rajne</td>
<td>170,151.00</td>
</tr>
<tr>
<td>3</td>
<td>Italian Riesling</td>
<td>677,081.00</td>
</tr>
<tr>
<td>4</td>
<td>White Pino</td>
<td>13,000.00</td>
</tr>
<tr>
<td>5</td>
<td>Black Pino</td>
<td>604,754.00</td>
</tr>
<tr>
<td>6</td>
<td>Souvinjon</td>
<td>3,000.00</td>
</tr>
<tr>
<td>7</td>
<td>Smederevkë</td>
<td>181,797.60</td>
</tr>
<tr>
<td>8</td>
<td>Cabernet sovinjon</td>
<td>312,199.00</td>
</tr>
<tr>
<td>9</td>
<td>Merlot</td>
<td>89,362.00</td>
</tr>
<tr>
<td>10</td>
<td>Game</td>
<td>763,512.00</td>
</tr>
<tr>
<td>11</td>
<td>Colored Game</td>
<td>0.00</td>
</tr>
<tr>
<td>12</td>
<td>Vranç</td>
<td>2,057,702.00</td>
</tr>
<tr>
<td>13</td>
<td>Prokupë</td>
<td>331,983.00</td>
</tr>
<tr>
<td>14</td>
<td>Frankovkë</td>
<td>33,000.00</td>
</tr>
<tr>
<td>15</td>
<td>Syrah</td>
<td>31,700.00</td>
</tr>
<tr>
<td>16</td>
<td>White wine</td>
<td>2,070,000.00</td>
</tr>
<tr>
<td>17</td>
<td>Red wine</td>
<td>17,497.00</td>
</tr>
<tr>
<td><strong>TOTAL=</strong></td>
<td></td>
<td><strong>7,020,069.50</strong></td>
</tr>
</tbody>
</table>

Source, data from D.V.V. - 2013
## Producers in 2013

<table>
<thead>
<tr>
<th>Company</th>
<th>Total wine/ liters</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shpk “Stone Castle Vineyards &amp; Winery”</td>
<td>5129375</td>
</tr>
<tr>
<td>NTP “Haxhijaha”</td>
<td>976457</td>
</tr>
<tr>
<td>“Biopak Shpk”</td>
<td>722735</td>
</tr>
<tr>
<td>Shpk “Rahoveci”</td>
<td>27754</td>
</tr>
<tr>
<td>NTP “Agro-alf”</td>
<td>29842</td>
</tr>
<tr>
<td>Shpk “Dea”</td>
<td>2000</td>
</tr>
<tr>
<td>NTP “Daka”</td>
<td>0</td>
</tr>
<tr>
<td>NTP “Muja”</td>
<td>68302</td>
</tr>
<tr>
<td>Shpk “Agrokosova - Holding”</td>
<td>122000</td>
</tr>
<tr>
<td>NPT “Bahha”</td>
<td>10392.9</td>
</tr>
<tr>
<td>NTP “Sefa”</td>
<td>24510</td>
</tr>
<tr>
<td>NPT “Rahvera - AB”</td>
<td>7000</td>
</tr>
<tr>
<td>NPT “Altini”</td>
<td>5000</td>
</tr>
<tr>
<td>NPT “Sunny Hills”</td>
<td>539117</td>
</tr>
<tr>
<td>Theranda Wine sh.p.k.</td>
<td>12390</td>
</tr>
<tr>
<td>N.T.Sh. “Safran &amp; ko”</td>
<td>2600</td>
</tr>
<tr>
<td>N.P.SH. “ALBATROS”</td>
<td>2950</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>7,682,425</strong></td>
</tr>
</tbody>
</table>

Source, data from D.V.V. - 2013
<table>
<thead>
<tr>
<th>No.</th>
<th>Varieties</th>
<th>Total/liters</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Chardonnay</td>
<td>131,886.00</td>
</tr>
<tr>
<td>2</td>
<td>Riesling</td>
<td>0.00</td>
</tr>
<tr>
<td>3</td>
<td>Rizling Rajne</td>
<td>78,533.00</td>
</tr>
<tr>
<td>4</td>
<td>Italian Riesling</td>
<td>586,261.00</td>
</tr>
<tr>
<td>5</td>
<td>White Pino</td>
<td>0.00</td>
</tr>
<tr>
<td>6</td>
<td>Pino Noir</td>
<td>168,170.00</td>
</tr>
<tr>
<td>7</td>
<td>Sovinjon</td>
<td>0.00</td>
</tr>
<tr>
<td>8</td>
<td>Smederevkë</td>
<td>611,935.00</td>
</tr>
<tr>
<td>9</td>
<td>Cabernet sovinjon</td>
<td>125,455.00</td>
</tr>
<tr>
<td>10</td>
<td>Merlot</td>
<td>91,813.00</td>
</tr>
<tr>
<td>11</td>
<td>Game</td>
<td>288,355.00</td>
</tr>
<tr>
<td>12</td>
<td>Colored Game</td>
<td>0.00</td>
</tr>
<tr>
<td>13</td>
<td>Vranac</td>
<td>1,915,181.00</td>
</tr>
<tr>
<td>14</td>
<td>Prokupë</td>
<td>0.00</td>
</tr>
<tr>
<td>15</td>
<td>Frankovkë</td>
<td>0.00</td>
</tr>
<tr>
<td>16</td>
<td>Syrah</td>
<td>35,000.00</td>
</tr>
<tr>
<td>17</td>
<td>Rose</td>
<td>4,000.00</td>
</tr>
<tr>
<td>18</td>
<td>White wine</td>
<td>47,745.00</td>
</tr>
<tr>
<td>19</td>
<td>Red wine</td>
<td>559,066.00</td>
</tr>
<tr>
<td></td>
<td>TOTAL=</td>
<td>4,643,400.00</td>
</tr>
</tbody>
</table>

Wine production per varieties 2014

Source, data from D.V.V. - 2014
### Producers in 2014

<table>
<thead>
<tr>
<th>No.</th>
<th>Company</th>
<th>Total/ wine liters</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Shpk &quot;Stone Castle Vineyards &amp; Winery&quot;</td>
<td>2,197,012.00</td>
</tr>
<tr>
<td>2</td>
<td>NTP &quot;Haxhijaha&quot;</td>
<td>968,428.00</td>
</tr>
<tr>
<td>3</td>
<td>&quot;Biopak Shpk&quot;</td>
<td>364,859.00</td>
</tr>
<tr>
<td>4</td>
<td>Shpk &quot;Rahoveci&quot;</td>
<td>19,566.00</td>
</tr>
<tr>
<td>5</td>
<td>NTP &quot;Agro-alf&quot;</td>
<td>34,380.00</td>
</tr>
<tr>
<td>6</td>
<td>NTP &quot;Muja&quot;</td>
<td>52,776.00</td>
</tr>
<tr>
<td>7</td>
<td>NPT &quot;Bahha&quot;</td>
<td>19,902.00</td>
</tr>
<tr>
<td>8</td>
<td>NTP &quot;Sefa&quot;</td>
<td>15,000.00</td>
</tr>
<tr>
<td>9</td>
<td>NPT &quot;Rahvera - AB&quot;</td>
<td>2,000.00</td>
</tr>
<tr>
<td>10</td>
<td>NPT &quot;Sunny Hills&quot;</td>
<td>952,456.00</td>
</tr>
<tr>
<td>11</td>
<td>Kosova wine</td>
<td>12,000.00</td>
</tr>
<tr>
<td>12</td>
<td>N.p.sh &quot;Albatros&quot;</td>
<td>5,021.00</td>
</tr>
</tbody>
</table>

**Total:** 4,643,400.00

Source, data from D.V.V. - 2014
Transportation of grapes

Hygienic and modern reception site

Application of system on cooling the grapes

Tanks with digital control of temperature
Compression of grapes

Digital control of fermentation

Parametric control of wine, physical –chemical

Packaging and labelling
Partners

Department for Viticulture and Wine cooperates with:

1. Faculty of Agriculture and Veterinary in Prishtina;
2. Kosovo Institute of Agriculture in Peja;
3. Institute of Viticulture and Oenology- Zagreb, Croatia;
4. GiZ; (German Government)
5. USAID, NOA (new opportunities in Agriculture);
6. Municipal Department of Agriculture from the Viticulture Areas.
7. Viticulture and Wine Association
Further steps of the Department for Viticulture and Wine 2016-2021

1. Drafting of Strategy for Viticulture and Vine 2016-2021
2. Approval of Law of spirit by Parliament
3. Establishment of experimental and demonstrating parcel with viticulture;
4. Education, training of staff and equipping with modern equipments in the laboratory of Oenology and applying for international accreditation;
5. Education of young tasters;
6. Full functioning of the division for early prevention of diseases and pests;
A Road Map for the Creation of Value for the Brand “Wine of Kosovo”

**People linked to the brand**
- Winery/company employees
- Winemaking processes
- Ingredients
- Grape variety
- Corporate & JV brands

**Brand “Wine of Kosovo”**

**Places linked to the brand**
- Countries of destination
  - EU, Switz.
  - Ex-YU
  - USA, CAN

**Distribution channels**
- Hotel, café, restaurant, ships
- Shops and Supermarkets
  - In Kosovo
  - Internationally

**Events**
- International wine events
- Co-branding events, e.g. tourism & wine
- Domestic/Albanian wine events

**Activities linked to the brand**
- Environmental
- Freedom/Independence

**Third party endorsers**
- Wine writers
- Celebrities
- Film & TV
- Educators

**Alliance brands**
- Kosovo Wine Producers Association
- Kosovo Tourism Association

**Associated brands**
- Winemaking processes
- Corporate & JV brands

**Ingredient brands**
- New packaging & labeling
- New price points

**Categories**
- Environmental
- Freedom/Independence

**Kosovo varietal + international varietal blends**

**Winery/company employees**
- Government, tourism, & distribution channel employees
- Winery/company employees
- Grape growers

**Government, tourism, & distribution channel employees**
- Government, tourism, & distribution channel employees
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Thank you for your attention

Cheers!