

OCTOBER/NOVEMBER 2002

BEST MANAGEMENT PRACTICES: Never let it rest Planning is underway for the biggest and brightest WAWGG annual meeting in the state's history, Feb. 3-5 at the Yakima Convention Center. This year's theme "Best Management Practices: Never Let it Rest" promises to give attendees a strong program designed to appeal to beginners and experienced growers alike. Guest speakers include noted researchers, growers and winemakers. There are several improvements in this year's program including the pricing and formatting, once again offering concurrent sessions and a full trade show. More opportunities to enjoy the trade show and network with industry leaders are also planned. Complete registration information will be available in December. In the mean time, sponsorships and trade show slots are filling at a record pace. Check the web site www.wawgg.org for more information.

U.S. GRAPE PRODUCTION UP

According to early reports, U.S. grape production for 2002 is estimated at 7.27 million tons, up 2% from the Aug. 1 forecast and 11% above 2001. California leads the nation in grape production with 92% of the total, Washington and New York are next with 4% and 2%. According to an Oct. 1 report from Ag Statistics, the state is harvesting 320,000 tons, 2% above the previous forecast and up 13% from 2001. The juice-type grape forecast, at 205,000 tons, is 3% above the previous forecast and 12% above last season. Milder weather conditions during August helped berry size increase, according the report. Wine grape production is forecast and a record high 115,000 tons, unchanged from the previous forecast, but 15% greater than last year. The increase is due mainly to new acreage coming into production and young bearing acreage becoming more productive. Washington state's final harvest numbers will be reported by WAWGG in November and are expected to vary slightly from earlier estimates.

CALENDAR OF EVENTS

November 1	WWC Meeting, The Goodwin Library, <i>Seattle</i>
Nov 1-2	Walla Walla Wine Auction (509) 386-2757
Nov 4	Puget Sound Wine Growers Meeting, <i>WSU in Mt. Vernon</i>
Nov 8-9	Tri-Cities Wine Festival, <i>Pasco</i> (509) 375-3399
Nov 9-11	Autumn Wine Tour, <i>Olympic Peninsula</i> ; www.wineryloop.com
Nov. 14-15	Washington State Grape Society Meeting
Nov 15-17	Holiday Wine Festival, <i>Spokane</i> (509) 926-0164
Nov. 19-20	WAWGG Board Meeting, <i>Woodinville</i>
Nov 29-Dec 1	Thanksgiving in Wine Country, <i>Yakima Valley</i> , www.yakimavalleywine.com
Nov 29-Dec 1	Klickitat Thanksgiving Weekend, Lower Columbia , www.gorgewines.com
Dec 2-3	Olympic Peninsula Holiday Open House, www.wineryloop.com
Dec. 3-4	NW Small Fruits Meeting, <i>Portland</i>
Dec 6	WWC Meeting, The Goodwin Library, <i>Seattle</i>
Dec 7-8	Walla Walla Holiday Barrel Tasting, (509) 526-3117
Dec 13	WAWGG Board Meeting, <i>Leavenworth</i>
Feb 3 – 5	WAWGG Annual Convention, <i>Yakima</i>

BC MARKET EXPANSION TO BOOST WASHINGTON WINE SALES

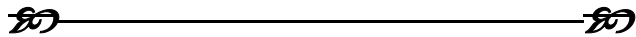
Within a year, Washington State could claim as much as five per cent of the \$60-million wine market in British Columbia, which is ranked fifth in the world for per-capita wine consumption and imports two-thirds of the wine it consumes, said Christopher Perry, the leading wine buyer for the British Columbia Liquor Distribution Branch.

Among the wineries newly approved for access to British Columbia are Cadence; Andrake Cellars in Olympia; Betz

Family Winery in Woodinville; Soos Creek Wine Cellars in Kent; Wineglass Cellars in Zillah; Spring Valley Vineyard and Tamarack Cellars, both in Walla Walla and Portland, Ore.-based Andrew Rich Winery, which makes some Washington wine.

NOMINATIONS FOR WAWGG BOARD OPENINGS BEGINS

Nominations are currently being accepted for four board positions up for election in February. The nine member governing board is made up of seven grower members and up to two associate members. According to by-laws, candidates are nominated by petition signed by at least three WAWGG members; in addition, the board is able to nominate candidates. Terms are for three years. Nomination deadline is December 31. All petitions should be mailed to the Association office. For more information visit www.wawgg.org.



NOMINATIONS SOUGHT FOR INDUSTRY AWARDS

Each year the WAWGG selects two individuals for their outstanding efforts and contributions to the wine grape industry. Awards will be presented at the WAWGG annual meeting luncheon on February 4. *Deadline is December 31.* For more information visit www.wawgg.org.

Industry Service Award

Past recipients:

2001-David Lake

2000-Alan Shoup

1999-Dr. Bob Wample

1998-Dr. Wyatt Cone

1997-Dick Olsen

1996-John Anderson

Erick Hanson Memorial Wine Grape Grower of the Year

Past recipients:

2001-Richard Boushey

2000-Bill den Hoed

1999-Doug Merkle

1998-Norm McKibben

1997-Scott Williams

1996-Bill Powers

1995-Mike Miller

1994-Wistar Burgess

1993-Mike Hogue

1992-Erick Hanson

1991-Jane and Vernon Brown

1990-Mike Sauer

1989-Jeff Gordon

WORKSHOP FEATURES BIOLOGICAL CONTROLS

Dr. David James will present a workshop "Opportunities for Biological Control of Grape Pests in Washington" at 1.30 pm November 10 as part of the 'Tilth Producers Conference "The Family Farm on the Cutting Edge". The conference is at the Yakima Convention Center. To learn more call Dr. James at (509) 786 9280.

APELLATION YAKIMA VALLEY GETS GRANT

USDA announced the awarding of \$37 million in value added grants - including seven winery grants totaling \$158,916. Appellation Yakima Valley was awarded \$21,616 to complete a marketing and business plan to raise awareness and demand for wine products. While large farm cooperatives remain the primary beneficiaries of this program, American Vintners Association (AVA) lobbied to secure language in the 2002 Farm Bill to extend eligibility for the grant program to wineries and trade associations.

Other wine-related grant recipients were: Shawnee Winery Cooperative, Inc., Vienna, IL (\$52,000) to allow grape growers to establish a secure market and capture the advantages of centralized marketing, processing, bottling and retail wine sales; Winzerwald Winery, LLC, Bristow, IN. (\$14,000) for working capital to pay salaries, utilities, inventory and supplies to establish a winery in Southern Indiana; Summit Grove Winery Cooperative, Stuart, IA. (\$35,300) to explore the feasibility of owning a cooperative winery that will be wholly owned by the cooperative's independent grape producers; Leelanau Peninsula Vintners Association, Lake Leelanau, MI. (\$30,000) for working capital for professional services, marketing management, advertising and promotion of regional wine industry; and Western Nebraska Vineyard Association, Gering, NE. (\$6,000) to complete feasibility study and marketing and business plan to assist in the determination of a successful grower-owned winery.

SEATTLE EVENT SHOWCASES PUGET SOUND VINES & WINES

by Nina Milligan

The Puget Sound appellation has the least acreage of any AVA in Washington, yet it isn't easy to tour since most of the vineyards are scattered throughout several islands. So on October 9 in the midst of harvest, the Puget Sound Wine Growers Association brought their vines and wines to the Greater Seattle Chapter of the Pacific Northwest Enological Society. Owners, winemakers and growers from six wineries and four vineyards showcased the Puget Sound at the educational mini-festival "From Grapes to Wine".

Tables and walls were strewn with vines and posters. Grapes overflowed from baskets, with a surprising preponderance of red wine grapes such as Pinot Noir, Agria, St. Laurent and Dornfelder. Bottles of wine were

lined up alongside bottles of fresh grape juice and partially fermenting juice. Varietals such as Chasselas, Siegerrebe, Madeleine Angevine and Muller Thurgau were featured.

The Puget Sound Appellation has unique growing conditions with a range of degree days from 2200 in the South to 1300 in the North and rainfall under 60 inches a year with 15 or less during the growing season.

013 Gary Moulton of WSU Mt. Vernon shows Vicky Scharlau his work with red grape varietals

002 Ron Irvine of Vashon Winery pours 1998 Chasselas Dore

010 Jeff Jernegan and Steve Snyder of Maury Island Vineyards with fresh juice and tabletop 'vineyard'

016 JoAnn Bentryn of Bainbridge Island Vineyards pour wines and Federweisser, a partially fermented, traditional German harvest beverage

WASHINGTON STATE MINIMUM WAGE INCREASE

The state minimum wage will increase 11 cents to \$7.01 an hour starting Jan. 1, 2003. The current hourly rate is \$6.90.

Washington's minimum wage is recalculated each year in September as a result of an initiative approved by voters in 1998. The initiative required an annual cost-of-living adjustment in the minimum wage based on changes in the federal Consumer Price Index for Urban Wage Earners and Clerical Workers (CPI-W).

For the 12 months ending August 2002, that nationwide index increased 1.6 percent over August 2001. Therefore, Washington's current minimum wage of \$6.90 will increase 1.6 percent - 11 cents -- to \$7.01.

The new wage applies to workers in both agricultural and non-agricultural jobs. Fourteen- and 15-year-olds may be paid 85 percent of the adult minimum wage.

For comparison, Alaska's current minimum wage of \$5.65 an hour will increase to \$7.15 on Jan. 1, 2003, as a result of legislation passed this year that established the new rate and authorized annual cost-of-living adjustments. In Oregon, residents are scheduled to vote on an initiative to increase the minimum wage from \$6.50 to \$6.90, with an annual cost-of-living adjustment.

The federal Department of Labor minimum wage is \$5.15 an hour. But in states that set rates that differ from federal law, the higher rate applies. Rates for states that have a minimum wage are available on a DOL Web site at <<http://www.dol.gov/esa/minwage/america.htm>>.

For more information on Washington's minimum wage, go to Labor and Industries' Web site at www.LNI.wa.gov/scs/workstandards/minwage.htm <<http://www.lni.wa.gov/scs/workstandards/minwage.htm>>

~~~~~ *Wine improves with age. The older I get,  
the better I like it.* ~~~~~

FULL PAGE AD – ORCHARD RITE

**2003 WAWGG CONVENTION**  
***"BEST MANAGEMENT PRACTICES: NEVER  
LET IT REST"***

February 3, 4 & 5, 2002

Mark your calendars now for February 3 – 5, 2003 for the annual convention and trade show of the Association. To reserve reduced-rated hotel rooms call the WestCoast Yakima Center Hotel (509) 248-5900 or WestCoast Yakima Gateway Hotel (509) 452-6511.

**2002 CENSUS OF AGRICULTURE BEGINS TO  
COUNT THE NATION'S FARMS**

Farm operators across America are about to participate in the nation's largest, most detailed statistical portrait of U.S. agriculture--the 2002 Census of Agriculture. Conducted by the USDA's National Agricultural Statistics Service (NASS), the census will provide a comprehensive portrait of agriculture at the county, state, and national levels.

Census of agriculture report forms will be mailed to farm operators in mid-December to collect data for the 2002 calendar year. Operators must complete and return their forms by February 3, 2003.

Data provided by individual farmers is held strictly confidential by law (Title 7, U.S. Code). Statistical results are aggregated and published only in geographical summaries to prevent identification of individual farms.

New questions will collect information on multiple operators per farm, production contracts, certified organic acreage, grain storage capacity, computer and Internet use, and new commodities such as bison, deer, elk, llamas, emus, and ostriches. Other questions will be similar to those asked in previous censuses and will focus on key information such as acreage and land use, operator characteristics, crop and livestock production, and agricultural product sales.

Twenty-five percent of operators will also be asked about production expenses, fertilizers and chemicals, machinery and equipment, market value of land and buildings, and income from farm-related sources.

How do census of agriculture results help farmers?

\* Farm organizations, Congress, and state and local governments have the facts needed to plan programs that help farmers get the most for their investments.

\* Farm machinery manufacturers, grain elevators, slaughter and cold storage, and other agribusinesses more effectively target their locations to where they are most needed by using county and state statistics, resulting in economic benefit for farm operators.

\* Seed and fertilizer producers compare yields and other information to help operators do the most effective

job.

\* Irrigation specialists, water resource developers, and irrigation equipment manufacturers convert census knowledge into practical advice for farm operators.

\* State and national lawmakers use census facts to determine where to allocate funds that will benefit agriculture producers.

\* Farm broadcasters and agricultural editors convey census results to their audiences and use the data to help focus their stories on important areas of agriculture.

\* Researchers and legislators use county-level data to define problem areas and help farmers recover from outbreaks of disease and pests.

A farm, for census purposes, is any place from which at least \$1,000 worth of agricultural products were produced and sold or could have been sold during the census year. Because a key strength of the census is providing detailed facts about small farms, every response counts--whether from a large or very small operation. By responding completely and accurately, farmers and ranchers can make the 2002 Census of Agriculture an effective tool to help chart the future of their industry.

Farm operators who not receive a census form in the mail by late December, contact the National Agricultural Statistics Service at 1-888-4AG-STAT. (Contact: Steve Cox)

¼ PAGE AD

Westmark Financial

## CALIFORNIA ADA LITIGATION EPIDEMIC LESS LIKELY TO HIT WASHINGTON

By Scott F. Leist, Stoel Rives LLP, Seattle

A disabled California man recently filed more than 140 lawsuits against California wineries. The lawsuits alleged that the wineries violated the Americans With Disabilities Act (“ADA”) as well as a California civil rights law. Because the wineries had not complied with the disability access requirements of the ADA (wheelchair ramps, disabled parking, etc.) the man claimed the wineries had discriminated against him and other disabled persons.

**Requirements of the ADA:** The ADA generally requires that businesses make their facilities “fully accessible” to disabled persons. The conventional wisdom of many small business owners is that they need not comply with the ADA, either because their facilities are too old, too small, are leased, or are not generally open to the public. Do not believe the conventional wisdom. The ADA applies to owners and tenants of all facilities, regardless of their size and age, that are *ever* open to the public—by appointment, invitation or otherwise.

However, the ADA does limit the burden on businesses to complete what it terms the “readily achievable” removal of physical barriers to disabled access. “Readily achievable” is open to interpretation and depends on the size, resources and profitability of the business. Not all businesses have funds immediately available to pave their parking lot, lower food and beverage service tables or reconfigure restrooms. However, the requirement to remove barriers is *continual*, so businesses are expected to improve disabled access as resources become available.

**Consequences of Noncompliance:** If a disabled person cannot gain physical access to a business, that person can sue in federal court. If the business has violated the ADA, the court can force the business to improve disabled access and can also award damages, attorney’s fees and assess a fine.

Disabled persons in California can also sue under state discrimination laws if the business is not physically accessible. The California law cited in the winery lawsuits states that if a business restricts access to a disabled person by failing to comply with the ADA, that business has engaged in discrimination. The consequences of this discrimination are severe – the plaintiff automatically receives \$4000 *per violation* from the business and may also receive additional damages (emotional distress, punitive damages and three times the actual damages), plus attorneys’ fees.

**The Bottom Line:** Small businesses like wineries are particularly vulnerable to ADA lawsuits because complying fully with the law is complicated and expensive. The good news for Washington wineries is that Washington does not currently have a law like California which mandates automatic minimum damages

for violations of disability access rules. Although all Washington businesses must, under the ADA and Washington state law, continually remove barriers to disabled access, there presently is not as great a financial incentive to sue Washington businesses for ADA violations as there is in California.

This article is not legal advice or opinion on specific facts or circumstances. It is intended for informational purposes only.

SEPTEMBER WAWGG BOARD ACTION

Cascade analytical ad



### CLORE SCHOLARSHIPS AVAILABLE

The Walter J. Clore Scholarships will be awarded at the Association's annual meeting during the luncheon on February 4. High school graduates or students already enrolled in a college or university focused on a field of study relating to the wine industry are eligible. Applications are due December 31, 2001 and selection is based on merit, leadership and interest in enology and/or viticulture. For more information visit [www.wawgg.org](http://www.wawgg.org). To make a donation to the fund call the Washington Wine Grape Industry Foundation (509) 782-8234.

### THE CRUSADES OF CLEAN

They say it takes clean vines to make great wines. Just ask Tedd Wildman, wine grape grower and owner of Stone Tree Vineyard at Mattawa, Washington. For the past decade he's been one of the industry's "clean crusaders" leading the charge for the Washington Association of Wine Grape Growers (WAWGG) to ensure growers have their own source of clean planting material. This month the industry kicked off 'The Foundation Block Campaign' to raise \$75,000 to jump-start this effort.

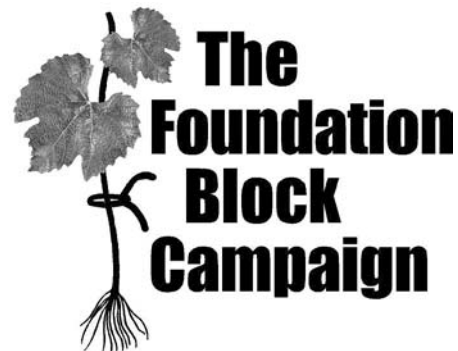
"The work that Dr. Walt Clore did years ago was absolutely pivotal and truly the foundation of this industry. Unfortunately, in the interim years I feel like we've dropped the ball and haven't kept up with the changing marketplace, the changing industry", according to Wildman.

Coke Roth Ad

A wine grower consultant for over 15 years, Wildman has a Masters degree in Entomology from WSU. A vocal supporter of updating the foundation block, the issue recently hit home when he set out to fulfill a lifelong dream of establishing his own vineyard. Like many growers in the Pacific Northwest, Wildman was forced to seek clean plant material out of state and went to California. Even there he found it challenging to locate enough material, especially of unique varieties that wineries expressed interest in having him grow on his site.

"Availability is a huge problem", said Wildman. "We need newly-marketable or novel varieties in our own foundation block, so growers aren't forced to go out of state and pay exorbitant prices. Right now we are not in the driver's seat".

Finding clean plant material is easily the most important issue facing new growers. However, even established growers are seeking new varieties to stay ahead of the competition. Established in 1961 by Dr. Walter Clore at Washington State University's Irrigated Agriculture Research and Extension Center (IAREC) in Prosser, the Foundation Block's primary purpose was to test selections from



**O**ur Foundation Block is the backbone of the industry. We need to take control of our destiny and bring in ultra clean plant material. Recent expansions demonstrated to our industry that we're short on varieties that can benefit us all. Superior plant material is critical to our vineyards and wines.

☞ *Mike Means, Paterson, Vineyard Manager, Canoe Ridge Vineyard*

**T**here are conditions unique to Washington's climate and we have varieties in the Foundation Block that have shown they can survive Northwest winters, free of all viruses. "I think we should be preserving the heritage in the Foundation Block at this moment. Preserving Washington material and selections of major varieties. It seems very important as we go forward. We want virus free plants in our state. We need our selections on their own rootstock. 'The Foundation Block Campaign' should appeal to anyone with a vested interest in the Washington wine industry. People should support the health and future of our industry.

☞ *David Lake, Woodinville, Winemaker, Columbia Winery*

**T**he primary purpose for developing the Foundation Block is to protect the long term health of our vineyards. The Foundation Block will provide a source of clean planting material, so that we will not be as vulnerable to the many viruses and diseases that afflict vinifera grape vines. The secondary reason is to provide a clean source of new varieties and new clonal selections that have the potential to enhance the quality of our wine.

✂ *Richard Boushey, Prosser, Washington Wine Grape Grower of the Year, 2002*

**W**e're all about quality. It's what drives the market. The potential is there for Washington's wine industry and the Foundation Block is going to help make us even better. You have to start with good plant material. Another reason to improve the Foundation Block is to have a wonderful fall back position for the industry in case of some catastrophic event wipes out our current sources of materials.

✂ *Rick Small, Lowden, Woodward Canyon Winery*

around the world to supply clean cutting wood to certified nurseries in Washington.

"The Foundation Block is now in desperate need of renewal and updating, state-of-the-art evaluation for viruses, and uniform management", said Vicky Scharlau, WAWGG executive director. "The Commission and WAWGG have already committed \$20,000 each, leaving \$35,000 to come from the throughout the industry. The industry also has a multi-year funding request before Congress for \$1 million to help ensure improvements are made for the long haul".

That's something Steve Burns, executive director of the Commission feels also strongly about. In fact, he refers to the Foundation Block as the cornerstone of the industry.

"Funding will really be expanding the Foundation Block for the future of Washington's wine industry. We'll add in some new clones and new varieties. The development of these will add more flavor and diversity to our wines in the future", said Burns. "There is incredible pressure to improve and diversify our plantings. These plants need to be tested before they are propagated throughout the state".

One challenge facing the industry has been explaining such a complicated issue in terms that everyone can connect to and care about.

"Certainly this is a big picture issue. It requires vision. Conceptually it's difficult for people to get their arms around it because of the many angles having to do with quarantine issues, marketability issues, and complexities of farming in today's competitive environment", said Wildman. "A person has to look beyond their own vineyard, their own career. We need to think about future generations and what we can do today to put them in a better position in the marketplace tomorrow".

The Washington Wine Grape Industry Foundation is a 501(c)(3) nonprofit organization and is accepting donations for "The Foundation Block Campaign". To make a tax-deductible contribution call (509) 782-8234.

#### **AVA BOARD AND MEMBERSHIP TO MEET**

The American Vintners Association Fall Board of Directors and Membership Meeting is Nov. 20-22 in St. Louis. The board will review several proposals from task forces including ideas for revitalizing the association. These include focusing on consumers, strengthening partnerships with state associations, and utilizing the industry's grassroots potential to further public policy objectives. For more information e-mail [krusk@americanwineries.org](mailto:krusk@americanwineries.org).

#### **FUNDRAISER FEATURES WALLA WALLA WINES**

Twenty-one Walla Walla wineries and 15 Seattle chefs will join together on Nov. 16 to present "East joins West", a dinner at the Jerry M. Brockey Center at South Seattle Community College (SSCC). Proceeds from the event will provide student scholarships for the college's Culinary Arts program and Walla Walla Community College's Institute for Enology & Viticulture. To purchase tickets contact Linda Hardy (509) 527-4253.

#### **WINERIES INVITED TO OKANOGAN-OMAK EVENT**

The Okanogan - Omak Rotary Club will hold its 4th annual "Taste the Experience" wine and cheese tasting fund raiser on Nov. 16. Wineries are invited to participate in this event to pour samples of wine and educate the public. In past years they've featured a selection from 8-12 wineries, mostly from Washington. The event is held in the lower banquet room at the Cedars Inn in Okanogan, with approximately 250 - 300 people expected to attend. Wine tasting will be 6-9 p.m. and a People's Choice Awards for Best White, Best Red, and Best Of Show will be presented. Contact Dave Womack (509) 322-1068, Chris Culp (509) 422-7172 or Brad LaRue, wine manager at Pistoresi Distributing, at (509) 826-5900.

#### **WATER CONFERENCE SET**

"Washington's Water Future: Implementing Watershed Solutions" will be held Tuesday, November 19 at Rhodes Center, Tacoma. Keynote Speaker: The Honorable Governor Gary Locke. WAWGG representatives will attend. For more information contact the WAWGG office at 509-782-8234.

#### **TASTE WASHINGTON TOUR ANNOUNCED**

The Washington Wine Commission has announced its 2003 schedule for Taste Washington. Stops include Chicago (March 3), Seattle (April 6), Tokyo (April 22), New York (May 19) and VinExpo Bordeaux (June 22-27).

A secondary tasting is planned in New York on January 23 geared toward the 50 top trade-retail and restaurants. Registration deadline is November 22. To learn more contact Jamie Peha at (206) 667-9463 ext. 216 or [jpeha@washingtonwine.org](mailto:jpeha@washingtonwine.org).

### **WINES NEEDED FOR UNIFIED WINE & GRAPE SYMPOSIUM**

The Washington Wine Grape Industry Foundation is seeking several cases of Washington wines (both red and white) to pour Jan. 29 at Unified Wine & Grape Symposium in Sacramento. The event is the highlight of the Symposium. Last year 34 national and international regions participated and 8,800 registrants will attend the conference. Washington will also participate in the new tasting opportunity at the UW&GS Press Commitments are needed by Nov. 27 for donated wines. Volunteers are also needed to pour. Wine will be shipped in early December to avoid the holiday crunch. Please contact Sherrye Wyatt (509) 933-2202 or [Sherrye@elltel.net](mailto:Sherrye@elltel.net) to confirm your participation.

### **UNITY DINNER MENU ANNOUNCED**

The Washington Wine Grape Industry Foundation is busy planning the Industry Unity Dinner and Auction, Feb. 4 at Yakima's Convention Center. "A Celebration of the Senses" will feature singer Miranda Porterfield, auctioneer Paul Newman, chef Tom Black and sommelier Brett Magnan. Black is Executive Chef and General Manager of the Barking Frog and Magnan is Operations Manager of Willows Lodge, Woodinville. Washington wines will be paired with Tenderloin of Washington Beef, Braised Short Rib & Roasted Root Vegetable Crepinette, Wilted Bloomsdale Spinach & Bordelaise Sauce with a scent of Truffle. The Willows Lodge is home to both the Barking Frog and Herbfarm. The lodge has a spa and was chosen '2002 Preferred Hotel of the Year' and 'One of the World's Top 50 Romantic Getaways' by Travel & Leisure. Live and silent auctions items are being collected to benefit the Foundation. Dinner tickets are \$75 and may be purchased separately from the convention registration. Seating is limited. To donate an auction item or purchase dinner tickets call (509) 782-8234.

### **RISK MANAGEMENT TOOLS OFFERED GROWERS**

Programs designed to cover potential disaster relief, whether by natural causes or market conditions, are available to Washington wine grape growers. The sign-up deadline for Multi-Peril Crop Insurance (MPCI) and Catastrophic Coverage (CAT) is Nov. 20. Adjusted Gross Revenue (AGR) coverage is non-traditional, whole farm risk management tool which uses a producer's historic Schedule F (or equivalent) tax form information to provide a base from which a revenue guarantee is calculated. Adams, Benton, Chelan, Douglas Franklin,

Grant, Kittitas, Klickitat, Okanogan, Walla Walla and Yakima counties are eligible to participate in the pilot program. Deadline to participate is January 31. For more information visit [www.rma.usda.gov/tools/agents](http://www.rma.usda.gov/tools/agents) or call the Spokane Regional USDA Risk Management Agency at (509) 353-2147.

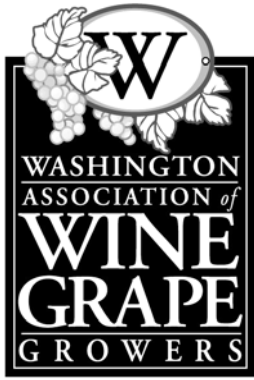
### **FOUNDATION INITIATES BMP PROPOSAL**

The Washington Wine Grape Industry Foundation has developed an extensive grant proposal, budget and timeline to initiate a Best Management Practices guidebook for the industry. This summer the proposal was sent to USDA through its Research Partnerships for Risk Management Development and Implementation program. USDA official indicated the agency had an overwhelming number of grant applications and did not fund the WWGIF request. Another round of the same funding is to be announced later this year. WWGIF intends to reapply for this program and in the mean time is seeking other grant funding sources

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WASHINGTON ASSOCIATION  
*of*  
WINE GRAPE GROWERS  
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**VISION STATEMENT:**

The Association is recognized as a leading authority in the Washington wine grape industry, providing guidance in viticultural research and education, and maintaining leadership in local, state and national wine grape issues.

**MISSION STATEMENT:**

A grower association committed to representing, educating and promoting wine grape growers in Washington state.

**ASSOCIATION OFFICE**

POB 716, Cashmere, WA 98815  
1.877.88WAWGG  
Vicky Scharlau, Executive Director  
Sherrye Wyatt, Communications  
Debbie Carpenter, Member Services  
509.782.8234 Direct line  
wawgg@wawgg.org

**THE GRAPE POST**

The Grape Post is published every two months for all members and is an official publication of the Washington Association of Wine Grape Growers. The Grape Post welcomes and encourages submissions. The Grape Post now accepts advertising. For information regarding the Grape Post or for more information about the Association please contact us. Our website is [www.wawgg.org](http://www.wawgg.org)

**2001/2002 OFFICERS**

**Chair--Tom Waliser**  
Pepper Bridge Farms  
Walla Walla, WA  
509/522-9912

**Vice Chair--Keith Klingele**  
Snipes Canyon Ranch  
Prosser, WA  
509/973-2009

**Treasurer--Paul Champoux**  
Champoux Vineyards  
Prosser, WA  
509/894-5240

**SAVE THE DATES-**

**WAWGG ANNUAL MEETING  
AND CONVENTION  
FEBRUARY 3 TO 5, 2003  
YAKIMA, WA, USA**