

# FINGER LAKES VINEYARD NOTES

Newsletter 1

February 3, 2003



Cornell Cooperative Extension  
Finger Lakes Grape Program

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*View From SE Seneca Lake*

Barry Bedwell and Karen Ross, will address world markets. Others will address consumer issues that have a direct impact on your grape and wine sales. The closing talk by Jeffrey Simmons, on *How do you win in the grape business?* will address strategies you can apply to moving forward with your business in a challenging environment.

On Friday afternoon, the **Alternate Markets and Income Opportunities for Grape Growers** session will offer both short-term ideas for supplementing your income in grape-related businesses and longer-term ideas about what's involved in bringing new products to market.

Saturday Afternoon, the **'Shaping our Business Environment – a Look into the Future'** session will provide information on the broader business climate that will shape the future of your business.

Finally, on Saturday morning, **'Financial Management for the Short and Long Term'** will guide you through the nuts and bolts of money management and retirement planning.

These topics have as much or more bearing on your business as a grape grower or winery as do the talks about production and pest management; particularly in the current climate. Take advantage of this opportunity to look at the broader picture.

## VITICULTURE 2003, GRAPE MARKETS AND GROWER INCOMES

*Timothy E. Martinson*

This issue of *Finger Lakes Vineyard Notes* features several articles about market trends and information. This topic is on many people's minds, so I want to highlight parts of the Viticulture 2003 program that deal with this important topic.

During Thursday's **'The Big Picture'** session, you will have the opportunity to hear and ask questions of high-level representatives of Canandaigua, Royal, Cliffstar, and Welchs. Several speakers in the afternoon, including

## CHANGING MARKETS FOR FINGER LAKES GRAPES

*Timothy E. Martinson*

The grape industry across the nation is in a down cycle, with supply exceeding demand following nearly a decade of robust growth. As we move into the 2003 growing season, the grape glut has abruptly hit the Finger Lakes. Two major processors have announced significant cuts in contracted tonnage that may amount to as much as 4000 tons of production in the Finger Lakes, disproportionately affecting Concord growers. Changing supply and demand have altered the landscape, both for growers here in the East and in California. I think it's important for growers to understand the causes for these market shifts, and what they mean for your business. Here are the pieces of the puzzle as I see them:

### **The Local Situation:**

- **Canandaigua** has reduced contracted Concord tonnage by 16% overall, divided more or less proportionately between the Finger Lakes and Lake Erie regions. Red hybrid tonnage is expected to be reduced by about 30%, and DeChaunac will no longer be purchased. Early or high-acid Elvira, Catawba, and Aurore will not be significantly affected. Overall, the number of growers with Canandaigua contracts will be reduced by 3-4%, according to Tim Moore, Grower Relations Manager for Canandaigua in New York.
- **Royal/Spring Ledge.** Spring Ledge, broker for Royal Kedem Wine Corporation, expects a reduction in approximately 2200 tons, including 1500 T of Concord, a 50% reduction in Niagara tonnage, and a 1/3 reduction in Catawba tonnage. The number of growers with contracts will drop from over 100 to around 80.
- **National Grape Cooperative** has contracts for about 400 acres of Concord and 400 of Niagara in the Finger Lakes. Rich Erdle, Grower Relations Manager for National Grape Cooperative, expects little change in acreage in the Finger Lakes, though a few growers may want to sell their Welch's contracts to others while demand is high. National contracts, transferable from grower to grower, have been selling for record prices.
- **Nationally**, despite robust consumer demand for juice products, the market for Concord has shrunk by an estimated 75,000 tons.

**Why is this happening now?** The short answer is that a lot of new grapes have been planted in California, and the effects are now rippling throughout the marketplace. The longer answer is a bit more complicated, and involves changes in internal supply of some processors, flavor characteristics of Concord, a new kosher juice concentrating facility in Western New York, and a narrowing of options for Central California producers that used to jump back and forth between the juice concentrate, bulk wine, and raisin markets.

**Concord flavors.** The good news for the future of Concord is that the Concord flavor is well accepted and expected by consumers in purple juice, jams and jellies. The bad news is that the Concord flavor is so strong that it can be blended with other neutral juices and the Concord flavor will predominate. As the price differential between Concord and California concentrate (Ruby red and Thompson Seedless) widens, juice processors either drop the Concord flavor altogether, or reduce its concentration in the blends. To be labeled 'Concord Grape Juice', a juice product must have over 50% Concord content. However, blends with 40% Concord (though not labeled 'Concord') will still have strong Concord flavor, and blends for certain purposes can go down to 20 or even 10%, though with a much diluted flavor profile. For many markets, Concord has changed from being the base of the blend to being a flavoring agent. Acid and sugar – the two other ingredients supplied by Concord juice – can be obtained at less cost from other sources. On the wine end, Concord's strong flavors make it less attractive than more neutral-tasting grapes like Elvira and Catawba for the high-acid grapes used in blended wine products.

**Industrial Concord Market.** The cost issue has hit the industrial Concord market the hardest. Processors that have depended on this end of the market (rather than mainstream juice producers like Welch's and Cliffstar) have found it increasingly difficult to market their product to clients. Both Growers' Cooperative in Westfield and Johnson concentrates in Washington state are in this category. Dan Dillon, CEO of Welch's, estimated that substitution of California concentrate reduced the demand for Concord by 75,000 tons (Welch's News, January 2003).

**New Entry into Kosher Processing Arena.** Growers' Cooperative, of Westfield, NY has entered the Kosher Concord juice and concentrate market, with the addition of a juice heating system funded in part by the USDA and NY Department of Ag & Markets Specialty Crops grant program. Growers' general manager Dave Momberger indicated that the facility will have the capacity to handle 10-20% of their total volume, and that the product would be marketed to several buyers, including Royal Wine Corporation. Growers represents about 12 to 15,000 tons of production in the Lake Erie region.

**California Bulk Growers.** The Central Valley represents over 50% of California's acreage, but accounts for only 14% of the crop value. Traditional varieties (French Columbard, Chenin blanc, Barbera, Thompson seedless) have been multipurpose grapes used in wines, raisins (i.e. Thompson Seedless) and juice concentrate. As more inexpensive varietal grapes (Cabernet sauvignon, Chardonnay, Merlot) became available from the Central Coast and Lodi areas, use of these traditional 'jug wine' grapes has plummeted. The raisin market is also saturated, so much of the production got shifted to the juice concentrate market. Production economics are currently dismal. Pete Christensen, University of California Farm Advisor, stated that growers would need to produce 20T/acre at \$150 a ton to be profitable in the future. This will be a difficult target for most growers to reach. Recent estimates are that 70,000 acres of Central Valley grapes are being pulled this winter.

**Ruby Red** is worth highlighting, as it has similar uses to New York's red hybrids in various products. Unlike most California grapes which are pure *V. vinifera*, Ruby Red is a hybrid with 1/8 American (*V. rupestris*) parentage. Hybrids produce a special type of pigment with 2 sugars attached (diglucosides, technically), unlike *V. vinifera* red pigments, which have only one sugar (mono-glucosides). These diglucoside pigments produce a more stable color in some products. For this reason, Ruby Red shares one characteristic with our red hybrids that is important to area processors, and makes it a good choice as a substitute for them.

For California bulk producers, current prices are unsustainable, and they will respond by pulling out or abandoning unprofitable vineyards. The current surplus production is likely to be with us for a few more years, however. Long-term effects are harder to gauge. How much the Concord market bounces back will depend upon relative cost to processors, continued demand for Canandaigua's Concord-based products (currently still in excess of 1,000,000 cases per year), and promotion of the 'Concord' flavor by Welch's and others. Meanwhile, we are likely to see some acres go out of production, both locally and nationally, and to see production further concentrated on the best sites.

#### *References:*

*California Association of Wine Growers Newsletter.*  
December, 2002.

*Welch's News*, January 2003

*Governor Announces 1.2 Million to Support NY's Specialty Crops.* August 15 Press Release, NY State Dept. of Agriculture and Markets.

## **OPINION: RECLAIMING MARKETS FOR LABRUSCA GRAPE FLAVORS**

*Timothy E. Martinson*

The current abundance of California concentrate could permanently alter the market for Concord and Niagara-based products. While consumers like and trust Concord and Niagara's unique flavors, there is no reason to think that this preference will automatically continue. The market for *Labrusca*-based juice and jelly products, though huge, represents a quality niche that has maintained Concord and Niagara prices above base commodity levels for one reason: The unique flavor is worth paying extra for.

Changing marketing channels could threaten this position. Those who sell our grape products to retailers (Both groceries and wine wholesalers) are facing fewer buyers that have more market power. Think Costco and Wal-Mart. These buyers are able to demand lower prices from their suppliers, a portion of which is then returned to consumers in the form of lower prices. Price is their main consideration, and they have enormous influence over what consumers buy.

While consumer demand drives what products they stock, it doesn't take a rocket scientist to realize that lower prices can change consumer preferences. If Ruby Red juice is cheaper than Concord, well maybe it's worth it to consumers to forgo the familiar flavor and try something else.

One way of countering the power of wholesalers is to be large enough or have enough products that the buyer can't ignore you. Canandaigua, now surpassing Gallo in size, has employed this strategy with great success. Welch's has succeeded, in part, because it sells a wide variety of juice products, and not just Concord and Niagara. National Grape Cooperative members are enjoying higher returns as a result.

It all comes back to flavor. The future of markets for *Labrusca* type grapes rests on consumer's perception that the flavors or health benefits of our native grapes are worth seeking out and buying. We need to promote these flavors to consumers, so that they will demand them from their retailers.

This applies not only to juice, but also to wine. In our tasting rooms, we have ample evidence that many consumers like *Labrusca* flavors in wines. Swedish Hill's *Diamond* is selling so well that they have a small planting program. Hazlitt 1852's Catawba-based *Red Cat* is a hit with young consumers. The flavors are out of the mainstream for wine drinkers. But one has to wonder whether the local popularity of these flavors is something that large, national producers could capitalize upon.

Could Canandaigua's marketing people find an untapped growth market in Catawba-based wines?

Native grapes are part of what makes our region unique. Recognition of this fact takes nothing away from *V. vinifera* growers, who are gaining a national reputation (particularly with Riesling) for high quality wines. This reputation will fuel sales growth for the next several years. Growers of traditional varieties need to pay attention to this trend in planning for their future. Labrusca flavors have a long history with American consumers. Their future, however, will depend on active promotion to consumers. How to accomplish this is a topic worthy of serious discussion among everyone in the industry.

## REVIEW OF 2002 HARVEST FROM A WINE QUALITY PERSPECTIVE

*Hans Justrich*

*[Ed. Note – Hans Justrich is the new Extension Enologist in Thomas Henick-Kling's program at Geneva. He arrived last September, and has statewide responsibilities centered on providing educational and technical assistance to winemakers at New York's 150 wineries. Hans comes to us from Switzerland, where he has over 20 years experience in extension-type outreach in both Viticulture and Enology. This is the first in what will be a series of articles aimed at educating growers on winemaking issues. Look for these articles approximately every 3 months in Finger Lakes Vineyard Notes. – TEM]*

**Review of last fall's harvest.** Last fall the crop in some vineyards was bigger than expected and estimated. Many grape growers and wineries were surprised at the size of the crop. It might be useful to look back and think about the coming season. For sure wineries and winemakers are interested in buying high quality grapes. What does quality mean? What can be done? Let us focus on two factors that influence quality: yield per acre and irrigation.



**Figure 1.** Dormant vine at the Experiment Station. Note the numerous short shoots, many of which were cropped during the growing season.

**Cropping Levels:** If you look at the vine in Figure 1, you will notice only a few normal length shoots, but a lot of thin and weak shoots. Last year this vine was overcropped and the grapes probably did not ripen as expected. Unripe grapes such as these have low Brix and higher acidities, lack of color intensity, taste less fruity and have unripe and harsh tannins.

Pruning is the first and most important step for regulating the crop level and has an important impact on quality. The higher the yield – the lower the quality. Later on in the season shoot and cluster thinning permit another regulation of cropping level.

**Drought stress or irrigation?** We all remember last summer. It was hot and dry. Sometimes not only did we suffer, but also the vines suffered. Due to drought stress, ripening in many vineyards was not only delayed, but also was uneven. Some vineyards showed severe drought stress. The vines lacked water, leaves turned yellow, and grapes didn't mature as usual. Drought stressed fruit usually has higher concentrations of phenolics, which can cause bitterness and browning in wines.

After rains in Geneva on 26 and 27 September 2002, flavor maturity clearly progressed though the berries got bigger. With better water availability, vines rebounded, increased photosynthesis, and accelerated (or started again) real ripening. That's what we are looking for: real ripening instead of an emergency ripening (what we call *Notreife* in Switzerland). Real ripening means that the grapes increase in sugar content, decrease in acidity, get the typical color, and accumulate flavor.

**Drought stress and ATA:** When vines are stressed, nutrients cannot be transported and normal metabolism shuts down. This also affects nitrogen content of the fruit. Lower nitrogen content in the must stresses the yeast during fermentation. We assume that some 2002 wines will get Atypical Aging defects (ATA). Unfortunately, drought stress around veraison is a prime factor in the formation of ATA. It can affect all white wine grape varieties. Atypical flavors such as foxy flavors in Chardonnay and old furniture varnish, floor polish flavors, and bitterness can develop in Riesling and Cayuga White. With ATA, the varietal fruit flavors are lost very rapidly. Sometimes in less than one year, varietal flavors are gone and atypical aromas and bitterness are all that is left. Such wines can become unmarketable; certainly their quality is greatly reduced which also results in lower returns and possible damage to the reputation of the winery. Current research at Geneva (reported in Vineyard Notes #7, July 2002), is addressing causes of ATA and methods of preventing it.

There are two reasons vineyard managers should think about installing an irrigation system in their vineyards: The vines don't get stressed and the wines don't get ATA.

## FINGER LAKES COUNTIES DECLARED PRIMARY AGRICULTURE DISASTER AREAS

On Jan. 9<sup>th</sup> USDA Secretary Ann M. Veneman designated 25 counties in New York as primary agricultural disaster areas due to excessive rain, freezing, and other weather-related disasters. Ontario, Schuyler, Seneca, Steuben and Yates Counties are 5 of the 25. Growers in these and adjacent counties are eligible for special emergency loans. Farmers have eight months from the date of the declaration to apply for the loans to help cover part of their actual losses. If you are interested in learning more and/or applying for these loans, please contact your local FSA Service Center.

## FARMERS REMINDED TO PARTICIPATE IN THE NATION'S 26TH CENSUS OF AGRICULTURE

*New York State Agricultural Statistics Service Press Release:* Your agriculture census report form wouldn't be hiding, would it? If so, Steve Ropel, State Statistician for the New York Agricultural Statistics Service urges farmers to complete and return their forms today to make it known - agriculture counts! "The Nation's agricultural sector has a critical stake in this census of agriculture," said Ropel. "Whether a large feedlot or a very small fruit and vegetable farm, every response is important because it helps in the development of future farm programs. We encourage participants to return completed forms as soon as possible to ensure that Agriculture counts."

Ropel points out that an accurate report of the farm operations in every state and county will help put together a complete, detailed picture of the Nation's agriculture. Everyone receiving a report form across the Nation's 3,000 plus counties must report by law (Title 7, U.S. Code). Snapshots of U.S. agriculture dating back to 1840 are a valuable resource to farmers, farm organizations, agribusiness, farm media, and county, state, and federal governments. Census data are used to:

- examine long-term trends and anticipate the future direction of agriculture.
- allocate local and national funds for farm programs.
- help agribusiness develop sales territories and marketing plans for fertilizer, seed, processing, storage, transportation, and equipment.
- help State and Federal government agencies evaluate effects of changes in farm legislation.
- assess patterns in water use and irrigation to determine resource and management needs.
- allocate cooperative extension funding, services, and research at the local level.

Anyone needing help completing their report form may call 1-888-4AG-STAT. Results from the 2002 Census of Agriculture will be published on Feb. 3, 2004. They will be available at <http://www.usda.gov/nass/>, through your

local NASS State office, as well as from many libraries and land grant universities. Individual reports are held strictly confidential by law (Title 7, U.S. Code).

## PESTICIDE CREDITS FOR VITICULTURE 2003

*Tim Weigle*

The New York DEC has informed us of the NY pesticide recertification credits that will be available for Vit 2003 (remember, you have to attend the session to get the credit). In theory, if you hit all the sessions that provide credit, you would receive a grand total of 11 recertification credits. Following are the recertification credits by the course segment title.

Date	AM/PM	Credits	Title
2/20	All Day	2.75	New Grower Workshop
2/21	AM	1	Shaulis Symposium
2/21	PM	2.25	Spray Technology
2/22	AM	1	Grape Rootstocks
2/22	AM	1	Soil & Floor Management
2/22	AM	3	Pest Management

## CONSTELLATION BRANDS TO ACQUIRE AUSTRALIA'S LARGEST WINE PRODUCER BRL HARDY Creates World's Largest Wine Company with Over \$1.7 Billion in Wine Sales

*Press Release from Constellation*      [www.cbrands.com](http://www.cbrands.com)

Fairport, New York, January 16, 2003— Constellation Brands, Inc. (NYSE: STZ and STZ.B) today announced it has reached an agreement to acquire BRL Hardy Limited (ASX: BRL), Australia's largest wine producer. The transaction will accelerate Constellation's overall growth, increase its overall sales to \$3.2 billion annually and, in combination with Constellation's existing wine businesses, make it the world's largest wine company at \$1.7 billion in wine sales.

Constellation has offered shareholders of BRL Hardy A\$10.50 per share, valuing BRL Hardy's total shares at approximately \$1.1 billion. Including the assumption of around \$325 million in net debt, the total purchase price is valued at approximately \$1.4 billion. The transaction will be financed through a combination of cash and Constellation stock. BRL Hardy shareholders will be offered a choice of all cash, all stock or a combination thereof. The transaction is subject to approval of BRL Hardy's shareholders and customary closing conditions, and is expected to close in early April 2003.

## NEWS FROM THE UNIFIED SYMPOSIUM

Timothy E. Martinson

Each year in late January, 9000 people with interests in wine and grape production converge on the Sacramento Convention Center for the *Unified Wine and Grape Symposium*, jointly organized by the California Association of Wine Growers (CAWG) and the American Society of Enology and Viticulture (ASEV). I had the opportunity to attend this past week (along with several familiar faces from the Finger Lakes). Here are some highlights of sessions I attended:

**Sustainable Agriculture.** CAWG and mainstream wine grape growers in California have jumped on the Sustainable Agriculture bandwagon in a large way. This year CAWG and the Wine Institute are introducing the *California Code of Sustainable Winegrowing Practices* with an accompanying voluntary self-assessment workbook developed with broad industry support and input. This is a trend for local growers and wineries to watch, because the California industry has the resources to implement this program widely and publicize it well with consumers. If successful, this could raise expectations among consumers that our local industry adopt something similar.

The program involves completing a workbook that assesses your progress (on a scale of 1 to 4) of sustainability. What makes it unique is that they have put in many hours and hard work in defining just what they mean by 'sustainability' and spelling it out in detail in print. I might add that most of the practices are common-sense ones that most growers in our area practice already (Think mulching and row middle vegetation rather than restrictive rules). It deals comprehensively with both vineyard and winery (energy efficiency, waste management) practices, as well as *economic* sustainability. The Wine Institute plans to compile results into a statewide 'sustainability index'.

An Australian speaker, Tony Battaglene of the Winemakers Federation of Australia, put Sustainable Agriculture into a global context. In essence he argued that by proactively adopting sustainable production practices, wineries will prevent European trade organizations from using environmental issues as a weapon to keep out wine imports from the new world.

Information about this program is available at [www.cawg.org](http://www.cawg.org). CAWG president **Karen Ross** will speak on this important topic at the Saturday session of *Viticulture 2003*.

**Wine market update.** Barry Bedwell, Ciatti Grape Brokerage, provided a summary of market trends. The overall message was that while the industry has an oversupply of grapes, the situation for some varieties is improving, and overall industry health (as measured by

wine sales) is still robust. Non-bearing acreage is declining for Merlot, and Chardonnay. Cabernet Sauvignon still has 28% non-bearing acreage, with supply increasing from 250,000 T to 400,000 T. The low end and the high end of the Cabernet Sauvignon market (grapes that sell for >\$3000/ton) will see the biggest impact. Remarkably, 40% of both the Pinot Noir and Syrah acreage is nonbearing, so both those varieties will see huge increases. The pinot noir crop is expected to go from 28K to 60K tons in the next few years. Sauvignon blanc and Zinfandel are more or less stable. **Barry Bedwell** is a featured speaker at *Viticulture 2003*, and well worth hearing.

Wine sales in the US have increased by 4% this year, a growth of about 10 million cases, according to John Frederickson of Gomberg-Frederickson, Inc. Two-thirds of the growth was from imports, and about 1/3 from California. Overall, the national market has increased by 75 million cases in the 90s. Growth has slowed, but foreign wines continue to be a growth area. Australian imports increased by over 50%, with smaller gains posted by South American producers. Argentina has the lowest-cost wines in the world.

California wineries have high inventories, and some large consolidations in mass market wines are underway (including substantial cross ownership with Australia). Wholesalers are dropping some of their smaller accounts to concentrate more on the major players. French wines and jug wines are declining. Direct sales (through tasting rooms) are holding up well.

As mentioned earlier, representatives of all major NY processors will be available at *Viticulture 2003* in the Thursday session, which will also feature updates by Barry Bedwell and Karen Ross on the worldwide grape market trends. Don't miss it!

**Progress in Direct Shipping.** Tracy Genesen, a lawyer working with the Wine Institute and other industry organizations, reported progress in several lawsuits brought by consumers in several states (FL, TX, IN, VA, NC) against laws restricting or prohibiting direct shipping of wine. For small wineries, the issue is whether they will have access to markets or not. Consolidation among wholesale distributors has made access more difficult. In the NY case, the judge ruled against NY's ban on direct shipping, because it allows direct shipping within NY (by our local wineries), but not interstate shipping. The law has been overturned, but the judge has issued a stay of his ruling, pending an appeal to a higher court. These lawsuits have been opposed by large wholesalers.

The goal is to eventually have a case reach the US Supreme Court, which they expect to do within the next 18 months. In the meantime, the Wine Institute will be working with consumer groups, Supreme Court consultants, and launching a national media campaign to shape arguments in the case. If successful, this could overturn some or all of the state-imposed restrictions on



direct shipping. This would open up access to markets nationwide for small wineries.

As I read it, under the NY ruling, the state would have to either open up direct shipping to everyone (not just wineries within NY state), or prohibit it altogether. Either way, the outcome could have a major effect on small wineries' access to markets.

## UPCOMING EVENTS

**February 20-22, 2003** – Buffalo Convention Center, Buffalo, NY. *Viticulture 2003*. Make sure to attend the premier viticultural event of the year in the eastern United States! Sessions will cover a wide variety of issues facing growers, whether you produce juice grapes or high-end, premium wine grapes. Topics on vineyard management will be highlighted, with breakout sessions on pest management, soil management, vineyard establishment, sprayer technology, irrigation and water management, and many more. Learn about the status of the grape industry from a national and international perspective, and how growers can work to control their own destiny in an increasingly complex marketing and political environment. The main program will be supplemented by a one-day New Growers Workshop and a two-day Wine Marketing and Business Management Workshop. In addition to the sessions, *Viticulture 2003* will feature a very large trade show for growers to meet with vendors who provide equipment, products and services to New York's grape industry. The meeting will also feature a spouse's program, and social events both evenings to make this not only a highly informative experience, but a fun and enjoyable one as well. For program, registration and exhibitor information, visit [www.viticulture2003.org](http://www.viticulture2003.org) or call the New York Wine and Grape Foundation at 315-536-7442.

**February 9-11, 2003** - Wyndham Hotel, Dublin, Ohio. *Ohio Wine Shortcourse*. 3-day course covering many wine and vineyard topics. Excellent speakers include Chris Stamp from Lakewood Vineyards, Terry Bates from Cornell and Eric Olsen from Ch. Ste. Michelle. For more information, go to: <http://www.ohiowines.org/>

**March 16-19, 2003** - Lancaster Host Resort, Lancaster, PA. *Wineries Unlimited*. Large meeting and trade show for the East and Midwest regions. Topics include sustainable viticulture, varietal sessions on syrah, viognier and red hybrid blends. Grower topics include frost management, the grape root borer and drought management. "Advanced Winemaker's Seminar" on Wednesday (separate admission), covering a range of issues from grape quality to processing options and bottling efficiency. David Sloane, new president of AVA will be the keynote speaker. For information go to <http://www.vwm-online.com/>

**April 2-4, 2003** - Ramada Inn, Geneva, NY. 32<sup>nd</sup> *New York Wine Industry Workshop*. Focus will be on: Red wine making, filtration, color stabilization, tannins; Atypical Aging Defect - description and causes, research update; Wine microbiology; Trade Show and Demonstrations in the Vinification & Brewing Technology Laboratory. Contact: Nancy Long - [npl1@cornell.edu](mailto:npl1@cornell.edu) ph: 315-787-2288, fax: 315-787-2284, or visit the website for more information at: [www.nysaes.cornell.edu/fst/faculty/henick/wiw/index.html](http://www.nysaes.cornell.edu/fst/faculty/henick/wiw/index.html)

**June 18-20, 2003** Reno Hilton, Reno, NV. 54<sup>th</sup> *Annual American Society for Enology and Viticulture Meeting* - The 2003 Annual Meeting will feature a variety of presentations representing the latest in research in enology and viticulture. The program will also include invited keynote speakers and a Science of Sustainability session. Also includes a full trade show and enology and viticulture poster sessions, all at the Reno Hilton. The Annual Meeting will be preceded by our Hot Climate Symposium. More information at [www.asev.org/](http://www.asev.org/)

**July 11-13, 2003** - Raddison Hotel, Corning, NY. *American Society for Enology and Viticulture Eastern Section Annual Meeting* - This year's symposium will feature corks and closures. A wide range of viticulture and enology topics by featured speakers will be covered. Student and invited papers are presented. For more information please go to: <http://aruba.nysaes.cornell.edu/fst/asev/index.html>



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**COOPERATIVE EXTENSION OF YATES COUNTY**  
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