

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

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Iowa Wineries Can Now Serve Canned Cocktails

On April 18, 2019 the Iowa legislature passed [Senate File 323](#) a bill that creates a new category of lower proof alcoholic beverages - canned cocktails - and establishes a new distribution channel for products in this category. This law will be effective upon enactment. Senate File 323 defines a canned cocktail as a mixed drink or cocktail that is premixed, packaged in a metal can, and contains between 6.25% - 15% alcohol by volume. It also changes how these products enter the Iowa marketplace.

Canned cocktails can be sold at retail in the state of Iowa by retailers authorized to sell and/or serve beer(class “B” beer permittees, class “C” beer permittees, holders of a class

“A” wine permit and a class “C” native wine permit, and all liquor control licensees except class “C” native distilled spirits and class “E”).

You can view the Memorandum sent out from the Iowa Alcohol Beverage Division [HERE](#).

FREE: Northern Crush – New magazine about cold climate wine!

My good friends Jenny & Scott Ellenbecker, owners of [Ellenbecker Communications](#) and [Round Lake Vineyards and Winery](#) in Round Lake, Minnesota have started up a new Online magazine devoted to Cold Climate grapes, wine, and consumers. [Northern Crush](#) is intended to promote our industry. Consider subscribing to it and advertising in it. NOW,please!



(Thank You, Jenny & Scott for doing this!) mlw

Check it out [HERE](#).

FREE: Savor: Nebraska Craft Wine - a new [NET](#) documentary uncorks the story of an ancient industry that is flourishing in Nebraska. It premiered May 2 on NET, Nebraska's PBS & NPR Stations. It will rerun on NET Nebraska's PBS Station Friday, June 28, at 7:30 p.m. See it any time online [here](#). 27:46 min.



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* & participation
\$15 Non-member wine submission* & 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

FREE: Latest Iowa Farmland Value Survey File C2-70, 8 pp.
ISU Ag Decision Maker

<https://www.extension.iastate.edu/agdm/wholefarm/pdf/c2-70.pdf>

FREE: Latest Iowa Farmland Cash Rent Survey File C2-10, 12 pp.

<https://www.extension.iastate.edu/agdm/wholefarm/html/c2-10.html>

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 22nd, 2019 (Part 1)
11:30 A.M. CST, Wednesday, May 29th, 2019 (Part 2)

[Details & Registration](#)

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.](#)

2019 Iowa State Fair Wine & Beer Competition Forms Now Online
Iowa State Fair - Aug. 8-18, 2019

Amateur Wine & Beer: July 1 entry deadline. 1 bottle of wine, 2 bottles of beer & \$5 per entry.
<https://www.iowastatefair.org/upl/downloads/competition/premium-books/oenology-amateur-wine-beer-making-23.pdf>

Commercial Wine: July 1 entry deadline. 2 bottles & \$25 per entry
<https://www.iowastatefair.org/upl/downloads/competition/premium-books/commercial-wine-23.pdf>

Open to Iowa wines and beer only. As always, medal winners will be on exhibit at the [Wine Experience](#) at the [Iowa State Fair](#).

Additional State Fair Competitions

Entry Deadline

<u>Illinois State Fair</u> , Aug. 8-18 th	- June 10 th Amateur & Commercial Wine
<u>Minnesota State Fair</u> , Aug. 22 to Sept. 2 nd	- Aug. 12 th Amateur
<u>Nebraska State Fair</u> , Aug. 23 to Sept 2 nd	- Amateur only – no form yet
<u>Wisconsin State Fair</u> , Aug 1-11 th ,	- June 7 th Commercial Wine
	June 9 th Amateur Beer & Wine

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

5-29, FREE: Seasonal Wine Marketing Webinar

What: How to Leverage Seasonal Marketing in the Wine Industry.

This 30 minute webinar will cover:

- ✓ How to leverage data already available to you
- ✓ Tips for planning ahead
- ✓ How to create and gather your visual assets



When: 11 to 11:30 A.M. CST Wednesday – May 29th, 2019

Who: [OutShinery](#) - 225 W 8th Ave #300 Vancouver BC, V5Y1N3

[Register HERE.](#)

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-(7,11 & 18), WGGA Vineyard Walks – Wisconsin

What: During the Summer, [Wisconsin Grape Growers Association \(WGGA\)](#) is sponsoring three vineyard walks. These are casual afternoon/evening events where growers gather at a member vineyard, get out into the grapevines, talk about growing and share thoughts and ideas.



This year the three walks will be:

Friday, June 7th, 4pm - 7pm, at Sunset Orchard, 23770 Hustlers Ridge Dr, Richland Center, WI 53581. Mark Vignieri will be our host. This event will feature Christelle Guedot and have some time spent on discussing insect issues. We'll share an evening meal and sip some wine. **Cost \$20 per person.**

Tuesday, June 11th, 4pm - 7pm, at Whistler's Knoll, N2845 WI-15, Hortonville, WI 54944. Holly & Tom Boettcher will be our hosts. This event will feature horticulture discussions i.e. canopy management. Whistler's Knoll will be preparing an evening picnic with a glass of wine. **Cost \$20 per person.**

Thursday, July 18th, 3pm - 5pm at [Peninsular Research Station](#), Sturgeon Bay, WI. Annie Deutsch, Door County Ag Agent, will be our host. This event will feature Patty McManus and discussions on disease management. No meal at this event. **Free but you must register ahead of time.**

Here is the link where you can register for the vineyard walks. <https://wisconsin-grape-growers-association.square.site/shop/vineyard-walks/2>

Pre-registration is required.

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
[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 13th, 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.](#)



6-27, MO Grape Growers & MO Vintners Association Annual Meeting

What: [Missouri Grape Growers Association](#) & the [Missouri Vintners Association](#) annual meeting.

Where: [Les Bourgeois Vineyards Blufftop Bistro](#) – Rocheport, MO

When: Thursday, June 27th, 2019

Who: Dr. Richard Smart one of the world's most qualified and experienced viticultural scientist and consultant with more than 50 years experience is the featured speaker



Cost: \$35 per attendee, \$100 per vendor

Registration: <https://www.brownpapertickets.com/event/4232639>

Marketing Tidbits

1. [Don't Judge a Wine by Its Closure: Price Premiums for Corks in the U.S. Wine Market](#), Journal of Wine Economics, Volume 14, Number 1, 2019, Pages 3–25doi:10.1017/jwe.2019.1
2. *“...when I go to wine events, I see women who are overtly selling sex under the pretense of selling wine. I sometimes see women who show up to pour wine wearing very tight clothes, very short skirts, their boobs hanging out. I have to wonder, Do you feel that you have to dress like that because the wine you're pouring just isn't very good? Doesn't that diminish the wine? And if it doesn't diminish the wine, doesn't it diminish you?”* - CaroleMeredith, *How Women's Sexuality Is Used to Sell Wine*, [May 6th, 2019](#)

From: [Fake Wine and Real Boobs](#), 5-16-19 Spit Bucket

3. MT: A pair of researchers from Montana State University used grocery store sales data from over one million wine purchases from 2009 to 2012 in ten large U.S. markets and determined that American shoppers are willing to pay about \$1 more on average (approximately an eight percent price increase) for wine with a cork.”

From: [Americans Are Willing to Pay More for Wine With a Cork](#) — Especially on Cheaper Bottles, 5-16-19 Food & Wine

4. *“Trade wars affect all US wineries, even those not directly involved in export. California wines represent more than 90% of total exports, and if their foreign markets dry up, those wines will end up flooding the US market.”*

From: Jim Trezise, President of [WineAmerica](#) 5-17-19

5. IN: *“Bloomington's [Oliver Winery](#), from growing into a larger player by catering to an off-derided niche—**sweet wines**..... That emphasis has helped make Oliver the largest Hoosier winery (by far) and the 44th-largest in the United States.”*

From: [Bloomington-based Oliver Winery now sells in 27 states](#), 5-17-19 Indianapolis Business Journal *****

Videos of Interest

1. [UV Light to Battle Powdery Mildew](#), 4-22-19 Cornell Agritech 1:43 min.
2. [Laurel Hardy bottling wine](#), 5:08 min. Humorous
3. MN: [How to Prune for Grapevine Trunk Disease](#), 3-20-19 Annie Klodd – UMN, 4:58 min.

Notable Quotables

1. “And remember, only 7% of communication comes from the actual words you say, 93% comes from body language and tone of voice, so it’s important to walk the talk and look confident and in control.”

From: [7 ways you can become a better negotiator](#), 5-15-19 The Buyer

2. “According to the 10,000 Hour Rule, it takes 10,000 hours of “deliberate practice” to become world class in any field, so take every opportunity to follow these seven steps to hone your negotiation skills in your daily life.”

From: [7 ways you can become a better negotiator](#), 5-15-19 The Buyer

3. “A list of the most wanted US wines is, in effect, a list of the most wanted Napa wines. It’s just the way things are”....

From: [The World's Most Wanted US Wines](#), 5-14-19 wine-searcher

4. “E & J Gallo is responsible for 40% of all wine production in California. It owns 24,000 acres of land and over 100 different wine brands.”

From: [Gallo’s premium business now 30% of turnover](#), 5-17-19 the Drinks Business

5. “We have a machine that tells us exactly how good our wines are,” Oliver said. “It’s called the cash register.” --- Bill Oliver, CEO [Oliver Winery](#)

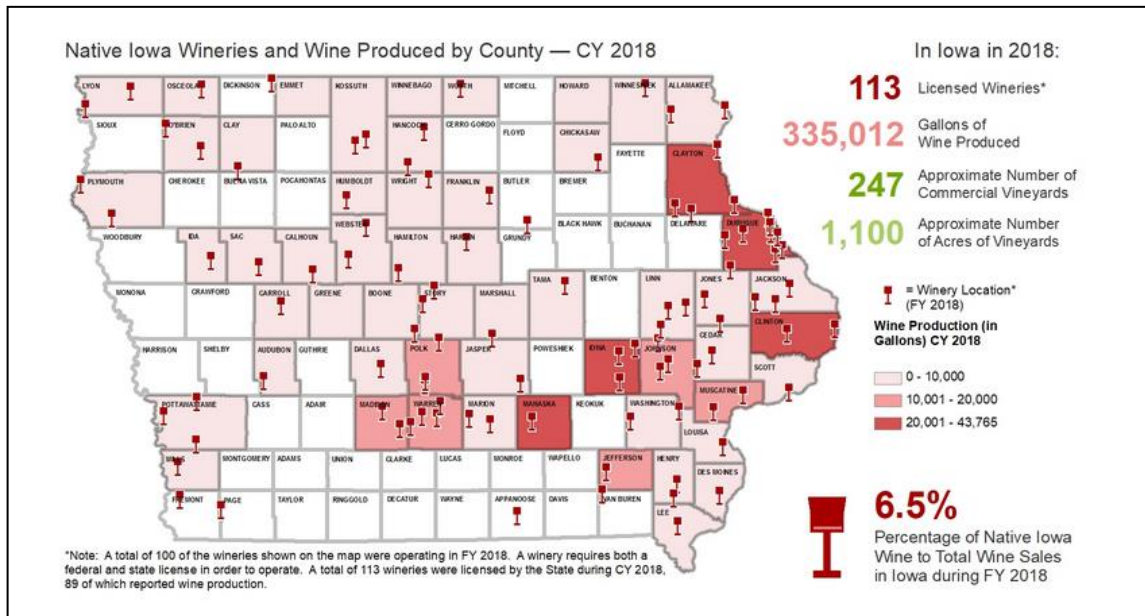
From: [Bloomington-based Oliver Winery now sells in 27 states](#), 5-17-19 Indianapolis Business Journal *****

Neeto – Keeno

1. AU: [A Letter From Your Vineyard Soil](#), 5-16-19 WineTitlesMedia.com

Show n Tell

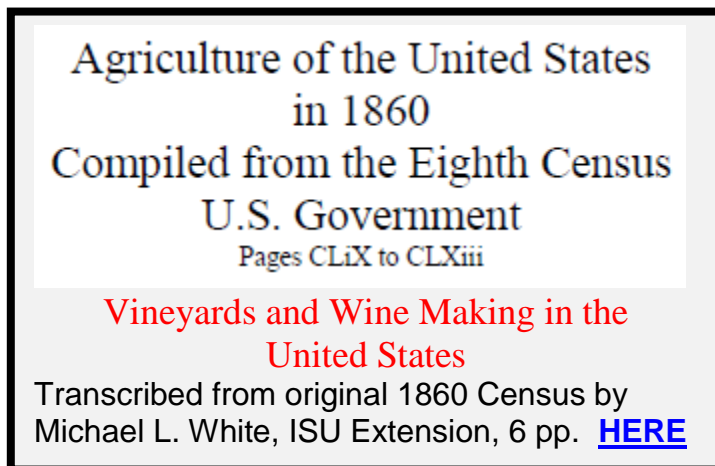
1. New 2018 Iowa wine production map and fact sheet from the Iowa Legislative Services Agency. View entire one page document [HERE](#).



2. IL: [EXCHANGE: Retirement difficult for vineyard, winery owners](#), 5-19-19 Daily Herald. Sale bill from their [facebook page](#) to the right.

Mary (Mouser) & Rudi Hofman
 Sunset Lake Vineyards & Winery
 8621 East 2100 North Road, Carlock, IL 61725
 W:309-376-3027
<https://www.facebook.com/maxlkind/>
<http://www.sunsetlakevineyards.com/>

Blast from the Past



PUBLIC REAL ESTATE AUCTION
SUNSET LAKE
VINEYARDS & WINERY
 RUDI & MARY HOFMANN-RETIREMENT AUCTION
 Real Estate-Winery Equipment-Misc.
Saturday, June 15, 2019
 SALE TIMES
 10:00-Misc. Items
 10:15-Live & Live Online Equipment
 11:15-Real Estate (surveyed)

Sale Location: 8644 E 2100 N RD-Carlock, IL
 Selling 15.1 acres - this is a log home that is set up for the winery business and can be purchased to remain as a winery or can be converted back to a home. Very picturesque, sells with existing 4 acres of grape vines.
 It has a walk out basement-3 car garage (heated)-large eat in kitchen-loft bedroom upstairs-2 bedrooms on main floor-finished basement (possible for bedrooms)-2 bathrooms (main level and basement)-log and drywall interior-large wrap around deck that over looks the stocked pond-landscaped-nice shelter canopy by the pond-ceiling fans-cabinets and bar in the kitchen area.
 Gently rolling acres ideal for horses or livestock farm. Great location-close to Bloomington/Normal, just East of Carlock on Rd 2100E. From Normal, take Rabb Road West to 1200E (Ropp Rd) go North approximately 4 miles to Winery Rd (2100N), go West 3.5 miles to sale site.

OPEN HOUSES & VIEWING OF EQUIPMENT
 MAY 13-4 to 6 • MAY 20-4 to 6 • JUNE 3-4 to 6
 OR BY APPOINTMENT-Call Jay-309-275-4506

Complete details and photos:
www.haycraftauctions.com or www.auctionzip.com
 Go To: www.auctionzip.com ID# 12228 to bid live online

FOR MORE INFORMATION CONTACT
 JAY HAYCRAFT
 Office-217-935-6286 Cell-309-275-4506
HAYCRAFT AUCTION CO., INC.
 Rt 51 North-Wapella, IL 61777
 Email: haycraft@frontier.com
www.haycraftauctions.com
 ILN 440.000268 CORP 444.000106

Articles of Interest

1. [Mechanized Variable Rate Shoot Thinning for Grapevines](#), 5-2-19 WineBusiness.com
2. [Behind America's Unexpected Cool-Climate Wine Region, Michigan](#), 5-13-19 Wine Enthusiast
3. [6 keys to getting more media coverage of your winery or hospitality brand](#), 5-10-19 North Bay Business Journal
4. IA: [Weekends were made for wineries. Here's how you can tour 10 vineyards near Des Moines](#). 5-14-19 The Des Moines Register
5. How Sparkling Wine is Made, 5-14-19 Wine Enthusiast ***
6. [How Sulfites Affect a Wine's Chemistry](#), 5-16-19 SevenFiftyDaily ****
7. IA: [Recycling Pesticide Containers](#), 5-16-19 ISU Extension

Calendar of Events

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-(7,11 & 18), Wisconsin Grape Growers Association (WGGA) Vineyard Walks. [Details & Registration](#)

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. 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](#) & the [Missouri Vintners Association](#) annual meeting at [Les Bourgeois Vineyards Blufftop Bistro](#). [Registration](#)

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 44th 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 Zabada'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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