

Wine-Grower-News #380

3-25-18

Midwest Grape & Wine Industry Institute: <https://www.extension.iastate.edu/wine/>

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2017 Annual Iowa Native Wine Sales, Production & Inventory Report

FREE: Check out the NEW TTB Online Presentations

FREE: 3-26, How to measure alcohol with an electric ebulliometer

3-28, Deadline to Register: VIN 214 Spring Viticulture Technology

FREE: Promoting Beneficial Insects in Vineyards Webinar – USDA NRCS

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4-10, 5-8, Upcoming Northern Grape Project & 4-19, VitisGen Webinars

4-14, Grapevine Pruning & Vineyard Prep Workshop - Cannon Falls, MN

4-(14 & 15), VESTA Wine Sensory Workshop – Green Bay, WI

4-(16 or 17), From Tank to Bottle Workshop II, Elmaro Vineyard – WI

4-(16-18), 5th Annual Inside Missouri Cooperage Tour- VESTA

4-19 WGGA Spring Vineyard School – Cambridge Winery, Cambridge, WI

6-(5-6), Distillation Basics Workshop – Mountain Grove, MO

6-(20-22), Grapevine Magazine Midwest Viniculture Expo – Davenport, IA

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Upcoming Wine Competitions

	Entry Deadline
New York Intl. Wine Competition 5-6-18 New York City	4-13-18
Tasters Guild Intl. Wine Judging May 2-4, Grand Rapids, MI	4-19-18
Great American Intl. Wine Competition April 28-29, Webster, NY	4-20-18
Critics Challenge Intl. Wine & Spirits May 26-27 San Diego, CA	4-27-18
Los Angeles Intl. Wine Competition May 23-24, Los Angeles, CA	4-30-18
The Ultimate Wine Challenge During May Westchester, NY	5-4-18
Dan Berger's Intl. Wine & Cider Competitions May 8-9, Santa Rosa, CA	5-7-18
Great Lakes Intl. Cider & Perry Competition May 16-19, Grand Rapids, MI	check WWW
Intl. Women's Wine Competition June 19-20 Windsor, CA	6-18-18

FREE: 2018 MI Grape & Wine Conference Presentations Now Online

This conference was held Feb. 28th – March 2nd in Kalamazoo, MI. The list of exhibitors, speakers and presentations can be found here:

<https://www.michiganwines.com/conference>

2017 Annual Iowa Native Wine Sales, Production & Inventory Report

45% retail 55% wholesale 294,474 gallons sold 389,546 gallons produced
95 wineries selling wines 6% retail market share \$285,416 wine taxes paid
26 of 95 wineries (27.4%) sold 80% of the wine
21+ per capita consumption: Iowa = 2.13 U.S. = 2.94

https://www.extension.iastate.edu/wine/files/page/files/2017_iowa_native_wine_production_and_sales_report.pdf

FREE: Check out the NEW TTB Online Presentations

The Tax & Trade Bureau (TTB) participates in many industry conferences and seminars. They also hold their own training events via webinars, seminars or posted presentations. They put all of these resources on their [TTB Presentations](#) page.

Recent presentations included the [Cider Compliance Seminar](#) at CiderCON in 2018 and for TTB – hosted webinars on domestic formula requirements for [malt beverages](#), [distilled spirits](#) and [wine](#).

FREE: 3-26, How to measure alcohol with an electric ebulliometer

What: 1 hour free **webinar**

When: 11 A.M. to Noon (CST), Monday March 26th, 2018

Where: From France

From: <https://www.dujardin-salleron.com/>



3-28, Deadline to Register: VIN 214 Spring Viticulture Technology

Viticulture Enology Science Technology Alliance

<http://www.vesta-usa.org>

Promoting Beneficial Insects in Vineyards for Conservation Biological Control

2 P.M. CST Tuesday, **April 3rd**, 2018

FREE 1 hr. Webinar from USDA Science & Technology Training Library

1 hr. Certified Crop Advisor Credit is Available

[Register Here](#)

4-(7&8), VESTA VIN 268 Wine & Must Analysis – Springfield, MO

What: Wine & Must Chemistry Analysis

When: Sat. & Sun. April 7 & 8, 2018

Where: [Karls Hall, Missouri State University](#)
901 S. National
Springfield, MO 65897



Who: [Dr. Barry Gump](#)

Cost: \$175 each prior to 3-23-18. \$200 each afterwards.
Free to VESTA students enrolled into VIN 268.

Details: <https://www.vesta-usa.org/Events/2018-Wine-Chemistry-Workshop-Springfield-MO>

4-10, 5-8, Upcoming Northern Grape Project & 4-19, VitisGen Webinars

NGP Webinar Schedule 2018

April 10th and May 8th

Thanks to everyone who attended the last webinar, “Evaluating Cultural Practices for Recovery from Cold Damage in Grapevines.” [Here is the link to the recording.](#)

Want to know right away when we post a webinar recording? [Subscribe to the Cornell Cooperative Extension’s youtube channel!](#)

Any questions? Email Raquel, rfk58@cornell.edu

Coming Up Next...



April 10th 12:00pm EST – [Register here!](#)

“Implementing NEWA Weather and Pest Model Information into a Vineyard IPM Strategy”

Tim Weigle, Statewide IPM Specialist, Cornell University

Dan Olmstead, NEWA Coordinator, Cornell University

The NEWA weather network has brought disease and insect forecasting models to grape producers in New

York for the past 20+ years. NEWA’s expansion to Midwestern and New England states now offers producers in these states access to the same forecasting models. Find out how you can use NEWA to improve your insect and disease management practices.

Later this spring...



May 8th 12:00pm EST – [Register here!](#)

“SO₂ and You: Understanding the ‘When’, ‘Why’, and ‘How’ of SO₂ Management in Your Winery”

Demi Perry, Lab Manager and Technician, Cornell University

Sulfur dioxide (SO₂) has long been an important player in the winery, but why exactly is it used, and how do you know how much to add and when to add it? Learn about the many roles of SO₂ as we follow juice’s transformation into wine, and discuss how to measure and manage

SO₂ levels in your winery with confidence.



We think some of you will be interested in our webinar series for the **VitisGen2** project. The next webinar is April 19th at 2:00pm EST. [Click here for more information and registration.](#) Email rfk58@cornell.edu if you’d like to get on this mailing list. Follow us on twitter @VitisGen

Horticultural performance and juice quality of cold-climate grapes in Vermont, USA

T.L. Bradshaw, S.L. Kingsley-Richards, J. Foster and L.P. Berkett

University of Vermont, Burlington, VT, USA

European Journal of Horticultural Science, 2-22-18

<https://www.pubhort.org/ejhs/83/1/6/index.htm>

4-14, Grapevine Pruning & Vineyard Prep Workshop - Cannon Falls, MN

When: 10 a.m. to Noon, Saturday, April 14, 2018

Where: [10500 310th Street Way, Cannon Falls, MN 55009](#)

Who: Annie Klodd, U of MN Extension Educator – Fruit & Vegetable Production

Lisa Smiley, Executive Director, Southern MN Wine Grower Alliance



Cost: \$10 / person. Coffee and donuts included.

Registration: Contact Lisa Smiley at winegroweralliance@gmail.com or 651-492-5393
Or you can register at 9:30 A.M. at the event. Make Checks payable to SWMGA.
Checks can also be mailed to the above address.

Sponsored by: [Southern Minnesota Wine Grower Alliance](#)
[University of Minnesota Extension](#)

4-(14 & 15), VESTA Wine Sensory Workshop – Green Bay, WI

When: Saturday & Sunday, April 14 & 15, 2018

Where: [Radison Hotel](#) – Greenbay, WI



Who: [Cristin Hosmer](#) – Vineyard & Winery consultant

Cost: \$150 / person each day. \$295 for both days. **\$25/day more after April 6th.**
(No charge to VESTA students currently enrolled in VIN 266)

Details & Registration: <https://www.vesta-usa.org/Events/Wine-Sensory-Analysis-Workshop-WI-2018>

4-(16 or 17), From Tank to Bottle II Workshop, Elmaro Vineyard - WI

What: (Two separate) one-day workshops on final bottling issues.

When: 9:30 AM to 3 PM,
Monday, April 16th, [Elmaro Vineyard](#) - N14756 Delaney Rd, Trempealeau, WI 54661
Tuesday, April 17th [Vines & Rushes Winery](#) - 410 County Rd E, Ripon, WI 54971

For: All professional winemakers.

Cost: \$20 each Reserve for: April 16 - by calling Elmaro Vineyard at 608-534-6456 or
April 17, email [Wisconsin Winery Association](mailto:anna@acmadmin.com) at anna@acmadmin.com
Maximum of 40 participants per site.

Agenda: 9:30 AM Registration & Welcome Treats

10:00 Wine condition prior to bottling – Dr. Jen Zemke, [Winona State College](#) (Elmaro)
Maria Peterson, [Scott Labs](#) (Vines & Rushes)

10:45 Practical use of KMBS for cellar maturation & bottle aging – Drew Horton, UMN

11:45 Filtration protocols (sequence & timing) – Maria Peterson

12:00 PM Lunch sponsored by Scott Labs

12:45 Hands-on: CO₂, hot stability, cold stability, alcohol content – Ellie Butz – [Lallemand](#)

2:00 Options for stabilizing sweet wines at bottling – Maria Peterson

2:45 Q & A and Checkout

3:00 Social Time, or On The Way Home

Sponsored by:



4-(16-18), 5th Annual Inside Missouri Cooperage Tour- VESTA

What: 2-day bus tour from forest to barrel.

When: Monday – Wednesday, April 16-18, 2018

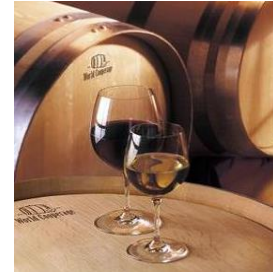
Where: [Hampton Inn](#) - 930 Ivey Lane, Lebanon MO 65536

Who: [VESTA](#)

Cost: \$75 each

Registration Deadline: Friday, **April 6th**, 2018.

Details & Registration: <https://www.vesta-usa.org/Events/5th-Annual-Inside-Missouri-Cooperage-MO>



4-19 WGGG Spring Vineyard School – Cambridge Winery, Cambridge, WI

When: 9 A.M. to 3:45 P.M. Thursday April 19th, 2018

Where: [Cambridge Winery](#)
700 Kenseth Way, Cambridge WI 53523

Cost: \$35 for WGGG members, \$45 for non-members
Lunch is included.



Complete details & registration: <http://www.wigrapes.org/>

Sponsored by: [The Wisconsin Grape Growers Association](#)

6-(5-6), Distillation Basics Workshop – Mountain Grove, MO

What: This workshop is designed for those considering or already involved in craft distillation. This workshop is **limited to 8 participants** to provide a personalized learning experience. The Missouri State University Winery is a commercially licensed winemaking and distillation facility located at the State Fruit Experiment Station in Mountain Grove. The workshop is offered by the MSU Darr College of Agriculture. The distillation program has commercially produced rum, brandies and liqueurs.

Where: Missouri State Winery and Distillery, 9740 Red Spring Road, Mountain Grove, MO 65711

Who: Dr. Karl Wilker, Research Professor of Enology and Distillation, Missouri State University

When: Tuesday and Wednesday, June 5 and 6, 2018 (Begins 8:30am to 3:30 pm)

Cost: \$400 per person which includes breakfast snacks, lunches, booklet and instruction.
<https://ag.missouristate.edu/mtngrv/distillation-basics-workshop.htm>

Details: Lecture and demonstration will be conducted in the distillery at Mountain Grove during the two day training session. Those attending will receive a booklet that covers the lecture information where notes can be taken for future referencing. Lunch and refreshments during breaks are provided each day.

Contact: Marilyn Odneal ph: 417-547-7513 or MarilynOdneal@MissouriState.edu

Punt: The dimple or indentation in the bottom of a bottle, originally meant to strengthen hand-blown glass containers; now mostly for show, except in sparkling wine bottles. Bottles for Champagne and sparkling wines, which must withstand extra pressure, have especially deep punts.

6-(20-22), Grapevine Magazine Midwest Viniculture Expo – Davenport, IA



What: Speakers, Exhibitors, Wine Festival, Wine Competition, Welcome Reception, Captain's Dinner Cruise and Casino Night

Where: [RiverCenter](#) – Davenport, IA

[Attendee Registration Now Open.](#) June 1st deadline for Early Bird discounts.

[Exhibitor Registration](#)

Complete Details: <http://thegrapevineexpo.com/>

Blast from the Past

(Below) The [Iowa Wine Growers Association](#) first unofficial logo that was often used on IWGA newsletters up through the summer of 2004 was the state logo on the left. This is a picture of the lane coming into [Summerset Winery](#) – Indianola, IA. The new and still current logo on the right was designed by Doug Bakker of [Madison County Winery](#) – St. Charles, IA and began to be used in the summer of 2004.



Neeto Keeno

1. Southern MN Wine Growers Alliance: <https://www.facebook.com/SMWGA/>
2. Northern IL Wine Growers Association: <https://www.facebook.com/Northern-Illinois-Wine-Growers-NIWG-195387307167631/>
3. [Connecticut Grapes, CTGrapes.org](http://ConnecticutGrapes.org) by Steve Gruchawka
4. [International Grape Variety Catalog](#) (≈ 23k varieties).
5. [A \\$178 wine bottle that connects to Wi-Fi](#), 3-23-18
Business Insider
6. UC Davis Professor of Enology Dr. Andrew Waterhouse on the chemistry of wine, [45 min. Podcast](#), 3-13-18
GuildSomm



Show n Tell



(Left) Welch Harlequin Ducks eating Japanese beetles falling into the watering dish set below Japanese Beetle trap at ["Tyrant Farms"](#) Greenville, SC.



(Above) I stopped by [Stone Cliff Winery](#) in Dubuque, IA and noticed the license plates on Bob Smith's pickup truck. Bob and his wife Nan own operate Stone Cliff Winery. Love it! 3-2-18 *mlw*



(Right) Eric White son of Chris Lawlor-White & Michael White of [Galena Cellars](#) was selected as winemaker of the month by [Wine Business Monthly](#) in December of 2017 Eric has been the associate winemaker at [Brand Napa Valley](#). He is soon to be the head winemaker at Galena Cellars. (Very BIG footprints to follow!) Congrats. *mlw*

(Right) The [ISU Midwest Grape & Wine Industry Institute](#) was present in full force at the [2018 Cold Climate Conference](#) in MN. We had many visitors to our booth inquiring about our commercial wine and grape laboratory services. Our staff also presented 3 different talks during the conference. Great time at a great conference! L-R Erin Norton, Mike White & Somchai Rice. 3-16-18 mlw



(Left) Logo of [State of Wine Store](#) in the [Tanger Outlet Mall](#) at the Williamsburg, IA I-80 Exit #220 They sell [Fireside Winery](#) & [Ackerman Winery](#) wines and assorted gifts.

Videos of Interest

1. [Japanese Beetle Trap Chicken Feeder](#), 3-20-16, 4:34 min.
2. Series of [14 Best Viticulture Practice Videos](#) from the MGGA and starring John Thull
3. MO: [Missouri Wine Industry Rebirth](#), 3-22-18 Missouri Wine 7:45 min.

Marketing Tidbits

1. [How Geofencing brings visitors to wineries](#), 3-14-18 Meiningers Wine Business
2. "Facebook was the clear winner as the favorite social media platform amongst Iowans. 43% of respondents said Facebook was their favorite platform, while only 8% chose Instagram as their favorite social media platform."

From: [How Does Iowa Stack Up? Social Media Usage in Iowa](#), March 2018 Survey by Bluecompass *****

3. [6 Reasons You Don't Sell all the Wine You Make](#), 3-13-18 Salisbury Creative Group
4. [The Tasting Room: Branding or Marketing](#), 3-22-18, Image of Wine

5. [New Reasons Why Wine Marketers Should Pay Attention to Generation X](#), 3-23-18, Winebusiness.com
6. [LibDib](#) – Unique Craft Beverage Distribution Service

Notable Quotables

“a Millennial generation that eats out more often than any other age group. Getting local wines into these restaurants is essential. “Farm-to-table” restaurants should work as farm-to-glass. That has not been happening in the Midwest.”

From: [Midwest Vintners Evaluate New Varieties](#), 3-20-18 Wines & Vines

“U.S. wine exports, 97% from California, reached \$1.53 billion in winery revenues and 380 million liters (42.2 million cases) in 2017. Golden State exports were down 5.5% in value and 7.9% in volume due in part to the strong dollar, heavily-subsidized foreign wine producers and competitors forging free trade agreements in key markets.”

From: [California Wine Institute](#), 3-19-18

“The wine business is the most competitive consumer product group in the world. I defy you to come up with a category with more choices and more complexity.”

From: Ben Salisbury, [Salisbury Creative Group](#)

“Our vision is to be the world’s authority in the regulation, taxation, and science of alcohol and tobacco products and a model for next generation government.”

From: [TTB Fiscal 2017 Fiscal Year Annual Report](#) – 116 pages

Articles of Interest

1. CA: [Winegrape phenology & ripening dynamics](#), 3-9-18 The Viticulture Blog
2. [U.S. 4th Worst in Organic Vineyards in World](#), 3-13-18 Wine Industry Insight
3. IL: [Wine industry grapples with financial challenges](#), 3-17-18 AgriNews
4. PA: [Penn researchers find human genes are evolving to make alcohol consumption less Pleasant](#), 3-19-18 The Daily Pennsylvanian
5. WI: [Drink up in aisle two: Grocery stores serve beer and wine to sip while shopping](#) 3-20-18 Journal Sentinel
6. NY: [Phomopsis – Disease Biology & Management](#), March 2018 Cornell University

7. NY: [*Impact of Fruit -Zone Leaf Removal on Rotundone Concentration in Noiret*](#), March 2018 Cornell University
8. CA: [*Scientists engineer environmentally friendly hopless beer*](#), 3-21-18 Drinks Business
9. MN: [*Chankaska Creek Ranch and Winery purchases mobile bottling company*](#), 3-22-18 LaCrosse Leader

Calendar of Events

4-(3-5), The Our Farms, Our Future Conference, hosted by the [SARE](#) & [ATTRA](#). St. Louis, MO: [Details](#)

4-(6-7), Siouxland Garden Show – Hilton Garden Inn, Sioux City, IA. [Details](#)

4-(7&8), VESTA VIN 268 Wine & Must Analysis – Springfield, MO. Details: <https://www.vesta-usa.org/Events/2018-Wine-Chemistry-Workshop-Springfield-MO>

4-14, Grapevine Pruning & Vineyard Prep Workshop - Cannon Falls, MN. Details & registration. Contact Lisa Smiley at winegroweralliance@gmail.com or 651-492-5393

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4-19, WGGG Spring Vineyard School – Cambridge Winery – Cambridge, WI. Complete details & registration: <http://www.wigrapes.org/>

5-(6-7), 1st International Biodynamic Wine Conference - Golden Gate Club, San Francisco CA. Sponsored by Demeter: <https://biodynamicwineconference.org/>

5-(7-16)-2018 Washington State University to Tour New York Wine Regions: <http://wine.wsu.edu/education/certificate/international-winery-tours/new-york-winery-and-vineyard-tour/>

5-(17-20), 2018 WineMaker Magazine Conference – San Diego, CA. Details and Registration: <https://winemakermag.com/register-now>

5-(20-23), National Viticulture & Enology Leadership Conference – Prosser, WA. Details: <http://wine.wsu.edu/event/nveelc2018/>

6-(2-9), Winefest Des Moines: <https://www.winefestdesmoines.com/>

6-(5-6), Distillation Basics Workshop – Mountain Grove, MO. Details: <https://ag.missouristate.edu/mtngrv/distillation-basics-workshop.htm>

6-(10-14), The 12th Annual Conference of the [American Association of Wine Economists \(AAWE\)](#) will be held from Jun 10-14, 2018 in Ithaca, NY (Cornell University).

6-(14-16), Comprehensive Elderberry Workshop & Field Tour – Central Missouri. Details later: <https://www.riverhillsharvest.com>

6-(20-22)-18, The GrapeVine Magazine Midwest Viniculture Expo 2018 - [The RiverCenter](#), Davenport, IA. Complete Details: <http://thegrapevineexpo.com/>

7-30 to 8-2, VitiNord 2018 in Sweden & Denmark. Details & Registration: <http://www.vitinord2018.org/>

[e-Viticulture](#) [Iowa Wine Growers Association](#)

[ISU Viticulture Extension](#) [ISU Midwest Grape & Wine Industry Institute](#)

[ISU 2018 Midwest Fruit Pest Management Guide](#) [Northern Grapes Project](#)

[VESTA \(Viticulture Enology & Science Technology Alliance\)](#)

[Dr. Tom Zabadal's YouTube Channel](#) [Mike White's YouTube Channel](#)

The Vineyard Advisor FREE App
[iTunes App Store \(iPhone\)](#) [Google Play \(Android\)](#)

[Growing Grapes in Minnesota 168 pp. Free Download from the MGGA](#)
with 14 Best Practice videos

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