

KANSAS HEMP GROWERS

Meet the Panelists



TOM & DEBBIE CRITES

Shawnee County

Tom and Debbie Crites have grown hemp since 2019, the first year of the Industrial Hemp Research Program in Kansas. They have licensed and planted two acres for the last three growing seasons. In 2019, half of their field flooded so they only harvested one acre. In 2020 and 2021, they were able to harvest the entire two acres.

The Crites have one contract worker helping with their crop where they grow industrial hemp for floral/CBD production.

Their input costs this year are estimated at \$9,000 an acre. The floral biomass has been processed the last two years by Heartland Hemp Companies in Hutchinson. They estimate their profit this year to be approximately \$6,000.

Tom and Debbie also have a small cattle operation and also grow feed grain and hay.



NATE HIATT

Reno County

Nate Hiatt runs a small family-owned operation in Hutchinson. In 2021, they had roughly 2,000 hemp plants grown for CBD production. Nate grew up on a small farm south of Nickerson where he helped his grandpa farm for 10 years. He then got a business degree from Sterling College, graduating in 2018. He began to research hemp as a crop in 2017 and realized that it had almost

unlimited potential from CBD and health benefits to grain and ethanol production.

Since then Nate has learned a lot about the hemp industry and met a ton of awesome people. He is looking forward to what the future brings for this crop in Kansas.



MELISSA NELSON

Barton and Stafford Counties

Melissa Nelson's family has been involved with the industrial hemp program for three years. In 2019, they had 80 dryland acres for fiber/grain and 1,500 CBD plants. In 2020, they had 55 irrigated acres for fiber/grain and 1,500 CBD plants. In 2021, they had 120 irrigated and 40 dryland acres for fiber/grain and 200 CBD plants. They have three employees.

Melissa comes from a large-scale four-generation family farm. She is a crop research scientist and works with a variety of different crops and developmental products.

They are fully integrated on the CBD side and have their own retail line. On the fiber/grain side, they sell to themselves at the processing facility and their estimated amount per acre potential profit is \$850.



DERRICK ROSS

Linn County

Derrick Ross has been involved in the hemp program all three years since it started in Kansas. In the first year they planted roughly .75 acres, the second year was 5.5 acres, and the third year they scaled back down to 1.5 acres. They have one part-time employee assisting from the time they start seeds in the greenhouse until the end of harvest. During transplanting starters to the field

and during harvest they fluctuate between 4-6 part time employees during those two periods. They have grown floral material in all three years.

Derrick does not come from a commercial agriculture background and has considered himself a small farm operator or gardener.

Annual inputs on average over the 3 years has been around \$15,000 per acre with an average generated revenue of \$55,000. There have been investments in equipment and tooling over the years that were not included in the input costs, which mostly reflect the cost to operate, not initial investments that were made.

The floral material they sell for raw flower is processed in house. They dry it, trim it and package it to be sent to customers. The remaining biomass to be extracted for CBD oil is sent to a facility out of state to be made into various distillates and CBD isolate.

KANSAS HEMP PROCESSORS

Meet the Panelists



JEFF WILKENS & TINA KELLY

New Horizon Hemp Processing, Abilene

Jeff Wilkens and Tina Kelly have been involved with the industrial hemp program in Kansas since the end of 2018 and began processing under the research program in 2019. The first year they held a processor license only and worked with local farmers for their product. The second year they held grower, processor and distributor licenses and in 2021 they have just a processor license.

Jeff and Tina do not purchase product from out of state or from other growers at this time.

They are the only two employees at the facility and are currently only part time. They still hold day jobs since there is still no money being made through their facility where they only process the flower down to a distillate. They are currently sending the distillate out of state to have retail products packaged. They hope to have all packaging moved to Kansas very soon.

The end product currently lies in their retail line. They launched their retail products a year ago in May and have tinctures, capsules, lotions and salves along with some spa items. They are currently in the process of building a retail location as an outlet for their products as well as other hemp and Kansas made products.

Their product line is currently being sold in Kansas and out of state via their website and a few retail locations.



HEATH MARTIN

Kancanna Hemp Processing, Wichita

Heath Martin is president of Kancanna Hemp Processing in Wichita.

Kancanna is a state-of-the-art supercritical CO2 hemp processor specializing in making premium CBD extract. Kancanna was founded in 2019 to be a solution for Kansas and the midwest when looking for a quality partner in the CBD market.

They have grown from two employees to eight and have enjoyed the relationships they have forged with growers and other processors over the last two years. They have processed the majority of the hemp grown in Kansas and hope to continue doing just that for years to come.



MELISSA NELSON

South Bend Industrial Hemp, Great Bend

South Bend Industrial Hemp began as growers of CBD, fiber and grain in 2019, but their passion and focus has always been on the large-scale agriculture production of fiber and grain. They grew fiber, grain and CBD in 2020 and as most people have experienced in the industry their fiber buyer fell through. They continued to have farmers communicating to them that they wanted

to grow if they had a place to take it; manufacturers were reaching out to them asking where their fiber was going to be processed. That is how they decided to open their own facility.

They have held a grower license since 2019 and added a processor license in 2021.

They purchase their product from both in-state and out-of-state growers. They have developed a "Grower's Group," which is a support group for any farmer contracting fiber with their facility. They provide the seed, the agronomic blueprint for the field season and any support requested during the duration of the year. In turn, growers contract fiber to the South Bend facility.

They currently have four full-time employees and three part-time employees. They process all of their industrial hemp for end products which include fiber, hurd and dust. These products have a large foundation for products they can become. They sell from Hawaii to New York for a variety of industries such as bioplastics, hempcrete, insulation, non-woven textiles, paper mills, etc.



WESTON BERT

Bert-Wetta Sales, Larned

Weston Bert has been with Bert-Wetta sales since its inception in 2019. They have held a grower and processor license since their inception.

They purchase raw product from both in-state and out-of-state growers. Purchases in 2020 were mainly in-state purchases while 2021 has been almost exclusively out-of-state.

Bert-Wetta has 25 full-time employees who work to process hemp. They are still working and experimenting but are optimistic that their pelleted and ground hemp can make excellent extraction products.



THANK YOU!