**Wine-Grower-News #198**  
**April 28, 2012**

Midwest Grape & Wine Industry Institute:  [http://www.extension.iastate.edu/Wine](http://www.extension.iastate.edu/Wine)

**Information in this issue includes:**

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- IQWC Wine Sensory Training
- May 21-22 Day Missouri Cooperages Tour
- 5-8, Northern Grapes Project Webinar – Stabilizing Sweet Wines
- 6-(18-20) Tour of the New York Finger Lakes Grape & Wine Industry
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**REMINDER: Please Fill Out Iowa Vineyard and/or Winery Survey**

Dear Iowa Winery/Vineyard Owner

This linked [Northern Grapes Project](http://www.surveymonkey.com/NorthernGrapesProjectGrowerSurvey) questionnaire should take about 20 minutes to complete.

**Iowa Wine Growers Association** and **Western Iowa Grape Growers Association members** who helped to sponsor this survey received their survey request in an earlier e-mail request.

Information from non-members is also being requested. Non-members can fill out their survey here:


The [Northern Grapes Project](http://www.surveymonkey.com/NorthernGrapesProjectGrowerSurvey), which is funded in part by the United States Department of Agriculture (USDA), has established specific goals, intended to assist your business, to accomplish in the next
five years. One of the goals is to conduct a baseline study, including economic impact, of the industry in each of the participating states. This survey will help accomplish this goal.

A follow-up survey will be conducted in 2017 to measure how the industry has changed.

The survey will benefit your business directly. Survey results will be shared upon completion of the study.

Your responses to the survey will remain CONFIDENTIAL. Results will only be reported as totals of all responses. No individual responses will be shared or published.

If you have any questions, please feel free to contact Brigid Tuck at University of Minnesota Extension. She can be reached at 507-389-6979 or tuckb@umn.edu.

The Northern Grapes project is a collaborative research and extension effort involving twelve universities, with the support of 19 producer groups ranging from Nebraska to New Hampshire. The basic premise behind the project is that new grape varieties have made it possible to produce grapes in regions previously considered too cold to support commercial grape production. Since the late 1990’s, these cultivars have spawned a new industry. Estimates indicate that over 3,000 acres of cold-hardy grapes are spread across the upper Midwest and New England, with most vines under 10 years old. Conservatively, the cold-climate cultivars support over 330 small wineries in twelve northern states.

IQWC Wine Sensory Training

The Midwest Grape and Wine Industry Institute (MGWII) is once again offering a program that will benefit both beginners and established professionals who wish to produce, sell, serve, purchase, or simply enjoy quality wine! This course can also be used to certify those who wish to volunteer for the Iowa Quality Wine Consortium (IQWC) sensory panel.

Participants will learn a variety of skills in wine evaluation to become proficient in tasting wines critically. The workshops begin 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. Attendance at workshop sessions is targeted to increase wine tasting acuity and prepare participants to successfully complete the proficiency test.

This is a 7-part workshop. There will be 6, 2-hour training sessions over the course of 6 weeks beginning May 9th. Each session will be held at a different winery located in different parts of Iowa, (see schedule below). Participants who attend at least 5 of the 6 sessions may test their proficiency if they wish. The test will be conducted at the MGWII located on the Iowa State University campus (date TBA). Those who pass the proficiency test have the option to volunteer on the IQWC sensory certification panel.

Cost (includes all 6 training sessions and voluntary proficiency test)
IQWC members: N/A (included with membership) Non-members: $50 per person

For IQWC membership information, contact Joan O’Brien, Iowa Wine Growers Association, 515-262-8323, joano@agribiz.org, http://iowawinegrowers.org/

Schedule 1:00 pm – 3:00 pm each day
Wed 09 May  Breezy Hills Vineyard & Winery, Minden, IA
Wed 16 May  Park Farm Winery, Bankston, IA
Thu 24 May  Tassel Ridge Winery, Leighton, IA
Wed 30 May  Jasper Winery, Des Moines, IA
Wed 06 June  Santa Maria Vineyard & Winery, Carroll, IA
Wed 13 June  Fireside Winery, Marengo, IA

Registration
Space is limited. To make your reservation, contact Tammi Martin, Midwest Grape and Wine Industry Institute, 515-294-3308, tkmartin@iastate.edu (Participants must be at least 21 years of age).

May 21-22 Day Missouri Cooperages Tour

Tour Agenda: Day 1 May 21                     Day 2 May 22
7:30 a.m.     Depart St Louis Airport Marriott 8:00 a.m. Missouri Cooperage tour
10:15 a.m.    Forest tour, near Salem, MO       Crafting wine barrels
11:45 a.m.    Lakeside lunch                   Oak alternatives
12:30 p.m.    Mill tour                       Engineering
3:30 p.m.     Depart                         1:00 p.m. Lunch
5:30 p.m.     Arrive in Lebanon               2:15 a.m. Depart
7 p.m.        Dinner

Sponsored by: Viticulture Enology Science Technology Alliance (VESTA) and Cooperages 1912

Cost: $200 registration fee includes World Cooperage Two-Day tour, some meals and Fisk Coach Transportation. Attendees are responsible for travel expenses.

Full Details: http://www.vesta-usa.org/main/index.php/current-students/calendar/icalrepeat.detail/2012/05/20/60/-/inside-missouri-cooperage-your-exclusive-seminar

The Northern Grapes Project Webinar Series

Keep a Cork in It: Stabilizing Sweet Wines for Bottling

Tuesday, May 8, 2012
12:00 Noon Eastern (11:00 AM Central)
7:00 PM Eastern (6:00 PM Central)
Residual sugar (RS) is an essential part of many wine styles, and in the northern varieties it can be especially useful. Depending on the titratable acidity and other characteristics, even “dry” wines may require a little RS to achieve a balanced mouthfeel. Sugar is food for people and microscopic organisms alike and in wine, unless steps are taken to ensure that the product is microbially stable, problems ranging from off-aromas to self-ejecting corks may appear. Chris Gerling, extension associate for enology in Cornell University’s extension enology lab, will discuss principles of filtration and other chemical & microbiological means of inhibiting or killing spoilage organisms, as well as the various costs and benefits.

To Register: Registration is free, but required. To register, fill out the online form posted at: https://cornell.qualtrics.com/SE/?SID=SV_9Rz9E79HQUpvnuY

Registration will be open from today (Friday, April 20th) through Friday, May 4th.

A few days prior to the webinar, those who register will be sent the web address (URL) for the Adobe Connect session. PLEASE NOTE: Only those who complete this online registration form will receive connection details to participate in the webinar. Even if you have registered for past webinars, you still must register for this webinar in order to receive the email.

Northern Grapes Project Details: http://northerngrapesproject.org/

The Northern Grapes Project is funded by the USDA’s Specialty Crops Research Initiative Program of the National Institute for Food and Agriculture, Project # 2011-51181-30850

Motor Coach Tour of the New York Finger Lakes Grape & Wine Industry
Sponsored by: Ohio State University’s Enology & Viticulture Program
When: June 18-20, 2012
Lodging: Inn at Glenora, Seneca Lake
Cost of Tour: $375 each
Cost of Lodging $250 to $357 (depends on room size)

Full Details: http://www.oardc.ohio-state.edu/grapeweb/images/OGEN_27_April_2012_%2812%29fillable.pdf

Room Limited - First Come First Served
Comments from Readers

4-22-12 Mike,

Nice article on growing organic grapes. (See Wine Grower News #197) I still get your referrals from growers that want to grow grapes organically. Your points are basically correct. It is hard for a new grape grower to get away from the mind set of using commercial products with the "cide" suffix. We have gotten away from the management practice of the grower doing the time managing his vines by doing the daily work. Vineyard size and time have changed grape growing. Organic growers must be proactive not reactive in their management of the vineyard.

The people that ask me about growing organic grapes (now 9 years) are sincere in wanting to get away from toxic chemical but many of the organically approved chemical can be just as toxic if use incorrectly. They can cause health problems just as easy. But if understood and used correctly, these problems can prove good control. You are correct is suggesting a proper site, planting orientation and distant, plant selection, and understanding some organic chemistry to new growers. Understanding the morphology and physiology of organisms help in the growing of plants and control of pest. Organic growing involves all areas of the terrior that is many times overlooked by those that are looking for a "quick and simple solution." People don't want to do their homework now days; it is easier to ask someone for an answer. (everything on the internal is true, right) I live with some weeds, and some diseases. I do think that disease and pest might be nature’s way of eliminating some of the weak organisms from the food chain.

1893 report by the Iowa State Horticultural Society documented .... Council Bluffs Grape Grower's Association shipped 33 railcar loads of grapes. By 1926 the association handled 1,400 tons of grapes produced from 400 acres in Western Iowa. Point being that the chemicals used today were not available then. So how were the grapes grown, maybe organically ???? Oh, most of these grapes were Concord, Worden, Moore's Early, Niagara, Empire State, and Cottage. (majority were Concord)

I'm not criticizing anything that has been said. You have been and will continue to be a great asest for Iowa grape growers. I appreciate the information that you continue to provide about grape growing. In my travels and presentations, growers are very envious of the continuous information that we get. I always give you credit for being the leading source of that information. I talked to a grower in Texas that wanted to know about growing grapes organically, so I give them your web site plus others and suggested your newsletter. They liked what you write. You are famous, Mike.
Well, have to check brown grapes. It was really looked like a great year coming but this is viticulture. Glad I don't have a big orchard. Aronia berries were in full bloom too. That crop will be reduced greatly too.

Have a great week, and keep up the great work.
Charlie Caldwell, Black Squirrel Vineyard - Council Bluffs, IA

**Notable Quotables**

“I have enjoyed great health at a great age because every day since I can remember I have consumed a bottle of wine except when I have not felt well…then I have consumed two bottles.”

- **St. Isidore, Bishop of Seville** – 636 A.D.

“Once... in the wilds of Afghanistan, I lost my corkscrew, and we were forced to live on nothing but food and water for days.”

- **W.C. Fields**, My Little Chickadee, 1940

**Marketing Tidbits**

1. VA: New economic impact study for the state of Virginia. Entire document can be found here:

![FULL 2009 ECONOMIC IMPACT OF WASHINGTON STATE WINE](image)

<table>
<thead>
<tr>
<th></th>
<th>IN WASHINGTON STATE</th>
<th>TOTAL U.S.</th>
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<tbody>
<tr>
<td>Number of Licensed Washington Wineries, 2011</td>
<td>739</td>
<td>739</td>
</tr>
<tr>
<td>Number of Vineyards</td>
<td>350</td>
<td>350</td>
</tr>
<tr>
<td>Vineyard Acreage</td>
<td>43,849</td>
<td>43,849</td>
</tr>
<tr>
<td>Grape Crop Size (Tons)</td>
<td>160,000</td>
<td>160,000</td>
</tr>
<tr>
<td>Value of Grape Crop/Vineyard Revenue</td>
<td>$166,400,000</td>
<td>$166,400,000</td>
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<tr>
<td>Full-time Equivalent Jobs</td>
<td>27,455</td>
<td>68,719</td>
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<tr>
<td>Wages Paid</td>
<td>$1,174,010,066</td>
<td>$2,831,104,049</td>
</tr>
<tr>
<td>Cases of Washington Wine Produced, 2010 (9L equivalents)</td>
<td>11.2 million</td>
<td>11.2 million</td>
</tr>
<tr>
<td>Retail Value of Washington Wine</td>
<td>$1.47 billion</td>
<td>$2.6 billion</td>
</tr>
<tr>
<td>Winery Revenue</td>
<td>$1,007,854,109</td>
<td>$1,007,854,109</td>
</tr>
<tr>
<td>Wine Related Tourism Expenditures</td>
<td>$1,059,217,000.00</td>
<td>$1,059,217,000</td>
</tr>
<tr>
<td>Number of Wine Related Visits</td>
<td>2.4 million</td>
<td>2.4 million</td>
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<tr>
<td>Taxes Paid</td>
<td>State and Local: $237,724,633</td>
<td>All States &amp; Local: $634,732,581</td>
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<td></td>
<td>Federal: $304,891,053</td>
<td>Federal: $716,951,240</td>
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<tr>
<td>Charitable Contributions²</td>
<td>$5.5 million</td>
<td>$5.8 million</td>
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3. How to respond to negative customer reviews, 4-27-12 – Smart Blog on Food & Beverage: http://smartblogs.com/food-and-beverage/2012/04/27/how-to-respond-to-negative-customer-reviews/

Show n Tell

(Right) The Iowa Wine & Beer Promotion Board is starting to promote the Iowa Wine Growers Association’s “Iowa Quality Wine “ stickers on their facebook page. Go to: http://www.iowawineandbeer.com
On Monday and Tuesday of this week I drove down to Wamego, KS to present at a vineyard workshop held by Highland Community College (HCC) at Wamego. I was invited down by Scott Kohl and Dominic (Nick) Martin. Scott is the VESTA program coordinator for Kansas and Nick is an experienced West and East Coast winemaker who decided to start teaching vine/wine courses at HCC. The workshop was held on Monday afternoon at their teaching vineyard located approximately 4 miles northeast of the college on the old Oregon Trail. The weather was perfect and 28 people showed up. After the workshop, several of us went out to the local eatery for a good meal. Oh yes, we also checked out several of the local wines. It was a good evening.

On my way down to Wamego, I stopped by Wyldewood Cellars at Paxico, KS. This is one of the 5 locations of the original Wyldewood Cellars winery located at Mulvane, KS. Wyldewood is most famous for their Elderberry wines, but also produce over 40 other different wines.

(Above) Wyldewood Cellars Winery sign at Paxico, KS along I-70 west of Topeka.
(Above Left) Wyldewood Cellars branch winery building which had a former life as “Fields of Fair” Winery.

(Above) I purchased a bottle of dry Elderberry and a semi-dry Traminette from Tammy at Wyldewood Cellars. Tammy welcomed me at the door and was very pleasant and knowledgeable of the wines during my wine tasting experience. It was a good tasting room experience. 4-23-12

My next stop was Wamego, just a few miles west of Paxico, KS. Wamego is a VERY CLEAN town with VERY modern public facilities and infrastructure. Tourism is big in Wamego because of the OZ Museum located there. Wamego has one of the nicest city parks I have ever seen. I highly
recommend stopping by if you are ever down that way. Wamego is approximately 45 miles east of Topeka, KS on I-70.

My first stop in Wamego was the **OZ winery**. All of our wines are made on-site at Oz Winery by head winemaker and co-owner, Noah Wright. Oz Winery opened in July 2007.

(Above) **OZ Winery** in Wamego, KS is located on main street just south of the **OZ Museum**. 4-24-12

(Above) Kim was running the tasting room at OZ winery. Note the name badge that she designed and suggested using. Good Idea!! I purchased two tie-dye OZ shirts and a bottle of sweet Vignoles while I was there. 4-23-12

(Left) Gift shop at OZ winery. Along with their good wines, they also have an extensive selection of OZ T-shirts they sell to tourists. 4-23-12

(Above) Business has been good at the OZ winery in Wamego, KS. They are building a new production facility in the Wamego industrial development park. 4-24-12

I left the OZ winery and headed for Highland Community College which is located on the east side of Wamego in the industrial development park. From there we all headed to the teaching vineyard.
The next morning after the workshop I headed over to HCC where Scott and Nick let me use their office to catch up on e-mails. This took much longer than I would have liked. I did not get out of there until around noon. One thing I must note and quickly found out – most of the wineries around the larger Kansas City metro area are closed from Monday and Tuesday. Just my luck!

My first stop was at Kugler’s Vineyard located south of Lawrence. This is a small family owned 2 acre vineyard and farm winery. The vineyard was started in 1996 and is now growing Concord, Niagara, Seyval Blanc, Vidal Blanc and Cynthiana (Norton). Wine is available to purchase all year round and the vineyard and winery are available by appointment for private tours.

My next stop was BlueJacket Vineyard and Winery located just south of Eudora, KS. They were closed, but I got lucky. Pep, the owner remembered me from a “Clark Smith” winery workshop he had attended last June at our Midwest Grape & Wine Industry Institute at Iowa State University. I was able to sneek in while they were bottling some wine.
BlueJacket Crossing Vineyard & Winery sign along the road in front of their vineyard. The vineyard was started in 2002 and currently covers 8 acres with Norton/Cynthiana, St. Vincent, Chambourcin, Leon Millot, Seyval, Vignoles, Fredonia and Melody being grown. 4-24-12

Mike was bottling a very good dry and slightly oaked Chambourcin when I arrived. BlueJacket Crossing is named after the historic crossing over the nearby Wakarusa River for settlers traveling the Oregon Trail. 4-24-12

Pep Solberg-Selvan is the owner of BlueJacket Crossing Winery. I was able to pull him away from the bottling line to sell me a bottle of Norton and a bottle of Chambourcin.

(Pep) had 2-400 gallon SS milk tanks with new pipe fittings and fabricated lids sitting alongside of the winery. He mentioned that he could possible part with them for $600 each. 4-24-12

The front of the tasting room faces away from the road and toward their main vineyard. They have two wooden stages set up for entertainment. 4-24-12
It was getting late and I knew I was running out of time. I decided to make a quick stop into Kansas City to visit Michael & Kerry Amigoni at their Amigoni Urban-Winery located in the Stockyards District of KC. Unfortunately it was Tuesday and they were closed. Too bad, I wanted to meet the Amigoni’s in person. I have had numerous telephone and e-mail conversations with Michael since 2004 when he first contacted me. He and Kerry have a 4.5 acre vineyard located approximately 30 miles southeast of KC at Centerview, MO. The vineyard was established in 2002. Cabernet Franc is the primary grape they grow there.

The Amigoni Urban-Winery wine list consists of all vinifera. They currently are selling Viognier, Cabernet Franc, Cabernet Sauvignon, and Malbec. Things must be very good at the Amigoni Urban-Winery! They are moving over to much larger and nicer digs in May of this year.

(Above) The current location of Amigoni Urban-Winery in the Stockyards District of Kansas City, MO. 4-24-12

(Above) This is the future location of the Amigoni Urban-Winery located just around the corner from their old location. Construction crews were busy turning the old building into a VERY NICE winery and event center. 4-24-12

(Left) Deb Call, co-owner of Bluff Creek Vineyards with her husband Greg shared this picture of their sheep that graze their 2 acre vineyard located near Albia, Iowa. They currently have 12 sheep and have two Great Pyrenees dogs to protect them.

You can check out Deb’s Blog here: http://bluffcreekvineyards.blogspot.com
(Right) Dave Klodd spraying his vineyard with Mancozeb fungicide. He is using his new John Deere 4720 4-wheel drive tractor with 56 pto horsepower. The belly mower allows Dave to complete two vineyard chores at once. Front and back cab lights allow him to work at night. The front loader has quick attachments that fit his forklift tools.

Dave’s vineyard is located 3 miles southwest of Indianola, Iowa. It consists of a little over 6,500 vines of Frontenac, Frontenac Gris, Leon Millot, Delaware, Marquette and Swenson Red.

Dave is the former winemaker and vineyard manager at Summerset Winery at Indianola, Iowa. He now consults with other wineries and vineyards in the Midwest. 4-27-12

**Neeto-Keeno WWW Stuff**

1. Check out the detailed “Donation Policy and Submission Form” used by Parley Lake Winery donation format: [http://www.parleylakewinery.com/ParleyLakeWinery/Donations.html](http://www.parleylakewinery.com/ParleyLakeWinery/Donations.html)


**Articles of Interest**

2. *Do old vines make better wines?*, 2-4-12 – The Southland Times – Australia:
   http://www.stuff.co.nz/southland-times/life-style/6737541/Do-old-vines-make-better-wines

3. WI: *OSHA Stomps on Wisconsin Winery for HazCom Deficiencies*, 4-26-12: OHS News:

**Videos of Interest**

1. *Is it ok to store wine in a refrigerator*, 4-26-12 – BlogYourWine, 1.16 min.:
   http://www.blogyourwine.com/2012/04/26/is-it-ok-to-store-wine-in-a-refrigerator/

2. *What are those crystals on the underside of the cork*, 4-21-12 – BlogYourWine, 1:21 min.:
   http://www.blogyourwine.com/2012/04/21/what-are-those-crystals-on-the-end-of-a-cork/

**Calendar of Events**

5-6, West Central MN Grape Growers Workshop – Carlos Creek Winery 6693 County Rd. 34 NW Alexandria, MN 56308 RSVP & Details: 320-846-5443


5-(21-22), Missouri Cooperages Tour by Viticulture Enology Science Technology Alliance (VESTA) and Cooperages 1912. Full details: http://www.vesta-usa.org/main/index.php/current-students/calendar/icalrepeat.detail/2012/05/20/60/-/inside-missouri-cooperage-your-exclusive-seminar

5-28 thru 6-2, French/Italian Mediterranean chartered wine cruise, Washington State Viticulture & Enology Program. Pricing starts at $2,450 per person: http://cahnrsalumni.wsu.edu/cruise/


6-5, Missouri Grape Growers Association Annual Field Day. Details later.


6-(8-10), Kothe Distilling Technologies Distillation workshop - Chicago, IL. Cost: $799 each, max of 30 participants

7-(15-19), 37th American Society of Enology ASEV-Eastern Section (ASEV-ES) Annual Conference - Traverse City, MI: mhttp://www.asev-es.org/


7-29, Minnesota Grape Growers Association Annual Picnic – Round Lake Vineyard, 30124 State Hwy 264 Round Lake, MN 56167 Details: http://mngrapegrowers.com/mgga-annual-picnic1

8-16, International Cold Climate Wine Competition, University of MN Continuing Education Conference Center: http://www.mngrapegrowers.com/competition

9-8, UMN (Tentative) Annual Horticulture Research Center Vineyard & Winery open house, Excelsior, MN. Details later.

11-28 to 12-1, International Cold Climate Grape and Wine Conference - Neubrandenburg, Germany. Details soon: International Association for Northern Viticulture

1-(29-31)-13, Unified Grape & Wine Consortium at the Sacramento Convention Center, Sacramento, CA http://www.unifiedsymposium.org/


2-(7-9)-13, Midwest Grape & Wine Conference & Trade Show – St. Charles, MO Convention Center: Details: http://www.midwestgrapeandwineconference.com/


2-28 to 3-2 – 2013, 16th Nebraska Winery & Grape Growers Conference, Holiday Inn – Kearney, NE

3-(6-7)-13 Eastern Winery Exposition at Lancaster County Convention Center & Lancaster Marriott at Penn Square, PA: http://easternwineryexposition.com/

3-(12-14)-13, Wineries Unlimited at Greater Richmond Convention Center, Richmond, VA: http://www.wineriesunlimited.com/

Past issues archived as html and/or pdf here: http://www.extension.iastate.edu/wine/news
Choose Iowa Quality Wines!

How wines pass the IQ test

Wineries:
- Become a member of the Iowa Quality Wine Consortium (IQWC), a voluntary program of the Iowa Wine Growers Association
- Submit samples to Midwest Grape and Wine Industry Institute for evaluation
  - Chemical analysis is performed by technical staff
  - Sensory analysis is scored by a trained panel in a blind test
- Meet United States Alcohol and Tobacco Trade and Tax Bureau (TTB) labeling standards

Pass the test and proudly display the IQ seal of approval

How consumers pass the IQ test

Look for these labels at your local wine store and select Iowa Quality Wines

Total Circulation of 1,450+ recipients in AZ, CA, CO, FL, OH, IA, IN, IL, KS, KY, MI, MN, MO, MS, MT, NC, ND, NE, NH, NM, NV, NY, OK, OR, PA, SD, VA, VT, WA, WA DC, WI, Australia, Canada, Israel, Norway, Pakistan & Turkey

Michael L. White,
ISU Extension Viticulture Specialist
909 East 2nd Ave. Suite E, Indianola, IA 50125-2892
ph: 515-961-6237, fax: 6017, cell: 515-681-7286
mlwhite@iastate.edu

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