

## WINE GRAPE INFORMATION FOR PENNSYLVANIA AND THE REGION

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### Wine and Grape Factoids

Just some interesting tidbits from the recent issue of Wine Business Monthly about our national wine industry... the top 30 wineries produce 90% of all the wine in the US, the top four (Gallo, Constellation, Wine Group, Bronco) account for 2/3 of all production and half of all sales revenue. There are now 5,364 wineries in the US, up from 4,740 last year. Top industry executives are feeling bullish with continued growth predicted. There are still wineries in all 50 states (hang in there Delaware: 1 winery). Pennsylvania is listed (TTB source) as #5 in number of wineries at 130 (99 bonded, 31 non-bonded) behind CA, WA, OR, and NY in that order. Growth slowed in 2005, up 5.7% compared to S. Dakota's 100% increase to 10 total wineries. Overall in the US, the increase was 13.2%. An article that just appeared in the Phila Inquirer stated that grapes crushed for Pennsylvania wine rose 23% in 2005 to 16,300 tons crushed (out of 90,000 total tons including process). Wow! If anyone knows the source of this information, please let me know. This national industry is on the move. Grapes now rank #6 in total farm gate value among all crops in the U.S. If you translate that into value-added products it moves to #3. We are a very significant (if underappreciated) player in the nation's agricultural landscape.

### **Penn State Enology “Sanity, Sanitation, and Total Quality Management”**

**Workshop: Friday, February 24 at Presque Isle Winery, Erie, PA**

<http://www.piwine.com/>.

Speakers: Dr. Ellie Harkness-Butz, Purdue University and Dr. Stephen Menke, PSU

This workshop includes: general winery sanitation considerations, sanitation sampling program, microorganism effects, microorganism identification, comparison of characteristics and uses of specific cleansers and sanitizers, sanitation as part of a practical and sane system of Total Quality Management. Actual winery sampling techniques will be demonstrated and then carried out by participants. Ellie Harkness-Butz is a recognized expert in winery laboratory techniques, especially microorganism effects, control and sampling. Stephen Menke is part of an effort to improve Quality Assurance and Total Quality Management in the PA wine industry. Pre-paid registration is required by February 17. Fee is \$45 pre-paid and \$60 at door, includes handouts, continental breakfast, lunch, coffee breaks. Workshop is limited to 50 persons. For

details or contact Stephen Menke, 717-334-6271 ext. 320, or [menkewine@psu.edu](mailto:menkewine@psu.edu). SEE ATTACHMENT: SANITATION

- **Don't forget: Blending and Tannin Workshop on Wednesday, February 22 in Gettysburg, PA. Call 717-334-6271 for information and registration.**
- **Don't forget: Vineyard Development Workshop on Thursday, February 16 at Crossing Vineyards, Washington Crossing (Bucks County), PA. Call Mark Chien for registration and information. 717-394-6851**

### Vineyard Soils

Fritz Westover is the new viticulture extension agent assisting Tony Wolf in Virginia. Most of you know him as a grad student for Dr. Jim Travis who did research on replant problems in vineyards. Fritz has always been interested in soils and has made it one of his specialties as he has sought ways to serve the wine community in Virginia. It is lucky for us that he is happy to keep his contacts in Pennsylvania open and will share his information with our growers. Soil has three key components - physical, chemical and biological. Each is an incredibly complex system and it gets even more complicated when they start interacting. Fritz has written a very nice summary of these soil properties that is a great primer for anyone who wants to understand what is going on under your feet. PLEASE SEE ATTACHMENT: VINEYARD SOILS

### The Pennsylvania Association of Winegrowers: Join NOW!

I really must insist that ALL growers of wine grapes take this notice seriously. PAW represents everyone who grows wine grapes, members and non-members. We would prefer that everyone who grows wine grape feel that they belong to a larger community of growers and recognize that there is corporate responsibility for each member of that community. There are a myriad of issues facing wine growers today from legislative issues confronting the wine industry, needs for continued viticulture research and education, and the promotion and marketing of Pennsylvania wine grapes. Recently, PAW agreed to join PWA and PWMRP to support the two wine extension positions at Penn State. Yes, that is MY job. At the cost of \$10,000 a year, PAW needs your help more than ever. If you are reading this e-mail, then you are benefiting from the services that PAW provides. There will be TWO vineyard walk arounds this year (March 22 at Spyglass Ridge Winery in Sunbury, August 17 at FREC in Biglerville), the web site is updated and improved and you have a very loyal and hard-working nine member board who work tirelessly to help the wine growers in the state. I urge you to support PAW by joining as a vineyard member. It is, in a word, CHEAP, to be a member. It is an important symbolic statement of the value our own community places in the growing of wine grapes in Pennsylvania. You can read more about PAW and find a membership application at <http://www.pawinegrowers.com/> SEE ATTACHMENT: PAW MEMBERSHIP APPLICATION

### Compliance Issues: Worker Protection Standards

Last year some vineyards were spot inspected by PDA for worker protection standards (WPS) compliance and fines were levied. I know, as a grower, that compliance issues were considered a nuisance but as I matured as a grower and businessman, I accepted the importance and value of WPS and protecting the health of people and the environment. It truly is in your best interest to understand these regulations. The worker protection standard for agricultural pesticides HOW TO MANUAL has been updated. WPS contains requirements for pesticide safety training, notification of pesticide applications, use of personal protective equipment, restricted entry intervals following pesticide application, decontamination supplies and emergency medical assistance. The revised manual has detailed information on who is covered WPS and how to meet regulatory requirements. You can find all of this information at the EPA web site:

<http://www.epa.gov/agriculture/htc.html>. Yes, this is reading at its driest, but it really important stuff that every farmer with employees is required to know and even if you do not have employees you should know. *Thanks for Alice Wise at Cornell Cooperative Extension and the Long Island Fruit and Vegetable Update for this information and reminder.*

FYI - Penn State Cooperative Extension will offer a Pesticide Applicator's Credit Workshop on Monday, March 13 at the Farm and Home Center in Lancaster. WPS and other core topics will be covered. Category topics include trunk disease, grape berry moth and early season disease control. 5 core + 5 category credits will be available.

#### AG Grants for Value-Added Producers...Hey, that's us!

A lot of information drifts down here from NY. People are always asking me about lending sources so here is a good one to consider from the Lake Erie Vineyard Notes. The US Dept of Agriculture Rural Business Cooperative Service (RBS) has just posted the availability of about \$19.5M for the Value-Added Producer Grant Program (VAPG) for FY 2006. The primary objective of VAPG is to help agricultural producers and cooperatives develop viable business plans and create new marketing opportunities for their products through value-added activities like turning grapes into wine. These are competitive grants up to \$100K for planning and \$300K for working capital. Here is the web site <http://www.rurdev.usda.gov/rbs/coops/vadg.htm> that will give you all the information you need to know.

#### **Attachments:**

[Sanitation.doc](#)

[Vineyard\\_Soils.doc](#)

[PAW\\_Membership\\_Application2006.pdf](#)

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