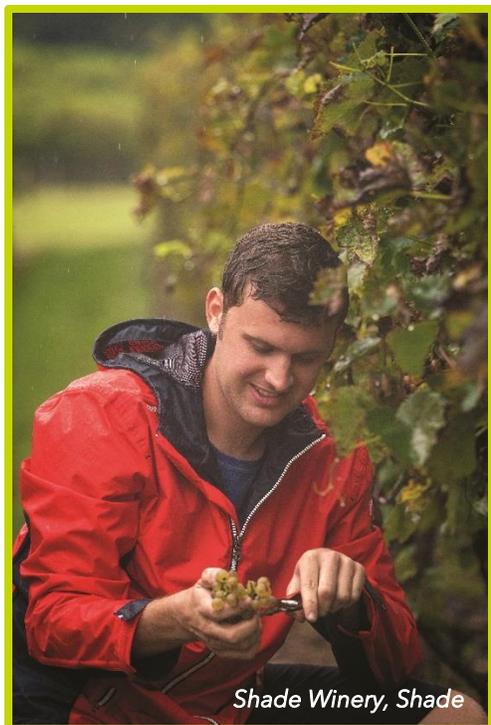
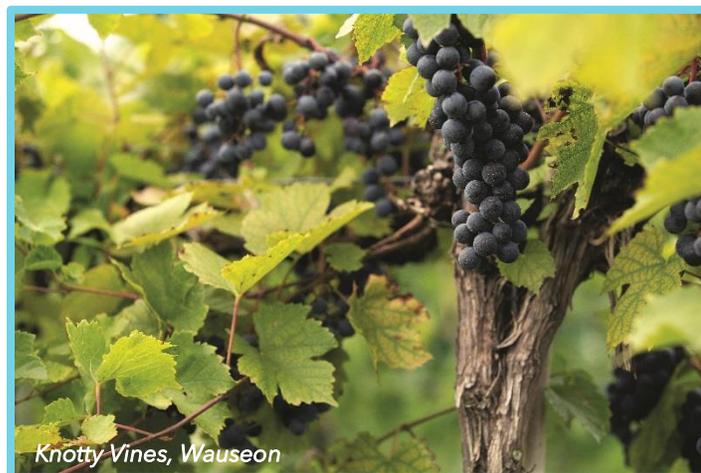


2019 Ohio Grape and Wine Conference



Registration Information



February 18-19, 2019
Embassy Suites Columbus/Dublin
5100 Upper Metro Place, Dublin, OH 43017

The 2019 Ohio Grape and Wine Conference Overview

The Ohio Grape & Wine Conference (OGWC) will take place on February 18-19, 2019 at the Embassy Suites – Dublin/Columbus. The conference is jointly organized by the Ohio Grape Industries Committee (OGIC), Ohio State University Extension, OSU South Centers, Department of Horticulture and Crop Science Viticulture and Enology Programs at OSU-OARDC and the Ohio Wine Producers Association (OWPA). The 2019 conference consists of both general and concurrent sessions covering a wide range of relevant topics for grape growers and winemakers. We are pleased to announce our featured speakers in both enology and viticulture with Dr. Michela Centinari, Assistant Professor of Viticulture, Penn State University; and in enology, Dr. James Kennedy, President, Polyphenics and Canandaigua Concentrate, Constellation Brands and Steve DiFrancesco, Winemaker Glenora Wine Cellars, New York. Monday morning will begin with a half-day workshop on the status of the grape and wine industry in Ohio from production to quality assurance and grape pricing. A panel of grape and wine producers will share their experiences using locally-grown varieties and their insights on promoting regional identity and uniqueness. Wines from new and promising varieties will also be tasted during this workshop. The conference will formally open Monday afternoon with a welcome followed by presentations from our featured speakers and industry updates in the General Session. Tuesday will consist of full-day, concurrent sessions with technical presentations in both viticulture and enology.

Our featured speakers will cover the following topics:

- ✓ **Dr. Michela Centinari: Monday General Session** – Dr. Centinari will be presenting on the impact of canopy management practices on fruit and wine quality. **Tuesday Concurrent Sessions** - Dr. Centinari will share her research findings on cover crops and their multiple benefits, including controlling vine vigor.
- ✓ **Steve DiFrancesco: Monday General Session** – Mr. DiFrancesco will cover the development of grower and winery relations at Glenora Wine Cellars while focusing on grape maturity expectations, potential contracts or critical discussion points and provide thoughts on developing regional identity and winery philosophy. **Tuesday Concurrent Sessions** – Mr. DiFrancesco will cover key issues in wine production practices and the importance of blending in crafting high-quality wines at Glenora Wine Cellars.
- ✓ **Dr. James Kennedy: Monday General Session** – Dr. Kennedy will educate us with his world-renowned expertise in phenolic and tannin development and management in the vineyard and carry that focus further into important pre-fermentation practices for consideration. **Tuesday Concurrent Sessions** - Dr. Kennedy will further expand on tannin and phenolic management in the cellar during fermentation and aging with an emphasis on oxygen and tannin integration on color stability and mouthfeel. A brief mention of oak aging (barrels and alternatives) in terms of their effect on overall wine quality will also be mentioned.

In addition to our featured speakers above, our in-state specialists from OSU/OARDC will also present valuable information and research updates in viticulture covering: disease, insect and weed management and impact of viticultural practices on vine health and fruit quality. Topics covered in the enology concurrent session will include critical cellar applications and processing techniques in the winery from in-state specialists, experts in the field and Ohio commercial winemakers.

**Topics scheduled subject to change without notice*

**Final program agenda will be sent early in the New Year!*

Additional Highlights of the 2019 Conference:

- ✓ A mixture of topics for both new and advanced grape growers and wine producers.
- ✓ We are currently working with the Ohio Department of Agriculture (ODA) to obtain pesticide recertification credits for educational sessions involving disease, weed and insect management.
- ✓ Full 2-day registration at a low rate of \$210, with a discounted rate provided for more than 2 individuals attending from one establishment or family. Full registration includes access to the Monday morning's concurrent viticulture and enology workshop, all technical sessions and trade show. Social events and meals are also included: Monday – buffet lunch; Ohio wine reception, and banquet on Monday evening; and buffet lunch on Tuesday. You are also entitled to a conference packet and flash drive with Power Point presentations provided at registration.
 - One flash drive per registered winery/vineyard/family.
- ✓ Special passes are also available for better accessibility and flexibility of the conference to attendees. Passes include: viticulture or enology workshop pass; one-day conference pass; complimentary student registration (not including meals and flash drive) and conference pass with meal options.
- ✓ An expanded two-day trade show with both vineyard and winery equipment and services
- ✓ Technical session format: In addition to the special Monday morning viticulture and enology combined workshop, there will be general and additional concurrent sessions all day Tuesday in both viticulture and enology which allow more choices for attendees.
- ✓ Special events include: Ohio commercial wines featured at the Ohio Wine Reception, "OQW" and/or 2018 Director's Choice award-winning wines paired with mouthwatering entrees at the Monday evening banquet and select Ohio Wine Competition medal award-winners at the Tuesday buffet lunch.
- ✓ After banquet social providing a good place and time to socialize and network with members of the Ohio grape and wine industry.

Join us and experience the 2019 OGWC. We hope to see you there!

Sincerely,

OGWC Planning Group - Ohio Grape Industries Committee; Department of Horticulture & Crop Science, The Ohio State University; OSU Extension/OARDC, The Ohio State University; and Ohio Wine Producers Association



2019 Ohio Grape and Wine Conference Featured Speakers

Dr. Michela Centinari, Assistant Professor of Viticulture, Penn State University



Dr. Michela Centinari is an assistant professor of viticulture with Penn State University. Her research program addresses problems related to the economic and environmental sustainability of wine grape production in the eastern United States. Dr. Centinari specializes in cold temperature stress and how cover crops and canopy management practices impact grapevine physiology, grape and wine quality, and costs of production. She is originally from Italy, and prior to joining Penn State University in 2014, she was a post-doctoral researcher at Cornell University.

Steve DiFrancesco, Head Winemaker, Glenora Wine Cellars, Dundee, NY



Steve DiFrancesco is the winemaker for Glenora Wine Cellars in the Finger Lakes of New York. He became fascinated with wine while working in a restaurant during college. The restaurant was known for its excellent wine selection. The restaurant owner retired while Mr. DiFrancesco was there and he became the wine specialist for the establishment. After graduating with a BS in Plant Science from Stetson University, he moved to the Finger Lakes and has since enjoyed 40 harvests, and many gallons of wine have passed under his nose. Mr. DiFrancesco worked with Guy DeVaux and Charles Fournier at Gold Seal Vineyards, with their excellent sparkling wines, from the late 70s to the mid-80s. He then worked with high-quality, barrel-aged red hybrids at Bully Hill Vineyards. Mr. DiFrancesco was an assistant winemaker at Glenora in the late 80s, as part of an ambitious expansion program with an emphasis on Sparkling Wines. He then became the winemaker at Lucas Vineyards in the early 90s and helped expand production in high-quality still and sparkling wines. Mr. DiFrancesco returned to Glenora in 1995 as winemaker and has helped expand their reputation and production. In 2000 the owners of Glenora purchased Knapp Vineyards, and Mr. DiFrancesco was responsible for winemaking at both properties until 2015. He is now responsible for Glenora only. Riesling is at the forefront of production, though other varieties produced include other aromatic white viniferas, sparkling wines, and red viniferas, as well as hybrids and natives.

Dr. James Kennedy, President, Canandaigua Concentrate and Polyphenolics, Constellation Brands



James Kennedy is the President of Polyphenolics and Canandaigua Concentrate, two divisions of Constellation Brands. Prior to this, Dr. Kennedy was Professor and Chair of the Department of Viticulture and Enology, and Director for the Viticulture and Enology Research Center at California State University, Fresno. He has also held positions at the Australian Wine Research Institute, Oregon State University and the University of Adelaide. Dr. Kennedy is most widely-recognized for his research on improving our understanding of grape and wine chemistry, with a specific emphasis on color and tannin chemistry. Dr. Kennedy has published extensively as an author or co-author in peer-reviewed journals, grape and wine industry publications, and proceedings. He has contributed numerous book chapters on grape and wine phenolic chemistry and has co-edited a book on the chemistry of red wine color. He is a Fulbright Scholarship recipient where he conducted research at the University of Bordeaux. In recognition of his research accomplishments, the American Chemical Society-Division of Agricultural and Food Chemistry awarded Dr. Kennedy with its Young Scientist Award in 2008. He serves as an Associate Editor for the *American Journal of Enology and Viticulture* and is a past President of the American Society of Enology and Viticulture.

Confirmed Exhibitors (as of 11/15/18)

- | | |
|------------------------------------|---|
| ✓ Boehm Label & Labeling Solutions | ✓ Kent State University |
| ✓ Collinwood Grape and Grape Juice | ✓ Ohio Department of Agriculture – Plant Health |
| ✓ Criveller Group | ✓ Paul Hall & Associates |
| ✓ Double A Vineyards | ✓ Prospero Equipment Corp. |
| ✓ GBS Corp. | ✓ Scott Laboratories |
| ✓ George F. Ackerman Company | ✓ Spec Trellising |
| ✓ Green Hoe Company | ✓ The WyneGirl |
| ✓ JD Equipment | ✓ Waterloo Container |

Lodging Information

Hotel reservations should be made directly with the hotel. Mention the “**OGW**” for special rate.

Embassy Suites Columbus-Dublin

5100 Upper Metro Place

Dublin, Ohio 43017

1-800-220-9219

www.columbusdublin.embassysuites.com

On-Line Reservations:

https://embassysuites.hilton.com/en/es/groups/personalized/C/CMHESES-OGW-20190216/index.jhtml?WT.mc_id=POG

**90 rooms blocked for Sunday evening and 140 rooms blocked for Monday evening*

Rate:

\$114 + tax (includes full hot and cold breakfast buffet, including a cooked-to-order omelet station and complimentary evening reception with light snacks and beverages of your choice.)

cut-off date **January 26, 2019 by midnight or until the room block is sold out, whichever comes first, so be sure to make your reservations early to avoid not receiving the specified room rate*

Driving Directions

From the North:

Take any major highway to I-270. Take I-270 West to US 33 E/OH-161 E towards Dublin. Turn right onto Frantz Road. Turn right onto Upper Metro Place. Hotel is located on the right.

From the West:

Take any major highway to I-70 East. Take I-270 North to US 33 E/OH-161 E towards Dublin. Turn right onto Frantz Road. Turn right onto Upper Metro Place. Hotel is located on the right.

From the East:

Take any major highway to I-70 West. Take I-70 West to I-270 North to US 33 E/OH-161 E towards Dublin. Turn right onto Frantz Road. Turn right onto Upper Metro Place. Hotel is located on the right.

From the South:

Take any major highway to I-71 North. Take I-71 North to I-270 West. Take I-270 West to US 33 E/OH-161 E towards Dublin. Turn right onto Frantz Road. Turn right onto Upper Metro Place. Hotel is located on the right.



2019 Wine Conference Preview Day: Sit, Sip and Learn

SUNDAY, February 17, 2019 – Created for those looking to open a winery and those who have recently established one. The goal is to provide information and resources to assist in developing a strong and viable winery business. We have invited exceptional presenters for each topic. At the conclusion of the scheduled program we have planned a SPEED DATING session with a number of industry suppliers who will chat one-on-one to provide additional information. Attendees will leave with business cards, handouts, lists of contact persons and a myriad of other tools which will serve their business well whether they have been open for several years or plan to open soon.

Day-long workshop will begin at 9:00 am with panels of experts addressing business and marketing considerations to assure success. Several guest speakers will address the major topics, some information will be addressed via handouts.

9:00 a.m. Meet and Greet

9:30 a.m. Business considerations - presentations and handouts

Permitting--- contact info for TT&B and ODLC

Ag zoning/Shiners/Tied house

Benefits and obstacles with sole proprietorships, LLC vs. corporations

Accountants - considerations before you select

9:45 a.m. Finding money -- grants, banks, USDA low interest loans

10:00 a.m. Grape growing and sourcing

10:30 a.m. Equipment sourcing

10:45 a.m. So you want to make great wine: VESTA and other considerations

11:00 a.m. More business handouts

Estate planning – exit plans – hand out and worksheet

Crisis planning – from the OWPA

11:15 a.m. Insurance needs and considerations

11:40 a.m. Package design and quality label decisions

12:30 p.m. Lunch - with the group [\$25 per person] or on your own

1:30 p.m. Social Media and web site usage - legalities and opportunities

1:50 p.m. Tasting room and staff training

2:15 p.m. When will your wine be ready for prime time?

Working with distributors - Considerations regarding retail sales; getting on a restaurant li

3:00 p.m. Organizational handouts

WineAmerica – music licensing and excise tax

ODLC: programs and benefits from the state program

OGIC: programs under the Department of Agriculture

National conferences: Eastern Wine Exposition, License to Steal

Association benefits and services-

3:10 p.m. Writing a marketing plan handout

3:15 p.m. Media relations -- social and traditional

3:55 p.m. Resource list handout

4:00 p.m. Translating your dream into a viable business -- panel of successful existing wineries

5:30 -6:30 p.m. Informal reception – Suppliers 'speed dating' session with wine and snacks

Sit, Sip and Learn presented by:



1 South

Broadway

Geneva, OH

44041

OhioWines.org

440-466-4417

Preview Day is coordinated by the Ohio Wine Producers Association hence registration is separate from the full Wine Conference: Cost: \$115 for the first person, \$40 for the second from the same business plus \$25 per person for lunch for those interested. Registration will be available at www.OhioWines.org or by calling 440-466-4417 beginning November 28.

**2019 Ohio Grape and Wine Conference Registration
February 18-19, 2019**

Name:		Company:		
Address:		City:	State:	Zip:
Phone:	Fax:	Email:		

Check here if you are willing to share your contact information with other conference attendees and vendors.

Please check which track you are **most likely** to follow throughout the conference: Enology Viticulture

Additional Registrants: Track:	Likely	Enology	Viticulture
Name:			
Name:			
Name:			

Each registrant has the option to choose full or partial registration for the conference. Not all of a company's registrants are required to follow the same path or attend the same parts of the conference.

Full Registration: Includes access to all technical sessions and the trade show. Social events and meals (buffet lunch - Monday and Tuesday); afternoon breaks - Monday and Tuesday; Ohio wine reception and banquet are all included. Each registering **company** will also receive a flash drive holding all of the Power Point presentations shared during the conference (one flash drive per winery/family/organization.)

Registration Type	Quantity	Fee before or on January 25**	Fee after January 25	Total \$
Full Registration (first and second attendee)		\$210 Per Attendee	\$225 Per Attendee	
Full Registration (all attendees after company's second)		\$180 Per Attendee	\$195 Per Attendee	

Partial Registration: This type of registration allows you to only attend selected aspects of the conference. Partial registration **does not** include meals or social events. **In order to receive meals and social event access, please refer to meal registration box.**

Registration Type	Quantity	Fee before or on January 25**	Fee after January 25	Total \$
Special Monday Morning Workshop: <i>Doesn't include buffet lunch</i>		\$70	\$85	
Conference Pass: <i>Includes entrance to all specialty, general and concurrent sessions and NO meals.</i>		\$125	\$140	
One-Day Conference Pass: <i>Same as Conference Pass registration, but only for one day of the conference. Excludes meals.</i>	Monday:	\$90	\$105	
	Tuesday:			
Same Day Conference Pass: <i>Purchasing the One-Day Conference Pass the day of the conference. Excludes meals.</i>		N/A	\$115	
Student Pass: <i>Complimentary access to the conference. Excludes meals and flash drive.</i>		N/A	N/A	

Meals: If purchasing partial registration, meals must also be purchased separately. **These may NOT be purchased the day of the conference.**

Meals (Price is Per Attendee)	Quantity	Fee before or on January 25**	Fee after January 25	Total \$
Buffet Lunch (Monday)		\$30	\$35	
Ohio Wine Reception (Monday Evening)		Included for all Conference Attendees	Included for all Conference Attendees	--
Banquet featuring Ohio Quality Wines and/or 2018 Director's Choice Award-Winners (Monday evening after Ohio Wine Reception)		\$75	\$85	
Breakfast Buffet (Tuesday Morning - if staying at hotel is already included in room rate)		\$18	\$23	
Trade Show Buffet Lunch Featuring Ohio Wines (Tuesday)		\$30	\$35	

Please indicate and describe special dietary needs here: _____

Total Amount Enclosed for All Registration and Meals*	\$
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Select Form of Payment: Check (made payable to Ohio Dept. of Agriculture) Discover MasterCard Visa
 Credit Card Number: _____ Verification Code: _____ Expiration Date: _____
 If credit card billing is different than address above, please list billing information below:
 Address: _____
 City: _____ State: _____ Zip: _____

**Discount applies to all registrations postmarked on or before January 25, 2019

Please note, no refunds will be made after January 25, 2019

Questions:
 Contact: Christy Eckstein
 Phone: 614-728-6438
 Fax: 614-466-7754
 christy.eckstein@agri.ohio.gov

Return form & payment to:
 Ohio Grape Industries Committee
 8995 East Main Street
 Reynoldsburg, OH 43068