

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

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***WineAmerica Music Licensing Survey***

[WineAmerica](#) has teamed up with the [National Restaurant Association](#) and [American Beverage Licensees](#) to conduct a comprehensive survey of music licensing. If you have a license through [ASCAP](#), [BMI](#), and/or [SESAC](#), they want to hear from you. All responses will remain confidential.



This survey is part of a broad effort on the part of WineAmerica and its partners to lobby Congress on behalf of small business across the country. We know your time is valuable but we ask that you take a moment so that we can better represent our industry, and our members, on this issue.

In addition to our lobbying efforts, WineAmerica offers its members a number of tools to aid with music licensing:

- 10% discount on ASCAP licenses
- A "talent agreement" which clarifies a musician's terms of employment for wineries who offer original music.
- Direct assistance with ASCAP and BMI in dispute cases.

[Take the survey here.](#)

Questions? Contact Tara Good [tgood@wineamerica.org](mailto:tgood@wineamerica.org).

## ***The Global Masters Competition – Expensive but Worth Considering***

The Global Masters Competition is sponsored by "[the Drinks Business](#)" global magazine produced in the United Kingdom. This competition has multiple categories you can enter at different dates during the year. The Sparkling, Rose' and Cider are three categories well suited for the upper Midwest. is fairly expensive



Though, fairly expensive (approx. \$181 for each wine), the results of the tasting and accompanying analysis are published in *the drinks business* magazine, online, on social media and also in their Hong Kong edition.

The entry deadline for the Sparkling competition is 5-17-19 and Cider competition is 7-12-19. You can check out all the details [HERE](#). The deadline for the Rose' competition has passed.

**FREE:** New publication dealing with "Volatile Acidity", 4 pp. 5-1-19  
Grape & Wine Institute at the University of Missouri  
Download [HERE](#).



## **5-16, FREE: Gas Management at Bottling Webinar - Vinvention**

**What:** Join [Vinvention's](#) Wine Quality Solutions experts for a free webinar to learn how to limit oxygen pick-up at bottling and achieve better wine evolution in the bottle.

- Join this webinar to learn:
- Why bottling is a critical step for wine shelf-life
- How to efficiently diminish



**When:** 1- 2 P.M. Thursday, May 16, 2019

**[Details & Registration.](#)**

**Wine Making Enzymes:** Originally used in the production of fruit juice in the 1950s, to increase juice yield and improve clarification, commercial enzymes were adopted by the wine industry worldwide in the 1970s. Today commercial enzymes serve various practical functions in winemaking, from saving time and space to increasing must yield.

From: [The Science of Enzymes in Winemaking](#), 5-2-19 SevenFiftyDailey

***5-16, Intensive Tasting Proficiency Training - ISU***

**What:** 1-day course to examine for critical evaluation of wines. Participants will learn a variety of skills in wine evaluation to become proficient in tasting wines critically. The workshop begins with the major components in wine including sugars, acids, alcohols and tannins. Exercises will be completed in white and red wine aroma identification, varietal identification, wine flaws and faults, and consistency in scoring among others.

**Where:** Room 2311, Iowa State University  
[Food Science Building](#)



**When:** 9 a.m. to 5 p.m. Wednesday, May 16<sup>th</sup>, 2019

**Who:** Presented by the [ISU Midwest Grape & Wine Industry Institute](#) staff.

**Cost:** \$75 per participant (includes lunch and materials), [IQWC](#) members can send 2 participants/year for free

**Registration Link & Course Details:** <http://www.aep.iastate.edu/tasting/>

**Registration Deadline:** Monday, May 13, 2019 at midnight

**Contact:** Sarahi Trejo (MGWII Program Assistant) [strejo@iastate.edu](mailto:strejo@iastate.edu)

**Note:** IQWC Members can send 2 winery employees each year for free! A separate email has been sent out to IQWC members for this exclusive member benefit (if you haven't received one, please contact me).

Winery & vineyard employees and sales room staff, restaurant service workers and wine enthusiasts are encouraged to attend!

***5-21, Iowa Winemakers Roundtable – Breezy Hills Winery at Minden, IA***

**What:** This event will feature sparkling / carbonated wines.

**Where:** [Breezy Hills Winery](#) – 31735 Tamarak Road, Minden, IA 51553

**Sponsored by:** [Iowa Wine Growers Association](#) & [ISU Midwest Grape & Wine Industry Institute](#).

**Cost:** FREE – IWGA member wine submission\* and participation  
\$15 Non-member wine submission\* and participation  
\$25 Non-member participation only\*

\*Must provide one bottle of at least one of the varietals/styles to be discussed.

## [Registration](#)

SPACE IS LIMITED to the first 12 interested winemakers for our series of Iowa Winemaker's Roundtable events we'll be hosting over the course of the upcoming year. We are requiring a minimum of five winemakers confirmed to participate in order to host these events around the state, so feel free to invite your neighboring winery colleagues!



Winemakers are highly encouraged to bring any of the selected wine varietals/styles produced at your winery. You will be asked to share as much information about the history of the wines through submission of the registration form detailing the winemaking production information on the wines. All information will be kept confidential unless the group agrees to disclose their wines at the conclusion of the event.

The **registration form must be completed no later than ONE WEEK prior to each event date** to secure your registration. Registration is limited and on a first-come, first-served basis.

**Contact:** [Nicole Eilers](#) or [Jennie Savits](#) for more information

## **5-(22 & 29), *FREE: Silicon Valley Bank Wine Sales Webinars***



**What: FREE:** Join [Rob McMillan](#), EVP and Founder, [Premium Wine Division, Silicon Valley Bank](#) along with a panel of experts will be sharing the highlights from our 2019 consumer wine sales survey which was completed in March with more than 1,000 participating wineries.

**When:** 11:30 A.M. CST, Wednesday, May 22<sup>nd</sup>, 2019 (Part 1)  
11:30 A.M. CST, Wednesday, May 29<sup>th</sup>, 2019 (Part 2)

## [Details & Registration](#)

**Barrique:** French for 'barrel,' generally a barrel of 225 liters (59.U.S. gallons)

## **5-22, *FREE*: Understanding & Managing Soil Biology for Soil Health & Crop Production**

Please join the [Organic Farming Research Foundation](#) and [eOrganic](#) for a series of 9 webinars focused on the topics covered in their new Soil Health and Organic Farming educational guides: building organic matter, weed management, conservation tillage, cover crops, plant breeding and variety selection, water management and quality, nutrient management, and more! This series is recommended for farmers, extension agents, educators, agricultural professionals, and others interested in building soil health.

Mark Schonbeck and Diana Jerkins of the Organic Farming Research Foundation will review the most recent research on soil health practices and explore how organic growers can build healthy soils on their operations. The webinars will provide practical guidelines for growers, in-depth analysis of research outcomes, and an opportunity to get your questions answered.

**When:** 11 p.m. CST, Wednesday May 22, 2019

**Connect to the webinars** at <https://zoom.us/j/730010678>

Webinar will be turned on 15 minutes before start time.

[Further details and links to past webinars.](#)

## ***FREE*: Three UMN/NCSARE Minnesota Vineyard Workshops**

**What:** The grape team at the University of Minnesota is pairing up with vineyards throughout the state to offer several free vineyard tours and workshops throughout 2019-2020. We look forward to seeing you at the following events this season!

**When/Where:** Managing and Troubleshooting Young Grapevines

Location: The [Winery at Sovereign Estate](#), Waconia, MN.

Time: 4:00pm – 6:30 P.M. Thursday, May 30, 2019

Topics: Training up and tying young vines, planting technique, trellis design, first and second year disease & weed mgmt



Canopy Management Techniques and Sustainable Pest Control

Location: Smiley Vineyard, Cannon Falls, MN

Time: 9 A.M. – 11:30 A.M. Saturday, June 8,

Topics: Shoot thinning, optimizing canopy density, proper vine tying, foliar nutrient testing



Monitoring and Ensuring Grape Quality

Location: [Carlos Creek Winery](#), Alexandria, MN

Time: Early August (date TBD):

Topics: Monitoring ripeness, estimating yields, improving crop quality, late season disease/pest mgmt

**Cost:** These events are **FREE**, thanks to a SARE Partnership grant.

**Please register [HERE](#).** To help us and our hosts plan, please RSVP at least 3 days in advance.

**More information?**, Contact Annie Klodd at [kloddann@umn.edu](mailto:kloddann@umn.edu)

### **5-31, *FREE: Vignole Vineyard Establishment Field Day – MO***

**What:** Dr. Megan Hall and Mizzou Vineyard Manager Nicholas Frost will explain and demonstrate the establishment of a new vineyard at the Horticulture and Agroforestry Research Center in New Franklin, MO. Come learn how to plant vines, install trellises, and understand all the associated costs.



**When:** 1 P.M. Friday, 5-31-19

**Where:** University of Missouri's [Horticulture & Agroforestry Research Center](#) - 10 Research Center Road, New Franklin, MO 65274

**Cost:** **FREE**

**Pre-Registration required.**

[Complete Details](#)

### **6-(10-14), *Craft Distilling Course – Siebel Institute – Chicago, IL***

**What:** The 5-day Craft Distilling Operations and Technology course was specifically designed to offer students the critical information needed to create quality distilled spirits in a small-scale craft operation.



**When:** Monday – Friday, June 10-14 2019 (35 hrs.)

**Cost:** \$2,960,00 each.

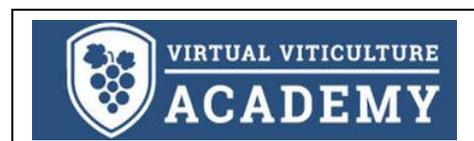
**Complete [DETAILS](#)**

### ***FREE: 6-12, Webinar - Mid-Season Management Strategies***

**When:** Wednesday, June 12th, 2019 | 7:00-8:30 PM CST

**What:** Mid-Season vineyard management decisions and actions are critical to a successful harvest; topics include:

- How to assess your canopy before veraison
- What fertilization if any should be considered



- Prioritizing pest and disease management
- Vineyard activities to improve fruit ripening and uniformity

**Who:** Fritz Westover, Viticulturist  
Westover Vineyard Advising [support@virtualviticultureacademy.com](mailto:support@virtualviticultureacademy.com)  
[Register for free here](#)

Stay up-to-date on your vineyard management knowledge and skills with [Virtual Viticulture Academy's](#) upcoming FREE webinars:

### **6-13, Southwest Michigan Viticulture Days \*\*\*\*\***

**What:** Best Viticulture Field Day in the Midwest!

**When:** 8 a.m. to 5 p.m. Thursday, June 13<sup>th</sup>, 2019

**Where:** [Southwest Michigan Research & Extension Center](#)  
1791 Hillandale Road, Benton Harbor, MI 49022

**Who:** [Dr. Richard Smart](#), [Dr. Wayne Wilcox](#), [Dr. Paolo Sabatini](#), [Tom Todaro](#) and others at the SWMREC

**Cost:** \$75 preregistration & \$90 at the door. Lunch, dinner and wine tasting are included.

**Sponsored by:** the [Michigan Grape Society](#) and [Michigan State University Extension](#).

[Sign up HERE](#)

### **6-(24-28), Craft Cider Course – Siebel Institute - Chicago, IL**

**What:** The participants of this 5-day course - created and presented by Gerrit Blümelhuber of Doemens Academy - will learn the history as well as the processes of producing cider, with an in-depth look into raw materials and the treatment of, fermentation techniques, and the packaging of the end product.

**When:** Monday – Friday, June 24-28 2019

**Cost:** \$2,605,00 each.

[Complete DETAILS.](#)



### **Marketing Tidbits**

1. DE: ['Ignorance is bliss': UD research finds consumers don't want to know what's in their wine'](#), 4-29-19 WDEL Radio

2. [5 Ways to Market to That Fickle Group Called Millennials](#), 5-2-19 Entrepreneur
3. [Facebook rolls out their biggest redesign in five years: What does it mean for marketers?](#) 5-1-19 ClickZ
4. [D.A.R.E. to Sell: Tips to Increase Sales Through the Tasting Room](#), 5-8-19 Elizabeth Slater



### **Videos of Interest**

1. [World Atlas of Wine 8th Edition](#) by Hugh Johnson & Jancis Robinson, 4-9-19 1:24 min.
2. ISU – [5 Videos on how to rear Monarch Butterflies](#), 5-3-19

### **Notable Quotables**

1. “Governor Jay Inslee signed [House Bill 1563](#) into law Wednesday, enacting legislation that will allow students under 21 enrolled in viticulture and enology programs at four-year universities to taste, but not consume wine as part of their educational experiences outside of the classroom.”  
From: [Viticulture, enology bill signed into law](#), 4-25-19 Washington State University

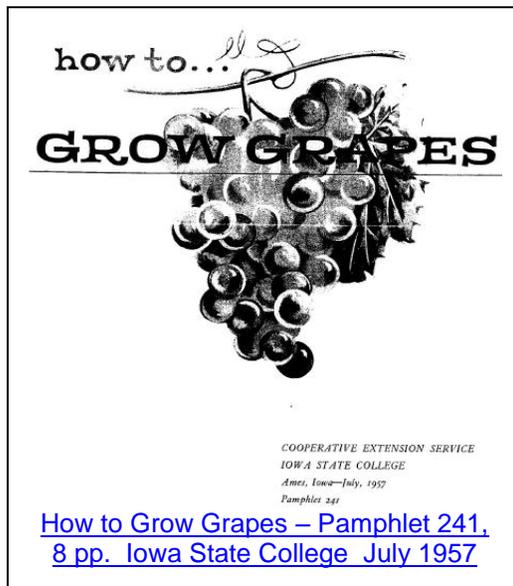
2. “According to a [report](#) recently released by the USDA’s Economic Research Service (ERS), U.S. farmers and ranchers earn just 14.6 cents for every dollar American consumers spend on food. This value marks a 17% drop since 2011 and marks the smallest portion of the American food dollar that farmers have received since the USDA began reporting this data in 1993. The remaining 85.4 cents cover off-farm costs, including processing, wholesaling, distribution, marketing, and retailing.”

From: [Farmers Losing Grip on American Food Dollar](#), 5-3-19 Growing Produce

3. “Organic Old World wines are the most imported in domestic markets with New World wines lagging considerably far behind,..... currently organic wine accounts for just 2.4 per cent of global consumption but is gaining strongly.....Europe dominates the organic wine market with a 77 per cent share, expected to increase to 78 per cent also by 2022.”

From: [Organic wine sales increasing](#), 5-6-19 Food & Beverage

## **Blast from the Past**



## **Neeto – Keeno**

1. [Florida Wine Academy](#)
2. [Plant Snap - free phone APP for plant identification](#)
3. [ROC – Research Oenvation Collective](#)

## **Articles of Interest**

1. MN: [Chankaska Creek Ranch Winery Opens a Distilled Spirits Tasting Room](#), 5-2-19 Wine Business Monthly
2. [Meet Wine’s Worst Enemy, Phylloxera](#), 5-2-19 Wine Enthusiast

3. MI: [Mobile wine bottling saving time and money for MI wineries](#), 5-2-19 WILX-10 TV
4. AU: [Psychological warfare in vineyards: Using drones and bird psychology to control bird damages to wine grapes](#), 5-5-19 Science & Wine
5. IA: [The trials and tribulations of Iowa from the vine](#), 5-7-19 Spencer Daily Reporter
6. MI: [Cold damage to grapevines: A tale of two regions](#), 5-7-19 Michigan State University
7. MO: [Division of Alcohol and Tobacco Control expands list of wine bottles with possibility of explosion](#), 5-7-19 Lake News Online

## Calendar of Events

**5-16**, Intensive Tasting Proficiency Training – Room 2311, Iowa State University  
[Food Science Building](#) Registration & Details: <http://www.aep.iastate.edu/tasting/>

**5-(16-19)**, WineMaker Magazine 2019 Conference – Traverse City, MI. Details:  
<https://winemakermag.com/product/2019-conference-registration>

**5-21**, Iowa Winemakers Roundtable – [Breezy Hills Winery](#) at Minden, IA. Sponsored by: [Iowa Wine Growers Association](#) & [ISU Midwest Grape & Wine Industry Institute](#).  
[Registration](#)

**5-30**, Managing and Troubleshooting Young Grapevines - The [Winery at Sovereign Estate](#), Waconia, MN. 4:00pm – 6:30 P.M. **FREE register [HERE](#)**. UMN Extension

**5-31**, **FREE**: Vignole Vineyard Establishment Field Day – Univ. of Missouri's [Horticulture & Agroforestry Research Center](#) - New Franklin, MO. [Complete Details](#)

**6 (4–5)**, 2019 Distillation Basics Workshop – Missouri State sponsored. Mountain Grove, MO. Class is now full. Details at <https://ag.missouristate.edu/mtngrv/distillation-basics-workshop.htm>

**6-8**, Canopy Management Techniques and Sustainable Pest Control Smiley Vineyard – Cannon Falls, MN. 9 – 11:30 A.M **FREE register [HERE](#)**. UMN Extension

**6-(10-14)**, Craft Distilling Course – Siebel Institute – Chicago, IL. Cost: \$2,960,00 each. Complete [DETAILS](#)

**6- (11-12)**, International Bar & Beverage Tradeshow, [Brooklyn Expo Center](#) – Brooklyn, NY [Details & Registration](#).

**6-13**, Southwest Michigan Viticulture Field Day - [Southwest Michigan Research & Extension Center](#). Sign up [HERE](#).

**6-(24-28)**, Craft Cider Course – Siebel Institute - Chicago, IL. Cost: \$2,605,00 each. [Complete DETAILS](#).

**6-27**, Missouri Grape Growers Association Field Day with the Missouri Grape & Wine Institute at Les Bourgeois Winery & Vineyards with Dr. Richard Smart. Details Later.

**7-(7-12)**, International Conference on Grapevine Trunk Disease at Penticton, British Columbia, Canada. 3-31-19 Deadline, 4-30-19 Final Deadline. Details: <http://iwgtd2019.ca/>

**7-(16-17)**, Digital Viticulture Symposium vineyard tour & equipment demonstration and Nelson J. Shaulis symposium at the ASEV-Eastern Section meetings. [Details.](#)

**8-(15-16)**, North American Grape Breeders Conference – [Missouri State University](#), Mountain Grove, MO. Details later.

**7-(12-17)-2020**, International Cool Climate Wine Symposium - [CCOVI at Brock University](#) – St. Catharines, Ontario, Canada. Details: <http://iccws2020.ca/>

**7-(16-18) - 2020** 44<sup>th</sup> ASEV-Eastern Section Annual Meeting with Nelson J. Shaulis Symposium  
Geneva, NY. <https://www.asev-es.org/>

[Grapes e-Xtension](#)   [Iowa Wine Growers Association](#)

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

[ISU 2019-20 Midwest Fruit Pest Management Guide](#)   [Northern Grapes Project](#)

[A Review of Cold Climate Grape Cultivars](#)   [Wisconsin Fruit News](#)

[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

[The Efficient Vineyard Project – Precision Viticulture](#)

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