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*News for January 3, 2017*

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## LETTER FROM TOM DANOWSKI

Dear friends,

Happy new year to all and welcome back.

Here are a few quick announcements as you resume whatever you set aside over the holidays.

First, in response to your input that prices for Oregon Wine Symposium tickets may have kept some of you away from our industry's most popular event in years past, make that resolution now to take advantage of the **deepest ticket discounts that expire in just 12 days**. [Click here](#) to register for the Symposium, Feb. 21 - 22 in Portland!

Second, we are just a few days away from the deadline for submitting applications to be included in the Symposium's experimental wine tasting. We listened to your feedback from last year and have implemented some logistical changes to make the experience better for everyone. Each trial will be limited to two comparisons and presenters will each be asked to preview their trial in five minute flash talks for Symposium attendees immediately preceding the presentation of wines on the trade show floor. Each trial tasting booth will have a digital monitor to display the most important information on the wines. If you are

interested in presenting an experimental wine, please fill out the [application form](#) by this Friday to submit your trial for consideration. Applicants chosen will be notified Jan. 27. For more details, contact [Carrie Hardison](#).

Third, for wineries using recently EPA-registered sulfur dioxide gas purchased from Airgas on wine barrels or corks, you will want to make sure you or your employees enroll in one of Oregon OSHA's respiratory protection classes, presented in conjunction with ODA and offered through Chemeketa Community College. Airgas has registered its SO<sub>2</sub> as a restricted-use pesticide in Oregon since disinfectants are categorized as pesticides. The next four-hour classes on using it safely are set for Feb. 9 at Chemeketa Community College's NW Wine Studies Center in Salem and Apr. 6 at the McMinnville campus. You only need to attend one and each begins at 8:30 a.m. The cost to attend is \$45. Four pesticide recertification credit hours are offered. For more information, contact [Garnet Cooke](#), pesticide coordinator at OSHA. We will be sure to let you know as additional OSHA/ODA class dates at other Oregon locations are announced.

And finally, if you have been waiting for the chance to re-connect with all your friends from the first successful Oregon Tempranillo Celebration last year, your patience will be rewarded later this month in Ashland. [Click here](#) for details on attending the 2017 Grand Tasting. If your winery is interested in participating in the full event and missed the registration period, contact the [event organizers](#) immediately as they may still be able to accommodate you.

Cheers,



Tom Danowski  
President & CEO

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## OREGON WINE SYMPOSIUM

### Last Chance to Save on 2017 Oregon Wine Symposium Tickets

Register now for the [2017 Oregon Wine Symposium](#), Feb. 21-22 at the Oregon Convention Center in Portland. The Symposium comprises two full days of industry thought leaders and experts covering the most relevant topics in viticulture, enology and wine business plus the Northwest's largest wine industry trade show, with more than 170 exhibitors.

The Symposium is a must-attend event for wine industry professionals, delivering cutting-

edge technical and business intelligence trends across all aspects of the wine business. All winery and vineyard owners, vineyard managers, marketing and sales managers, winemakers and winery staff should [register by Jan. 15](#) to take advantage of the lowest Symposium ticket rates!

## **Just a Few Days Left to Submit Your Application for the 2017 Experimental Wine Tasting**

The experimental wine program is back for the 2017 Oregon Wine Symposium. [Click here](#) to submit an application or for more information about the program. Applications are due by **Jan. 6**. For questions, contact [Carrie Hardison](#).

## **2017 Symposium Trade Show Sponsorships Available**

The Oregon Wine Symposium is the premier educational event and trade show for the Northwest wine community. This event brings wine industry professionals together to discuss current issues, discover new tools or techniques and network with service providers and peers. Participation as a sponsor will give you access and exposure to more Oregon wine industry members than at any other time during the year. If you offer a service that directly relates to the Oregon wine industry, consider participating as a sponsor now. Space is limited and exhibit booths for non-sponsors are now on a wait list. [Click here](#) for more information.

## **Stay in the Loop by Following the Oregon Wine Symposium**

Get live updates on speakers, sessions, exhibitors and more by following the Oregon Wine Symposium on Twitter [@ORWineSymposium](#) or Instagram [@ORWineSymposium](#). Join the conversation by chiming in using #ORWineSymposium.

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## **MARKETING**

### **The 2017 Oregon Wine A-List Restaurant Award Winners Revealed**

[Larks Home Kitchen Cuisine](#), with locations in Ashland and Medford, was named the 2017 Wine Program of the Year today by the Oregon Wine Board and the Oregon Wine Press as part of the [2017 Oregon Wine A-List Awards](#). This program recognizes restaurants around the world that display deep appreciation, enthusiasm and support for Oregon wines as seen in the diversity of regions and varieties on their wine lists.

This year the Oregon Wine A-List features 124 restaurants from 15 states and four countries. Nine Oregon Wine A-List restaurants received the Regional Spotlight award for their extraordinary commitment to crafting extensive Oregon wine lists.

Thank you to all the industry members who submitted restaurant nominations in the fall! Please note: There are restaurants across Oregon, the U.S. and the world that should be on this list that the selection committee was not able to connect with or simply did not know about. The Oregon Wine A-List nomination form is open year round so if there's a restaurant you'd like to see on the list, [submit a nomination](#) for 2018 consideration. For more information, contact [Christina DeArment](#).

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## INTERNATIONAL MARKETING EVENTS

### Canada

#### 2017 Toronto Trade Tasting and Events

Join the Oregon Wine Board for a spring event in Toronto, Ontario. The event will take place on Apr. 11 and is aimed at attracting top-level trade and media in the Ontario market. The main event will consist of an interactive walk-around tasting and salmon bake targeting more than 100 key trade, LCBO buyers and media. Additionally, there will be a structured seminar taking place before the tasting for 50 members of the trade. The deadline to register is **Jan. 11**. For details, cost and information on how to register, [click here](#).

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## EDUCATION

### Register Now for Newly Commissioned Consumer Research Study

#### Webinar

OWB recently commissioned a Wine Opinions survey to further understand the purchasing habits, buying influences and perceptions among the segment of fine wine consumers who purchase 85% of wines priced more than \$20 at retail. This study digs into the Oregon wine "super fan," investigating attributes and behaviors of consumers who cite Oregon wines as being "among their favorites" and how they differ from more casual Oregon wine consumers. These insights will provide food for thought as you develop your sales strategy in the new year.

Join the OWB and Christian Miller of Full Glass Research as he presents the findings from this study in a webinar on **Jan. 18** at 11 a.m. Registration is limited so please only register if you can attend the live webinar. All live participants will have the opportunity to ask questions on the findings. If you are unable to attend, this webinar will be recorded and available to view on the [education resources tab](#) on the OWB industry website directly after the event. [Click here](#) to register. For questions, contact [Carrie Hardison](#).

### Attend a US Department of Labor Wine Industry Forum on Jan. 31

To help you better understand labor laws and how to comply, please join the Oregon

Winegrowers Association for a forum with representatives of the U.S. Department of Labor (DOL) and the Oregon Occupational Safety and Health Administration (OSHA) on Jan. 31 at Linfield College in McMinnville. Representatives will be on hand to provide information on the Migrant and Seasonal Agricultural Worker Protection Act (MSPA), Field Sanitation and the Fair Labor Standards Act (FLSA), in addition to what to expect during a Department of Labor investigation and to answer your questions. The OWA initiated dialogue directly with Sen. Ron Wyden, Congresswoman Suzanne Bonamici and the DOL in response to input from industry members experiencing disruptive and extended compliance investigations. This informational session will help wineries and growers learn more about how to protect their business and clients. The event is free for OWA members and \$20 for non-members. [Click here](#) to register now.

### **Workshops Available at Chemeketa Community College**

A variety of non-credit viticulture and business workshops are available through the Chemeketa Wine Studies program. Topics include vineyard pruning and pesticide management, winery social media and winery business plans. For more information, or to register, check out the class schedule on the [Chemeketa Wine Studies Program website](#).

### **Attend the Ninth Annual Dunn Carney Ag Summit**

The Dunn Carney Ag Summit offers a morning of panel discussions about regulatory developments, legal issues and best practices in agriculture. The half-day conference will be held at the Salem Convention Center from 7:30 a.m. to 1:30 p.m. on Jan. 20. Topics will include a preview of 2017 legislative issues and panel discussions about water resources, critical changes in employment law for agricultural employers of all sizes and the new look of real estate transactions involving farm land. As always, Dunn Carney will have knowledgeable speakers from organizations including the Oregon Farm Bureau, the Department of Agriculture, Oregon Water Resources Board, Oregon Association of Nurseries and more. [Click here](#) to learn more or to register.

### **Winter and Spring 2017 Educational Opportunities in Bordeaux and Burgundy**

The Institut Supérieur de la Vigne et du Vin and Bordeaux Sciences Agro along with the Université de Bourgogne has organized courses open to viticulture and enology professionals during the spring 2017. For more information, see the links associated with each course.

Feb. 1 – 3: [Bordeaux winemaking specificities](#)

Feb. 6 – 7: [Burgundy winemaking specificities](#)

Mar. 6 – 10: [Bordeaux terroir and vineyard management](#)

Mar. 13 – 17: [Burgundy terroir and vineyard management](#)

Apr. 11 – 13: [Sensory analysis: A tool for monitoring winemaking](#)

Jun. 5 – 8: [International wine business](#)

### **Attend the UC Davis Wine Executive Program**

The [UC Davis Wine Executive Program](#) is scheduled for Mar. 26 - 30. This program is uniquely designed to teach the fundamentals of winemaking and the business management skills necessary to be profitable in today's challenging and dynamic wine industry. Sessions are tailored to help industry leaders grow their businesses by expanding on such topics as building one's financial acumen and expanding the company's current marketing and branding strategies. [Click here](#) to read more about the program sessions and speakers.

### **Attend the IQ 2017 Conference**

Mark your calendars for IQ 2017 at Charles Krug Winery in Napa Valley on Mar. 2. The event, sponsored by Wine Business Monthly, is a one-of-a-kind event and trade show focusing on the unique business issues and growth challenges facing ultra-premium wineries, the latest innovations and best practices that will drive the advancement and quality of the world's finest wines. Industry leaders from Oregon have helped to shape the program content and select many of the guest speakers. Use promo code **association17** to save 25% on tickets. [Click here](#) to register. For more information contact the [conference organizers](#).

### **Offering an Industry Educational Event?**

The OWB is dedicated to providing members of our community with educational offerings as part of its mandate. In addition to the educational seminars sponsored by the OWB, educational opportunities hosted by third-party organizations can also be promoted in the Grapevine and on the industry website. If your organization is hosting an industry educational event please contact [Carrie Hardison](#) so the OWB can help you spread the word to members of our community.

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## **CALLS FOR WINE**

### **Enter the Chardonnay du Monde 2017**

The Chardonnay du Monde, or the Best Chardonnay Wines of the World, will take place on Mar. 7 - 10 in Burgundy. Since its creation, the ambition of Chardonnay du Monde, a quality-based wine competition, has been to promote and enhance the quality of Chardonnay wines from all over the world by annually awarding medals that are reliable and thus representative of diversity and quality. Deadline to submit samples is Feb. 1. For more information, contact [Chardonnay du Monde](#).

## **Northwest Wine Night Radio Now Booking Guests for Fall and Winter 2017**

Northwest Wine Night Radio is completely booked through summer 2017. As a thank you, host Brian Calvert and his team have opened up bookings for fall and winter 2017. Heard weekly on radio stations in Seattle, Portland, Spokane, Vancouver, Anchorage, Salem, Wenatchee, Tri Cities, Walla Walla and many smaller areas in between, Brian shares the stories of local winemakers in a light and informal way, making wine more approachable and fun. If you're a winemaker in Oregon you may be on the show at NO CHARGE if you haven't been on the show in the last 18 months. Plan your next trip to the Seattle-area around your appearance. Interview spots fill quickly, so if you're interested, book your free appearance by contacting [Northwest Wine Night Radio](#) today. Be sure to briefly share your story as a winemaker and what makes you unique. Brian and his team will then send you a taping schedule so you can choose the date that works best for you. [Click here](#) to listen to past episodes and get a better feel for the show.

## **SavorNW Wine Awards is Now Accepting 2017 Entries**

The SavorNW Wine Awards is now accepting entries for its 2017 competition. Designed to showcase and promote awareness of Northwest wines and wine regions, the SavorNW Wine Awards expects to judge more than 600 wines over the last week of February in Cannon Beach. For more information on this competition or to register, [click here](#).

## **Submit Wines for Honest Cooking Wine Guides**

Honest Cooking is working on two new wine guides for winter. These articles will be shared on the Honest Cooking's website, social media platforms and newsletters.

### **Sparkling Americans**

Domestic sparkling wine is only getting better and Honest Cooking is excited to learn more about what is out there. From natural to classic, from fruity to super dry, Honest Cooking is looking for wine that pairs well with everyday celebrations or wine that pairs perfectly with great food. Wines in all price ranges will be featured and Honest Cooking would love to have as broad a selection of sparkling wines possible to present to its readers.

### **Charming Chardonnay**

Honest Cooking is in love with this versatile grape. From big, buttery and oaky, to crisp, sharp and fresh - they'll drink it all, especially with delicious food. This guide is intended to celebrate Chardonnay in all its glory and showcase the whole spectrum of versions, philosophies and styles of one of the most widely planted grapes in the world.

Please send wine samples before **Jan. 15** to the address below:

Honest Cooking Media  
Attn: Kalle Bergman  
2000 Main Street, Suite #310  
Santa Monica, CA 90405

## **Wineries Invited to Participate in GaMay Oregon**

GaMay Oregon is a multiday, ticketed wine tasting celebration to be held May 1- 2 at Ned Ludd and Elder Hall in Portland. The GaMay festival will be America's first all Gamay celebration bringing together Oregon wineries that produce Gamay noir for both the public and trade to experience and enjoy!

The festival is seeking Oregon Gamay producers to participate and pour their wines made *entirely* of Gamay noir for the inaugural event. Interested wineries should contact the [festival organizers](#) for more details.

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## **OTHER NEWS**

### **OLCC Warns Liquor Licensees of Scam Callers**

The Oregon Liquor Control Commission warns liquor licensed businesses of scam phone calls from people misrepresenting themselves as members of state or federal law enforcement. The fake callers claim to be a "Special Agent" and that the licensee has outstanding fees and/or citations. The scam callers demand that the liquor licensee come down to the courthouse to meet with them or else warrants will be issued. OLCC urges any business receiving these false phone calls to notify both local police and the local OLCC office. Contact information for OLCC offices can be found on the [agency website](#).

### **Revised Worker Protection Standard Rules Took Effect Jan. 2**

The [Worker Protection Standard](#) (WPS), administered by the Environmental Protection Agency, was revised in 2015 to enhance the protections for farm workers and pesticide applicators from the risks of pesticides. The changes went into effect on Jan. 2 and apply to all farms, including vineyards. The WPS now requires yearly training of agricultural workers, mandatory record keeping for pesticide use and enhanced posting requirements. [Click here](#) for more information and various resources compiled by Dr. Patty Skinkis, viticulture extension specialist and associate professor at Oregon State University.

### **Register for the 2017 OWA Annual Meeting and Legislative Reception**

The Oregon Winegrowers Association will hold its 2017 annual meeting and legislative reception on Jan. 10 at the Oregon State Capitol in Salem. The annual meeting begins at 3 p.m. with the reception to follow at 5 p.m. This is a great opportunity to learn about OWA's legislative priorities, compliance issues and member benefits, and to share industry goals



and concerns with decision-makers. [Click here](#) for more information or to register.

## **Report 2016 Spray Drift Damage**

With the 2016 growing season in the rear view mirror, please take a few moments to complete the Oregon Winegrowers Association's [internal wine industry survey](#) if you experienced spray drift damage at your vineyard. Timely reporting is one of our industry's most valuable tools in highlighting the scope and magnitude of drift incidents and allowing us to better educate the various audiences who can contribute to solutions. OWA also encourages growers to report via the [Oregon Department of Agriculture's website](#) if you encounter problems. Additional resources are available on the [OWA website](#) to help with education, neighbor communication and reporting.

## **An Update Regarding Industry Requests of the Oregon Wine Board for Funding**

The Oregon Wine Board is committed to effectively investing the resources with which it is entrusted to support technical research, education and marketing programs consistent with its mission to advance the interests of all grapegrowing regions and grape varieties across the state.

The Board and its Research Committee have a proven RFA process for soliciting and evaluating submissions that deal with viticultural and enological research projects. The Board does not publish or administer an RFA process outside of the industry's Research Committee.

However, the Board has found that various groups are sometimes interested in making formal requests for support or funding of projects unrelated to technical research. If your non-profit organization plans to submit such a proposal to the OWB, [click here](#) for some important background information and a summary of the Board's position on considering such proposals.

## **Items for Sale on the Industry Marketplace**

Every day new items are being listed on the [Industry Marketplace](#). Located on the [Oregon Wine Industry website](#), the Marketplace has been expanded to include listings for bulk wine, equipment and job opportunities. To list items for sale, complete this [short form](#). For questions, contact [Michelle Kaufmann](#).

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## UPCOMING EVENTS

**JANUARY 10**

**OWA ANNUAL MEETING  
AND LEGISLATIVE RECEPTION**  
Oregon State Capitol in Salem

**JANUARY 20 - 21**

**OREGON TEMPRANILLO  
CELEBRATION**  
Ashland Hills Hotel in Ashland

**JANUARY 24**

**PINOT IN THE CITY**  
Dallas, TX

**JANUARY 26**

**PINOT IN THE CITY**  
Austin, TX

**JANUARY 31**

**ROUND TABLE WITH OREGON  
DEPARTMENT OF LABOR**  
Linfield College in McMinnville

**FEBRUARY 6**

**OREGON WINE SEMINAR AND  
TRADE TASTING**  
Seoul, Korea

**FEBRUARY 7**

**WILLAMETTE VALLEY WINERIES  
ASSOCIATION ANNUAL  
MEMBERSHIP MEETING**  
Newberg

**MARCH 3**

**OREGON WINE SEMINAR**  
Shanghai, China

**MARCH 13**

**LONDON SELF-POUR**  
London, England

**MARCH 15**

**GO WEST TASTING**  
Stockholm, Sweden

**MARCH 19 - 21**

**PROWEIN**  
Dusseldorf, Germany

**MARCH 31 - APRIL 1**

**SECOND ANNUAL WILLAMETTE:  
THE PINOT NOIR BARREL AUCTION**  
The Allison Inn & Spa in Newberg

**APRIL 9 - 10**

**REVEAL WALLA WALLA VALLEY  
WINE**  
Throughout the Walla Walla Valley

**MAY 1 - 31**

**OREGON WINE MONTH**  
Throughout Oregon

**MAY 4 - 6**

**MW TOUR**  
Throughout Oregon

**FEBRUARY 8**

**OREGON WINE SEMINAR AND  
TRADE TASTING**

Tokyo, Japan

**FEBRUARY 9**

**OREGON WINE SEMINAR AND  
TRADE TASTING**

Osaka, Japan

**FEBRUARY 21 - 22**

**OREGON WINE SYMPOSIUM**

Oregon Convention Center in Portland

**FEBRUARY 25**

**OREGON CHARDONNAY  
CELEBRATION**

The Allison Inn & Spa in Newberg

**MAY 5 - 7**

**SPRING RELEASE**

Throughout the Walla Walla Valley

**JUNE 24 - 27**

**OREGON PINOT CAMP**

Throughout the Willamette Valley

**JULY 28 - 30**

**IPNC**

Linfield College in McMinnville

**AUGUST 21 - 27**

**OREGON WINE EXPERIENCE**

Throughout Jacksonville

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2017 Oregon Wine Symposium Sponsors*



*The Oregon Wine Board's Grapevine newsletter is a great way to make members of the wine community aware of relevant opportunities, programs and events. However, OWB does not endorse or profit from any third party supplier, materials, events, programs or institutions mentioned here.*



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