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Midwest Wineries Win at International Eastern Wine Competition

Congratulations to our neighboring state wineries who recently won medals at the International Eastern Wine Competition (East meets West) held on February 7 & 8th in Sonoma, CA.

Winery	Gold	Silver	Bronze	Other
Door Peninsula Winery – WI	1		1	
Forestedge Winery – MN	1	2		
Holy-Field Vineyard & Winery – KS	1	5	2	1 Best of Class
Les Bourgeois Vineyards – MO	2	3	1	1 Best of Class
Red Fox Winery - MO	1	1	2	

The International Eastern Wine Competition, started in 1975, it is one of the oldest and longest-running wine competitions in the nation. They have combined this competition with the West Coast Wine Competition to see exactly where East Meets West.

Best of Show winners move on to compete in the East Meets West Taste Off to see which wine reigns overall. This affords each wine two chances to win!

Complete results here: <https://www.winecompetitions.com/intleatern>

2016 Calendar Year Numbers Up for Iowa Wine



The 2016 Calendar Year Iowa native winery inventory and sales report was recently completed and the numbers look good! Here is a brief summary:

104 wineries reported inventory and sales.
310,803 gallons sold (up 9.1% over 2015)
42.7% sold retail / 57.3% sold wholesale (none was sold through a wholesale distributor)

\$311,627 in Iowa excise taxes collected (up 11.7% over 2015)
6.5% market share of wine sold in 2016 (up from 5.8% in 2015)
Top 23 wineries have 80% of the native Iowa wine market share.

You can view the entire 2016 Iowa Native Wine Production & Sales Report here:
http://www.agmrc.org/media/cms/Iowa_Native_Wine_Production_for_the_BDB68DBA76512.pdf

New - How to Conduct Research on Your Farm or Ranch from [SARE](#)

This 32-page Ag Innovations Series technical bulletin provides detailed instruction for crop and livestock producers, as well as educators, on how to conduct research at the farm level using practical strategies and peer-reviewed research findings. How to Conduct Research on Your Farm or Ranch also includes a comprehensive list of in-depth resources and real-life examples—from a Missouri crop and livestock farmer testing the effect of additional cover cropping on forage available to his animals to a West Virginia organic producer experimenting with an integrated trap crop and pheromone trap system for ecological management of stink bugs—in order to stimulate on-farm research ideas and provide guidance.



Free Download: <https://tinyurl.com/zw2x3xx>
Free hardcopy order: <http://webstore.sare.org/basket.asp>

20th Annual Nebraska Winery and Grape Growers Forum and Trade Show

March 2-4, 2017

Omaha Marriott – Omaha Nebraska

<http://viticulture.unl.edu/20th-annual-nebraska-winery-and-grape-growers-forum-and-trade-show>

Cornell Extension Viticulture Specialist needed in Eastern New York

Cornell Cooperative Extension (CCE) provides the educational outreach functions for Cornell University's role as New York State's Land Grant University. People interested in this Eastern New York viticulture specialist position need to apply prior to **March 31, 2017**.

The Eastern New York Commercial Horticulture is one of the premier regional agricultural Cornell Cooperative Extension programs in New York, serving a large multi-county area in the Champlain Valley, Capital Region and Hudson Valley of the state. The team's Specialists work together with Cornell faculty and extension educators statewide to address the issues that impact the vegetable, tree fruit, small fruit and grape industries. This position will provide commercial grape growers / producers with the knowledge and resources necessary to assess production and management practices that will enhance their profitability and sustain the growth of the grape and wine industry in Eastern New York.

Full Details: <https://academicjobsonline.org/ajo/jobs/8872>

3-(4 &5), VESTA Wine Chemistry Workshop – Springfield, MO

When: 8 a.m. – 5 p.m. Friday and 8 -11:30 a.m. Saturday, March 3 + 4, 2017,

Where: [Karls Hall](#), Missouri State University – Springfield, IL 65897

Who: [Dr. Barry Gump](#) is the first holder of the Harvey R. Chaplin Eminent Scholar's Chair in Beverage Management at Florida International University's Chaplin School of Hospitality and Tourism Management. Dr. Gump is Emeritus Professor of Chemistry and Emeritus Adjunct Professor of Enology at California State University, Fresno.

Sponsored by: [VESTA](#) (Viticulture Enology Science & Technology Alliance)

Cost: \$225 each (no charge for currently enrolled VESTA students)

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

Beginning Farmer Financial Workshop

DESCRIPTION:

A strong business plan is essential for a viable farming business. This workshop is designed to help you set up your business plan and develop your farm brand and marketing. The workshop is intended for beginning farmers who are motivated to improve their financial and business knowledge for their existing or future farm.

The morning session will focus on financials. Staff from the Farm Service Agency will cover financial literacy and available farm financing programs for beginning farmers.

In the afternoon the focus will shift to marketing. Ash Bruxvoort will help you create your brand and shape your farm marketing plan. You should come ready to tackle the hard parts of your business plan and collaborate with your farming peers.

REGISTRATION:

For more information and to register, contact Greg Van Den Berge at Practical Farmers of Iowa, (515) 232-5661 or greg@practicalfarmers.org by **Monday, March 6.**

COST:

There is **no cost** for this workshop; all are welcome.

FOOD:

Practical Farmers will provide snacks and lunch.

QUESTIONS?

Call Greg Van Den Berge at the Practical Farmers office, (515) 232-5661

LOCATION:

CG Therkildsen Activity Center

706 Victoria St.
Harlan, IA 51537

Take Hwy 44 to Linden Rd., head north. From Linden Rd., turn right onto Baldwin St. and go 4 blocks to the Activity Center. Parking is available on either side of the Activity Center.

<http://practicalfarmers.org/app/uploads/2017/02/2017-Harlan-Financial-WS-flyer.pdf>

Practical Farmers of Iowa Conference Presentations Now Online



Practical Farmers of Iowa have posted 28 presentations from their Annual Conference that was held January 20-21st are now Online. Some of the presentation topics from the 2017 conference dealt with Flowers, Nuts, Gooseberry,

Elderberry, Currant, Honeyberry, Aronia and Blueberries. You will find these and another 151 presentations from the 2012 to 2016 prior conferences here:

<http://practicalfarmers.org/farmer-knowledge/annual-conference-multimedia/>

The [Iowa Wine Growers Association](#) held their annual conference on Sunday – Monday, February 5th & 6th at the Gateway Hotel & Conference Center in Ames, IA. Attendance was good, the presentations were excellent and the people were GREAT! Check out the many pictures from the conference here: <https://www.facebook.com/laWine/>

Not a member? Check out the [Online Signup](#)

2017 Show Me Grape and Wine Conference and Symposium

Wednesday – Friday, March 8-10, 2017

Hampton Suites - Columbia, MO

<http://gwi.missouri.edu/>

Registration Ends March 6th, 2017

3-24, WGA Spring Vineyard School – Wollersheim Winery

When: Friday, March 24th, 2017

Where: [Wollersheim Winery](#), 7876 WI Hwy-188, Prairie du Sac, WI 53578

Who: [Wisconsin Grape Growers Association](#)



Agenda: 8:30am Registration

9:00am Vine Nutrition by AgSource

9:45am Break

10:00am Insect Management by Christelle Guedot, UW/Ext

10:45am Disease Management by Patty McManus, UW/Ext

11:30am Q & A with Speakers and Board Members

Noon Networking Lunch - Box Lunches

12:45pm Pruning Or Machinery Breakout

2:15pm Break - Switch Groups

2:30pm Pruning or Machinery Breakout
4:00pm Adjourn

Cost: \$35 WGGA member, \$45 non-member

Registration contact: Anna Maenner anna@acmadmin.com or 920-478-3852

3-25, University of Minnesota vine/wine research update

I invite you to attend the annual UMN Research Update. The details are below. Registration is made online through the [MGGA](#). We will provide short seminars on research in winter hardiness, table grape breeding, phylloxera resistance, and an update on the enology project.

What: Annual University of Minnesota Research Update

When: Saturday March 25th, Check-in and Coffee hour starts at 9:15AM

First session: 10:00AM - 12:00PM

Lunch: 12:00PM - 1:00PM

(Lasagna, Italian Salad, Breadsticks, and cookies/Bars)

Final session: 1:00PM - 2:00PM

Where: Snyder Auditorium - Minnesota Landscape Arboretum, 3675 Arboretum Drive
Chaska, MN 55318

Cost: Registration + Lunch: \$30 per person or
Registration Only: \$15 per person

Registration: <http://www.mngrapes.org/events/EventDetails.aspx?id=935629>

Parking and arboretum admittance is FREE, just let the gate house know you are coming for the University of Minnesota "Enology and Viticulture Program".

Contact: Matthew Clark, Asst. Professor - Grape Breeding and Enology
UMN Dept. of Horticultural Science clark776@umn.edu
enology.umn.edu grapes.umn.edu

Videos of Interest

1. CA: *What is sustainable winegrowing and certification*, 2-15-17, 1:40 min:
<https://www.youtube.com/watch?v=4zufAX9nEcE>
2. Pruning Tractor: <https://www.facebook.com/tractorfarm/videos/1058742524271787/>
3. IA: *Train Wreck Winery*, 9-8-17 ICAN Network, 30 sec:
<https://www.youtube.com/watch?v=wyQbv9RGYFU>
4. IA: *Meet Marechal Foch – Iowa Wine Trail*, 1-29-17, 30 sec:
<https://www.youtube.com/watch?v=SW0cauO3Lxc>

5. IA: *Meet Brianna – The Iowa Wine Trail*, 1-29-17, 30 sec:
<https://www.youtube.com/watch?v=FwnsfZJTjG4>
6. SD: *South Dakota Made Wines*, 10-28-16 Shiran de Silva, 50 sec:
<https://www.youtube.com/watch?v=NsVEfx9xudM>
7. IL: *Illinois Wines and Wineries: The Essential Guide* | Ebook, 2-5-17, 2:06 min:
<https://www.youtube.com/watch?v=zHEdSHqsNeM>
8. NE: *Nebraska Wine Through My Eyes*, 2-28-17 Nebraska Tourism, 30 sec:
<https://www.youtube.com/watch?v=65EckH4hMTE>

Show n Tell

1. (Below) The [BrownWinick law office](#) in Des Moines held a “FREE” Craft Beverage / Hospitality Law Conference at the Principle Park in downtown Des Moines this past Monday (2-27-17). The agenda covered Employment Law, Trademarks, Trade Secrets, Advertising, Business Formation & Raising Capital and Succession Planning. Staff from the Iowa Alcohol Beverages Division even stopped in to give us an update. A large selection of people from Iowa breweries, distilleries and wineries attended. I want to thank BrownWinick for hosting a very informative conference. A day full of free attorneys, free lunch and a glass of free wine afterwards. It was surreal! *mlw*



Marketing Tidbits

1. *Sales of Wine in Cans Jump Over 125% As Wine Consumers ‘Open Up to Cans’*, 2-16-17 Wine Industry Network: <https://tinyurl.com/zwvgsus>
2. *Millennial Wine Consumers Attitudes towards Alternative Wine Packaging*, 63 pp. TX Wi Marketing Research Institute: http://www.depts.ttu.edu/hs/texaswine/docs/Final_Alternative_Packaging.pdf
3. PA: *Connecting with wine consumers and tasting room visitors via mobile devices*, 2-24-16 Penn State Univ: <https://tinyurl.com/hmm6a73>
4. MD: Maryland Wine Cellars (Contract winemaking, business consulting, winemaking consulting): <http://www.marylandwinecellars.com/>

Neeto Keeno

1. MI: (VESTA) *New virtual reality training for wine industry students*, 2-23-17 Up North Live:
<http://upnorthlive.com/news/local/new-virtual-reality-training-for-wine-industry-students>

Notable Quotables

"*Penicillin cures, but wine makes people happy.*"

--- Alexander Fleming (1881-1955), the Scottish bacteriologist credited with discovering Penicillin in 1928.

[at his first sip of champagne] "*Come quickly! I am tasting stars!*"

--- Dom Perignon

Unique Wine Sensory Terms

Tactile: The sensations perceived while *wines* were held in the mouth.

Tannic: A wine with aggressive tannins.

Tar: A wine with aromas and flavors reminiscent of Tar.

Tart: A wine with high levels of acidity.

Tartaric: One of the strongest acids in wine which controls the acidity levels. It contributes to the "tartness" of a wine, but not as much as malic and citric acid.

Tears: The ring of clear liquid near the top of a glass of wine, from which droplets form and fall back into the wine.

Terroir: How a particular wine region's climate, soils and terrain affect the taste of a *wine*.

Texture: How a wine feels on the palate.

Tight: A young wine that has muted aromas and flavors which needs time to mature.

Articles of Interest

1. MS: *New App helps growers calculate chill hours*, 2-16-17 Growing Produce: ****
<https://tinyurl.com/jluchum>
2. IA: *Wine making in Iowa: a little-known, yet wildly successful industry*, 2-19-17 ISU Daily:
http://www.iowastatedaily.com/news/academics/article_b96b93a4-f6af-11e6-8320-1397bdb32db.html
3. MI: *Early thaw: good for drinking wine... not growing it*, 2-21-17 Michigan State Univ:
<https://tinyurl.com/j6sjyth>
4. OR: *Too many stinkbugs spoil the wine*, 2-22-17 Science News:
<https://www.sciencenews.org/article/too-many-stinkbugs-spoil-wine>

5. MN: *Minnesota's Cold Climate Conference reflects growth of one of the world's newest wine regions*, 2-23-17 Wines & Vines: <https://tinyurl.com/ze9fjft> ****
6. WA: *Sky high opportunities for drones in agriculture*, 2-28-17 Drovers: <https://tinyurl.com/gm2ogmh>

Calendar of Events

3-(2-4), 20th Annual Nebraska Winery and Grape Growers Forum and Trade Show, Omaha Marriott: <http://viticulture.unl.edu/events>

3-(4-5), [VESTA](#) Wine Chemistry Workshop – Karls Hall, Missouri State University – Springfield, MO: <https://tinyurl.com/hetx9oq>

3-(8-10), Show Me Grape & Wine Conference – Columbia, MO. Register here: <http://tinyurl.com/jmf5uq2>

3-10, Winery Supply Chain Market Business Development – Fluffy Fields Vineyard & Winery – Dickinson, ND. Contact: Ray Ann Kilen at 701-290-8036 or rkilen@ndsupernet.com

3-(15-25), Sicily Winery & Vineyard Tour – Washington State University. Details: <http://wine.wsu.edu/education/certificate/international-winery-tours/sicily-winery-and-vineyard-tour/>

3-(22-24), Eastern Winery Exposition at The Oncenter – Syracuse, NY: <http://easternwineryexposition.com/>

3-25, Midwest Aronia Association Annual Conference – Marriott at La Vista, NE http://midwestaronia.org/event/maa-annual-aronia-conference/?instance_id=122

3-25, University of Minnesota vine/wine research update, Minnesota Landscape Arboretum – Chaska, MN: <http://www.mngrapes.org/events/EventDetails.aspx?id=935629>

4-(3-4), National Viticulture and Enology Extension Leadership Conference Oakville, CA. Contact: Kaan Kurtural at skkurtural@ucdavis.edu or call 707-944-0126

4-(25-27), WineAmerica National Grape & Wine Policy Conference – Washington DC: http://wineamerica.org/?post_type=wine_am-event&p=11295

6-(1-4), Winemaker Magazine Annual Conference – Finger Lakes, NY. Early registration discount: <http://winemakermag.com/1586-2017-conference-save-the-date>

e-Viticulture: <http://eviticulture.org/>

Iowa Wine Growers Association: <http://iowawinegrowers.org/>

ISU Viticulture Extension: <http://viticulture.hort.iastate.edu/>

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

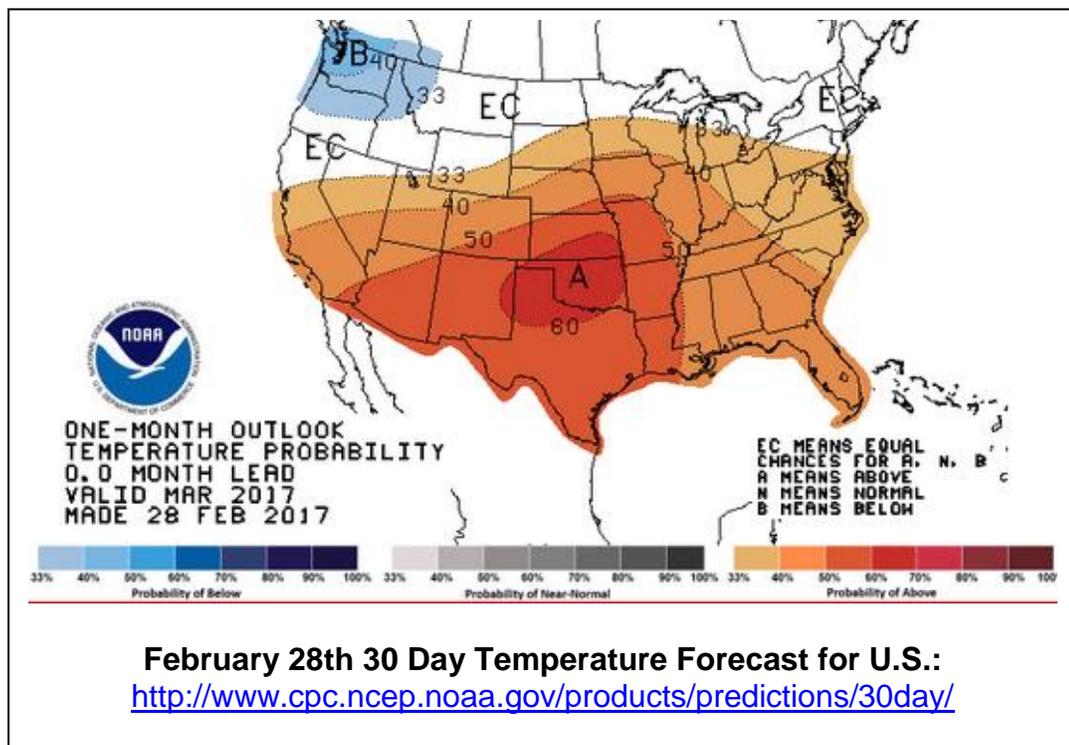
Midwest Grape & Wine Industry Institutes Updates:
<http://www.extension.iastate.edu/wine/content/institute-updates>

ISU 2017 Midwest Fruit Pest Management Guide:
<https://store.extension.iastate.edu/Product/Midwest-Fruit-Pest-Management-Guide-2017>

Northern Grapes Project: <http://northerngrapesproject.org/>

VESTA (Viticulture Enology & Science Technology Alliance):
<http://www.vesta-usa.org/>

Dr. Tom Zabadal's YouTube Channel
<https://www.youtube.com/user/Viticultureinfo>



February 28th 30 Day Temperature Forecast for U.S.:
<http://www.cpc.ncep.noaa.gov/products/predictions/30day/>

(FREE) Midwest WinePress Classifieds

<http://midwestwinepress.com/classifieds/>

