



# West Side Wine Club

May 2014  
Monthly Rant



## Scheduled Meetings

**January 11, 2014**

Annual Gala – Archer Winery

**January 15, 2014**

Crush Talk / Planning

**February 19, 2014**

Bordeaux Tasting

**March 19, 2014**

Speaker: Andrew Beckham;  
amphora winemaking

**April 16, 2014**

2013 Barrel / Carboy  
Sample Tasting

**April 19, 2014**

Tour of Lange Winery;  
RSVP to Bill Brown at  
[bbgoldieguy@gmail.com](mailto:bbgoldieguy@gmail.com)

**May 21, 2014**

Speaker: Rob Landsness; A  
sommelier's perspective

**June 18, 2014**

"Best Practices of Amateur  
Winemakers"

**July 12 or 13, 2014**

Annual Picnic

**July 19 or 20, 2014**

Tour

**August 20, 2014**

All Whites Tasting

**September 17, 2014**

Other Reds Tasting

**October 15, 2014**

Pinot Noir Tasting

**November**

No Meeting

**December 3, 2014**

Planning, Tours, Speakers,  
Events, Elections

Our 2014 growing season is looking a lot like last year's so far. Bud break in much of the Willamette Valley occurred in early April, slightly ahead of normal, and the weather forecast for the next 3 months is for above average temperatures and below average precipitation. That will favor robust flavor development as long as things don't get too dry or hot, of course. The big question is as always what will happen later in the season, near harvest. Many predictions mention an increasing chance for an El Nino in the fall, and that would likely sheppard in some dry weather, which could be ideal for ripening. Hopefully dry enough to avoid the deluge we saw last year. At any rate, there are reasons for optimism, and that can't be bad.

This upcoming meeting we will have a chance to hear about the wine business from our own Rob Landsness. He will talk about some of his experiences in the San Francisco Bay Area, and likely will have some insights from recent trips to Bordeaux. It makes me wonder, with the growing market outside of the US for Oregon and Washington wines and the strengthening of our reputation for quality product, if the demand for people who can speak knowledgeably about our winemaking style to folks in places like France and New Zealand or South America won't be on the upswing as well. Well, maybe not in France, but we can always hope...



## Information & Trivia



"The Willamette Valley Amateur Winemakers Society" will again hold a competition for amateur wines. See page 6 or go to <http://www.wvaws.org> for more details.

Wine lovers have known for centuries that decanting wine before serving it often improves its flavor. Whatever the dominant process, the traditional decanter is a rather pathetic tool to accomplish it. A few years ago, I found I could get much better results by using an ordinary kitchen blender.

Nathan Myhrvold

"Accept what life offers you and try to drink from every cup. All wines should be tasted; some should only be sipped, but with others, drink the whole bottle."

— *Paulo Coelho*

Age appears to be best in four things; old wood best to burn, old wine to drink, old friends to trust, and old authors to read.

**Francis Bacon**

Independence is a heady draught, and if you drink it in your youth, it can have the same effect on the brain as young wine does. It does not matter that its taste is not always appealing. It is addictive and with each drink you want more.

**Maya Angelou**

Close friends contribute to our personal growth. They also contribute to our personal pleasure, making the music sound sweeter, the wine taste richer, the laughter ring louder because they are there.

**Judith Viorst**

**The next meeting is scheduled for Wednesday, May 21 at 7:00 p.m. at Oak Knoll Winery. Member, Sommelier Rob Landsness will be our speaker. He will talk about some of the major trends he sees in the wine business now. Some of his experience as a sommelier and in the San Francisco Bay Area, and likely will have some insights from recent trips to Bordeaux.**

- 1.) **Snacks: This will be another potluck; bring a small snack to share.**
- 2.) **Waivers will be present at the meeting. If you have not previously signed a waiver please do so at the meeting. You may also pay your 2014 dues if you have not already done so.**
- 3.) **Bring two glasses for tasting member wines.**
- 4.) **The meeting will begin at 7 pm and end by 9 pm. If you can, get there a little early to help set up. Please help put away chairs and tables at the end of the meeting.**

**WSWC Website:** <http://www.westsidewineclub.com/>

**Message Board:** <http://groups.yahoo.com/group/Westsidewineclub/>

### April Meeting Minutes

Members Present = 16

- Both picnic dates and both locations, discussed in last months meeting, are open. Those present voted to hold the 2014 picnic at Oak Knoll Winery. The date is Saturday, July 12 starting at 1:00 PM.
- Mike Smolak said that Rob Landsness is still on as a speaker at the May meeting. Ken Stinger will contact Rob for details before the next newsletter is sent.
- Ken Stinger will send out a reminder for the Lange tour this Saturday.
- The June meeting will be a repeat of last year's successful "Best Practices". We will need about 8 presentations not to exceed 15 minutes in length. A sign up sheet was passed around and, so far, we have the following commitments:
  - Paul Rogers – "Jug tags" • Jonathan Brown – "Building an insulated wine room using a "Coolbot" to make a standard air conditioning unit cool a small room down to 55 degrees F or lower" • Marlene & Dennis Grant / Ted Johnson - "Wine flaw correction technique" • Jon Gassaway – "Kegged wine" • Phil Bard – TBD.
  - Phil Bard reminded us that Sagemoor vineyard was sold which may affect grape purchases this Fall.
  - We discussed establishing possible rules governing WSWC sponsored group grape purchases. These rules would not affect any private arrangements by members. We want to finalize the rules and vote on them at the May meeting.

We tasted the following barrel samples which were introduced and described by the winemaker in the order below:

- #1- 2013 Viognier – Barb Thomson
- #2 - 2013 Baco Noir – Dennis & Marlene Grant and Ted Johnson, Roseburg grapes
- #3 - 2013 Pinot Noir – Paul Boyechko, Courting Hill vineyard, Pommard & Jackson
- #4 - Pinot Noir, Don Robinson, Momtazi vineyard, 115 & 777
- #5 - 2013 Pinot Noir – Ken & Barb Stinger, 114, 115 & Jackson
- #6 - 2013 Cote Rôtie – Don Hoffard & John Hooson, 90% Syrah / 10% Viognier
- #7 - 2013 Merlot – Jonathan Brown and Jan Betz, Sagemoor vineyard
- #8 - 2012 Merlot – Don Hoffard and John Hooson
- #9 - 2013 Cabernet Sauvignon – Phil Bard, Zerba vineyard
- #10 - 2013 Primitivo – Bill Brown, Gunkel vineyard

**Editors Note: This issue is the third in a four-part series devoted to the history of wine making. Hopefully, this series will help you better understand your own personal beliefs about wine and winemaking, and how those beliefs have been shaped by historical and cultural circumstances.**

### **Winemaking During the Enlightenment** Stephen Franzoi

As discussed earlier, during the Middle Ages and the Renaissance, the Catholic Church was largely responsible for both the widespread planting of vineyards and the passing on of knowledge regarding winemaking. While the Church greatly advanced the number and variety of grapes available for winemaking, its adherence to traditions of the past harmed wine quality. By the early 1600s, many Europeans were shunning wine, not only because much of it was of low quality, but also because it was perceived as old fashioned and the drink of generations past. Instead, people were increasingly turning to relatively inexpensive yet good tasting hoppy beer, high alcohol distilled spirits, and the new fashionable nonalcoholic drinks such as tea, coffee, and chocolate. Winemaking was in desperate need of new ideas and innovation.

### **The Enlightenment and the Birth of Scientific Winemaking**

What largely rescued wine from its downward spiral in popularity was new thinking ushered in by the Enlightenment, or the Age of Reason. The Enlightenment was a European cultural movement in the 17<sup>th</sup> & 18<sup>th</sup> centuries that sought to reform society by challenging ideas grounded in tradition and faith, and advancing knowledge through the scientific method. While Enlightenment thinking contributed to political revolutions that swept away the rule of many kings and challenged the authority of the Church, it also led to a profound scientific revolution. What this meant for wine was that enterprising vignerons and vintners who often had no association with the Church began abandoning traditional techniques that often yielded poor quality grapes and wines, and instead, began relying on science and experimentation to increase both grape and wine quality. Universities also began studying new grape growing and winemaking methods. For example, in 1756 the Academy of Bordeaux studied the use of egg whites as a fining agent while at the Academy of Dijon in Burgundy methods to improve regional wine quality were explored and tested.



The Age of Enlightenment challenged traditional thinking, including traditional grape-growing and winemaking techniques



Antoine Lavoisier

### **Scientific Advances in Winemaking**

The first person recognized as an important wine scientist was the French nobleman Antoine Lavoisier the inventor of modern chemistry. Not only did he help construct the metric system and create the first table of chemical elements, Lavoisier also was the first person to explain wine's chemistry with any degree of accuracy. For example, he identified sulfur as a distinct chemical element, which eventually led winemakers to more fully understand the science behind its effectiveness in the wine cellar. Another important contribution of Lavoisier was that he advanced the idea that grape juice turns into wine through a chemical reaction with oxygen in which the sugar in the juice is divided into alcohol and carbon dioxide. That reaction is fermentation. Lavoisier's research with fermentation played a big roll in him formulating "the law of conservation," which proposes that although matter may change its form or shape, its mass always remains the same. Perhaps the primary impact that Lavoisier's work had on winemaking was that, after thousands of years, people – or at least, educated people – now finally understood that fermentation was not this magical or incomprehensible event from the gods, but was completely logical and predictable. Unfortunately for Lavoisier, the French Revolution curtailed his winemaking discoveries; being a member of the overthrown nobility, he was guillotined at the relatively young age of 51.

Although Lavoisier solved half of the winemaking puzzle by identifying that grape sugar is converted into alcohol and carbon dioxide and that fermentation is a predictable process, it was up to other scientists to discover the *cause* of fermentation. In 1785 Adamo Fabroni, an Italian chemist, partly solved the other half of the puzzle when he demonstrated that yeast initiates fermentation. Because microscopes were not yet very powerful, no one could actually observe the fermentation process in any detail. As a result, virtually every scientist of the time believed that yeast caused fermentation in a purely chemical manner, not a biological one: yeast was thought to initiate fermentation by dying and decomposing. For the next full century, the scientific consensus was that yeast only served as a chemical catalyst for fermentation, spontaneously generating the conversion of sugar into alcohol and carbon dioxide, but then serving no further roll in what was believed to be a chemical process.



Jean-Antoine Chaptal

In 1801, Jean Antoine Chaptal, who was a student of Lavoisier but also a powerful politician in the First French Empire, further advanced winemaking by publishing a very influential book, *Traite Sur La Viane*, in which he described the technique of increasing the alcohol content of wine through the addition of sugar to under ripe grapes at the beginning of fermentation. Chaptal did not invent this technique to improve wine quality, but nonetheless, his name became associated with it: chaptalization. Within 20 years, chaptalization became a commonly used method of improving wine quality; chaptalized wine was less susceptible to spoiling than un-chaptalized wine, even if chaptalization might compromise a wine's delicate bouquet. In his writings on securing the highest grape quality, Chaptal was not only one of the first persons to publicly encourage the study of soil science, he also recognized the virtues of sunshine and the danger of too much rain.

### Technological Advances in Winemaking

Two of the most important technological wine related advances during the Enlightenment were the development of the wine bottle and the wine bottle cork. Glass had been manufactured since Roman times, but it was generally too fragile to use for storing or transporting wine. Then in the 17<sup>th</sup> century, a timber shortage motivated English entrepreneurs to build large coal fueled furnaces that could produce strong glass bottles for wine aging and transport. These bottles were often different shades of olive green due to the high heat and different levels of impurities in the ingredients of the glass. Most were also globular in shape, similar to what we now recognize as traditional Chianti bottles, and their bottoms were made relatively flat so they could stand up.

Gradually, over the next 80 years, the shape of wine bottles became less round and more elongated, allowing bottles to lie on their side for easier storage and aging. However, because the amount of wine held in each bottle varied, in most countries it was illegal to sell wine in bottles; instead wine was sold by measure. Despite the fact that by 1700 wine bottles looked similar to the modern containers we use today, the vast majority of wine still never went into these relatively expensive glass containers; they were generally reserved for the wealthy who could afford to age their wine in something that could ensure its stability over time. While the creation of sturdy glass bottles was an important step in ensuring the stability of finished wine, stability could only be achieved if the container was properly sealed to prevent the admission of air. This is where cork enters our story. In 300 B.C.E., people in China, Egypt, Babylon And Persia used cork for fishing. People in Italy around the 4<sup>th</sup> century B.C.E. used cork for roofing, women's footwear and as stoppers for wine casks. During the middle ages, cork was unavailable to most European winemakers because Portugal and Spain, home to the cork oak tree, were under Muslim Moorish control where no alcohol or alcohol related products were permitted. By the Renaissance, these countries were no longer under Moorish control and winemaking and wine drinking were once again part of daily life, and corks were now available. The earliest corks of this time period were tapered and inserted only part way into the bottle so that were easy to remove. Once cork began to be more widely used to seal wine bottles, the corkscrew was invented in 1680 to remove it. Now with the availability of the wine bottle, the wine cork, and sulfur, it became possible to not just serve wine straight from a progressively oxygenated oak barrel, but now winemakers could bottle the wine and their customers could then properly *age* the wine in those bottles. Thus, the wine bottle and wine cork made it much more practical for people to store and age wine in their homes and to appreciate for the first time the taste of properly aged wine. First it was only the wealthy that could afford to purchase bottled wine, but by the 1760s some members of the middle class in such countries as England, Germany and France also began cellaring wine.

### The Invention of New Wines

The Enlightenment was a time when new thinking led to the creation of new styles of wine. The invention of Champagne wine might surprise you because the people who created this new bubbly wine style were initially actually trying to eliminate the bubbles. In the 17<sup>th</sup> century in the northeast of France, the cold winter temperatures would prematurely halt fermentation in the cellars as the yeast cells in the wine fell dormant. When this wine was bottled during the yeasts' dormant period, the winemaker often had bottles exploding in his cellar during springtime. These explosions were caused by the warmth of spring recommencing fermentation inside these corked bottles; the weak French bottles of the time could not hold the intense pressure of the newly carbonated wine. If the bottle did not explode, the wine inside



Early wine bottles were globular in shape



Later wine bottles became more elongated

was very bubbly which greatly dismayed winemakers. Dom Perignon the Benedictine monk most closely associated with the creation of Champagne, spent a good deal of his time at first trying to rid his wines of these troublesome carbon dioxide bubbles.

For many years the ordinary French people in the region preferred their Champagne to be non-sparkling, but they discovered they could sell their unique bubbly wine to the British and to wealthy French families and to French royalty for high prices. This new sparkling wine was perceived as refreshingly modern in both its appearance and its taste, a wine for the sophisticated and for special occasions. As the popularity of the sparkling Champagne increased, more winemakers tried to make their wines sparkle deliberately, but most didn't yet know how to control the process or how to make their wine bottles strong enough to withstand the carbonation pressure. Fortunately, by the mid – 18<sup>th</sup> century these problems were solved and the modern Champagne wine industry became established, producing sparkling wine on a large scale.

In the late seventeenth or late eighteenth centuries another new wine, Portuguese Port, was invented when English merchants began shipping home Portuguese wine that they fortified with brandy to protect it from going sour while in transit. At first the brandy was added after fermentation but then the spirit was introduced during fermentation, which preserved much of the wine's delicate flavor while still making it a strappingly strong drink.



Riddling, which collects dead yeast cells of sparkling wine in its bottleneck, was invented in 1815



Fortifying wine with brandy during fermentation became the new wine, Port

Those who drank this fortified wine found it refined and sophisticated. Other new fortified wines invented during this same time period were Madeira in the Portuguese controlled Madeira Islands, Vermouth in northwestern Italy, and Sherry in Andalusia, Spain. Although these wines today are drunk as aperitifs, back then they were commonly consumed with food.

Another wine invented during the Enlightenment late harvested, botrytis infected wine. At roughly the same time in the German Rhineland, northeastern Hungary, and southwestern France farmers picked their grapes late to obtain the highest level of sugars. The danger in picking late was that these high sugared grapes could become infected with mold and that is exactly what happened. Although many molds render grapes useless for winemaking, there is one type of mold, *botrytis cinera*, which

can improve the taste of wine, at least to some people's palettes. This particular mold sucks water out of the grape, concentrating the sugars and acids and creating a honey like flavor. Winemakers discovered that these "noble rot" grapes resulted in a sweet yet fresh tasting wine that could be aged a long time.

During the early part of the 19<sup>th</sup> century, these new wines with their new tastes and their new aging potential were not widely consumed; the vast majority of Europeans and newly minted Americans still drank the old fashioned wine that was often sour tasting but nutritious. Thus, although the Enlightenment breathed new life into the reputation of wine as a consumer beverage, it also created a huge division between the well-to-do consumers, who could afford to develop an appreciation for the taste of these new wines, and the financially limited consumers, who could still only seek sustenance and solace in their cheap wines. These new wines that rescued wine's reputation tasted rather like the wines we drink today. To drink these new wines was taken as a sign that the consumer was sophisticated and modern, an "urbanite" rather than a "country bumpkin"

By the end of the Enlightenment, wealthy merchants owned more and more land that had previously been owned by the Church and nobility, and these entrepreneurs were much more likely than their predecessors to embrace new winemaking ideas and techniques, which significantly increased wine quality. With scientific advances of this time period and the resulting appreciation for both aged wine and new wine styles among the well-to-do, the stage was now set for wine to enter its first "golden age" which will be one of the topics in the next installment of the history of winemaking.



In the early 1800s, winemakers discovered that the mold *botrytis cinera* could improve wine taste



April 21, tour at Lange Winery. Thirteen WSWC members visited with founder Don Lange and winemaker son Jesse Lange for over an hour discussion about Lange's grape growing and winemaking philosophy all the way from picking through crush and barrel aging. The decision of when to pick is the most critical decision of the year. Jesse Lange presented a long discussion about the affect of different soils on flavor and aroma.

We first tasted a 2012 Pinot Gris. Then Jesse poured 2013 un-oaked chardonnay being aged in stainless steel. This was sharp and crisp, similar to a French style. The next 3 were 2012 Pinot Noir from their "Soil Series". All 3 originated from grapes from different soil types. All were dark, bursting with flavor with strong aroma yet very distinctive reflecting the different soils. The first was "Windblown", Loess soil from the north side of Chehalem Mountain. The second was "Magma Opus", estate grapes and volcanic Jory soil. The third "Ancient Seabeds", Willakenzie soil from the Yamhill Carlton area. We finished in the tasting room with another Pinot Noir, Freedom Hill grapes.



## 2014 AMATEUR WINE COMPETITION



- 🕒 Deadline to enter is July 19, 2014. Entries accepted at Eola Hills Cellar in Rickreall, Oregon.
- 🕒 Entry fee is \$10 per bottle.
- 🕒 All wines must be homemade, produced and bottled by the entrant.
- 🕒 Winners announced in September with awards for First, Second and Third place in each Class, also a Best of Show Award.
- 🕒 A panel of professionals will evaluate wines
- 🕒 Judges' evaluation note will mailed to entrants who include a SASE.
- 🕒 Entry form and rules online at [www.wvaws.org](http://www.wvaws.org) or email [WVAWS@gmail.com](mailto:WVAWS@gmail.com) for more information.



Hosted by



**Willamette Valley Amateur  
Winemakers Society**

Portion of proceeds support Chemeketa Community College Viticulture student scholarship

In my conversations with members I have heard some say I would sure like to go commercial so I could sell some of my wine. This article spells out most of the steps needed to do just that. For the online code of federal regulations and a good way to spend some reading time go to the ELECTRONIC CODE OF FEDERAL REGULATIONS at:

[http://www.ecfr.gov/cgi-bin/text-idx?](http://www.ecfr.gov/cgi-bin/text-idx?c=ecfr&sid=506cf0c03546efff958847134c5527d3&rgn=div5&view=text&node=27:1.0.1.1.19&idno=27)

[c=ecfr&sid=506cf0c03546efff958847134c5527d3&rgn=div5&view=text&node=27:1.0.1.1.19&idno=27](http://www.ecfr.gov/cgi-bin/text-idx?c=ecfr&sid=506cf0c03546efff958847134c5527d3&rgn=div5&view=text&node=27:1.0.1.1.19&idno=27)

## Home Winemaker Makes Good:

### Getting Started in the Wine Industry

By Sara Schorske

[Licensing options](#)

[The Piggyback way](#)

[The Negotiant way](#)

[The Alternating Proprietor way](#)

[The Bricks'n'Mortar Way](#)

[Agency overview](#)

[Helpful hints](#)

An amateur winemaker with dreams of "making wine for real some day"—recently contacted the editors with a request for information on how to get started, legally. This issue's column is dedicated to answering that excellent question.

There are two separate but related ways I often help people who are planning to enter the wine industry. The first is to explain their licensing options—some of which require much less investment and far fewer regulatory responsibilities than others. The second is to assist them in contacting the many interested agencies and taking the steps required to begin operations.

#### Licensing options

• There are four main approaches people take to entering the wine business:

• The Piggyback way

• The Negotiant way

• The Alternating Proprietor way

• The Bricks'n'Mortar way.

An aspiring winery owner may consider these four approaches not only as mutually exclusive alternatives, but also as a series of steps by which to work into a full-scale commitment gradually.

#### The Piggyback way

Many clients who come to me have already embarked on the Piggyback way. Piggy backers are usually grape growers who have had grapes custom crushed by a local winery and have made arrangements for the winery to market the wine for them. Piggybacking is not an approach I would recommend, especially not for the long term, because it can create an illegal "hidden ownership" situation if not handled correctly. That is a serious legal problem from an alcohol regulator's perspective! Also, it gives the Piggy backer no legal control over his own wine—and that is a bummer from the Piggy backer's point of view.

Generally, my advice to Piggy backers comes in two parts: My first advice is to carefully structure the relationship to the winery so that the Piggy backer receives his money from the winery for grapes, not wine, as the wine sells. In California, this arrangement must be put in writing, because California law requires payment for grapes thirty days after delivery in the absence of a written agreement providing otherwise. No matter where you are located, I would recommend putting this agreement in writing just to make sure it is clearly understood, strictly followed—and able to be documented if questioned by a state ABC official. My second advice is to take steps to get the Piggy backer his own license for making wine sales directly.

#### The Negotiant way

The second licensing approach is the one most favored by converted Piggy backers, and also by many others upon first entering the industry—to become a Negotiant. "Negotiant" is not a specific type of license; it is a French term referring to a brand owner who depends on others to produce the wine he sells. In France, most Negotiants deal in the bulk market; in America, some are grape growers and others are bulk wine artisans.

In this country Negotiants are invariably licensed by BATF and their state ABC as wholesalers. This form of licensing allows them to hold title to wine and to sell it directly to other licensees (depending on the state you're in and the privileges of the license you get, a Novocain's legal customers can include producers, other wholesalers, and retailers). In California, but in very few other places if any, Negotiants can also hold off-sale retail licenses, allowing sales of bottled wine to consumers.

A Novocain's life is pretty simple. Production responsibilities—both practical and legal—are delegated to a bonded winery. As a result, the investment required is quite low, and recordkeeping and reporting requirements are also minimal. The biggest disadvantages to this approach are (1) wholesalers don't have all the promotional privileges that wineries have and (2) wholesalers can direct but not completely control the winemaking process

### **The Alternating Proprietor way**

The third and fourth options both involve becoming a bona fide winery, conferring all the privileges and control, and requiring all the recordkeeping and reporting, that goes along with winery licenses.

Alternating Proprietors get to have their own bonded winery and their own wine-stained feet at bargain basement prices. The way they get around the usual million-dollar price tag for these privileges is by sharing space and equipment with an established winery. The challenges of this way of operating are (1) the licensing paperwork is more complicated and (2) operating this way can be confusing to everyone involved. Often the "host" winery provides cellar personnel and recordkeeping services, which makes it easy to confuse the arrangement with a normal custom crush relationship. Also, it can be hard to remember that a wine movement from one tank to another is actually a bond-to-bond transfer! But since 1991 when wineries first started operating as Alternating Proprietors, this way has become well established and has been proven to work smoothly.

### **The Bricks'n'Mortar Way**

The Bricks'n'Mortar way is the time-honored method of starting a winery. Those who take this option build, buy, or lease a premise and set up an independent winery operation of their own. When buying an existing winery, alcoholic beverage licensing and local permits are already in place and can readily be transferred to the new owner. But when starting from scratch, all of these approvals must be taken care of by the aspiring winery owner. This brings us to the second area of help I often give to folks entering the business.

### **Agency overview**

Below is a list of names and functions of agencies that a follower of the Bricks'n'Mortar way will most likely deal with. This list is general and not necessarily exhaustive. Specific agency names and functions vary from place to place so you must adapt the list for use in your locality.

Bear in mind that many requirements are case specific. You may not need to contact counterparts of all agencies on this list, and you may need to contact one or more that is not on this list.

- Dept. of Alcoholic Beverage Control issues state alcoholic beverage licenses
- Bureau of Alcohol, Tobacco & Firearms issues federal alcoholic beverage permits, grants label approval
- IRS assigns federal employer identification numbers
- County Clerk registers fictitious business names specific regulations governing alternation of proprietors
- Trademark Office, BATF provide information on previous uses of chosen names
- State taxing agency collects employer, income, and excise tax accounts
- County or city planning department provides information on zoning suitability and issues conditional use permit if required
- Building Department issues building permits
- State or county transportation authorities, depending on whether access is from state or county roads, administer parking and access requirements, may require possible improvements or encroachment permits
- Forestry/Fire services department regulates fire protection requirements and hazardous materials use
- State, county, or city water agencies regulate stream setbacks, underground tanks, wastewater monitoring and issues required permits
- Public/environmental health department regulates waste water disposal and issues a variety of permits relating to health concerns
- Federal, state, county, agricultural agencies issue weighmaster licenses and grape purchase licenses, and oversee pesticide use
- City business license tax office, if site is in city limits, issues business license

Remember, you are the coordinating agent between agencies. Don't assume the agencies will coordinate your project for you. Hand deliver everything, make follow up calls. Sometimes you don't find out about a problem until you call them.

### **Helpful hints**

No matter where you are, the following hints can save you time, trouble, and money when getting started in the wine business:

1. No regulatory process is purely technical. All agencies are run by people. Diplomacy is a big part of the process. Unless your situation is perfectly black and white, interpretation of laws and ordinances are needed—and you want the most sympathetic interpretations. If you treat public officials with respect and do what you can to make their job easier, they will work hard to help your project fit the requirements.
2. Unhappy neighbors can delay you, cost you, and even stop you. Neighbors can prevent you from getting a use permit or zoning change. Even after you have county approval, neighbors can protest your alcoholic beverage license. An ounce of prevention is worth a ton of cure. Communicate with neighbors personally, early on in the process. You may not feel like doing this if you don't know them or don't get along with them, but it's even more important in those cases.
3. Hire professionals (i.e., engineers, architects, etc.) who are experienced with winery development. They can help you foresee potential problems and adjust plans to maximize chances of success. Equally important: hire people who have good relationships with the regulators. Not all professionals are equally good at diplomacy.

4. Start your process early—contact all agencies to learn their requirements. Don't be afraid to ask questions and always provide complete information so that you can get the right answers. A small change in the facts may greatly change the answer.
5. Ascertain suitability of your site before proceeding. Do your perc test before applying for a use permit. Plan ahead—some sites require wet weather testing; you may have only a small window of opportunity.
6. Submit complete applications to avoid delays.
7. Keep track of timelines: for example, use permits will expire if not implemented or extended within a specified period.
8. Decide on business structure before applying for licenses, to avoid having to reapply from scratch later.
9. As I said earlier, the process of getting started in the wine business can be much shorter and simpler if:
  - a. You start out custom crushing instead of beginning with your own winery
  - b. You purchase an existing business or property currently used for a winery
  - c. You take advantage of the alternating proprietors regulation

Hopefully this information has been helpful—even encouraging—to the reader who inspired this article, and to many others as well. Every year my company assists more and more people to enter the wine business. With good information, proper planning, and a little help here and there as needed, your turn could come sooner than you think!



### All About Antarctica Wine Country

With global warming heating up wine regions around the world, some southern countries, including Argentina and New Zealand, are annexing Antarctica's vast potential as an ice wine region. Find out everything you need to know about Antarctica ice wine.

At the moment, there is just one stalwart producer working alongside penguins in the Dry Valleys of Antarctica. James Pope is focusing on cool climate varieties, including Riesling, and much lesser known but better performing Vidal and Seyval Blanc.

### Salty 'Soils'

The soils of Antarctica have high salt content from the ocean water and, thus, lean towards the neutral or basic side (on the pH scale). Since there is little organic matter holding the soils together, walking around Antarctica is more like walking in the sand on the beach. The best places for growing wine in Antarctica are the McMurdo Dry Valleys. The high pH (basic) soils tell us that the wines have high acidity. Salt content in the soil also adds a distinct saline note to the wines. Since all of the Pope Wine lines are ice wines, you'll find them to have salty-sweet flavors of lemon, honey, sardine and a subtle volcanic aroma in the aftertaste. In short, they are haunting.

**Another interesting fact** about the soils of Antarctica is that for most of the year they are in permafrost. However, during the summer months, the frost melts revealing a foot

or so deep of free-moving soils. The vineyards have adapted to this extremely shallow soil by sending their roots laterally. The vines must be placed at least 60 ft apart to obtain proper nutrients.

### Penguins in the Vineyards

Speaking of nutrients, since organic matter is incredibly low, there have been some creative solutions to keep vines alive. A symbiosis has been happening with the vines and local wildlife. A few Adelie penguin flocks have taken up rookeries in the vineyards; their droppings providing nutrients to low budding vines. This is crucial as grapes ripen in the summer time (during January down under!).

### Tasting Room at Shackleton's Hut

If you plan to visit, definitely check out James Pope Wines at historic Shackleton's Hut. This 1908 architectural gem is a great place to taste wines and enjoy views of wildlife in Antarctica.



# West Side Wine Club Leadership Team - 2014

- President: **Phil Bard** [phil@philbard.com](mailto:phil@philbard.com)
- Set agenda for the year
- Establish leadership team
- Assure that objectives for the year are met
- Set up agenda and run meetings

Treasurer: **Barb Thomson** [bt.grapevine@frontier.com](mailto:bt.grapevine@frontier.com)

- Collect dues and fees, update membership list with secretary
- Pay bills

Secretary: **Ken and Barb Stinger** [kbstinger@frontier.com](mailto:kbstinger@frontier.com)

- Communicate regularly about club activities and issues
- Monthly newsletter
- Keep updated list of members, name tags and other data

Chair of Education: **Mike Smolak** [Mike@NWRetire.com](mailto:Mike@NWRetire.com)

- Arrange speakers for our meetings

Chair for Tastings: **Ted Johnson**, [tedj52@msn.com](mailto:tedj52@msn.com)

- Conduct club tastings
- Review and improve club tasting procedures

Chair of Winery/Vineyard Tours: **Bill Brown** [bbgoldieguy@gmail.com](mailto:bbgoldieguy@gmail.com)

- Select wineries to visit
- Arrange tours
- Cover logistics (food and money)

Chair of Group Purchases: **Jonathan Brown** [jonabrown@gmail.com](mailto:jonabrown@gmail.com) & Jim Ourada  
[jim.m.ourada@intel.com](mailto:jim.m.ourada@intel.com)

Makes the arrangements to purchase, collect, and distribute

- Grape purchases
- Supplies – These should be passed to the President for distribution.

Chair of Competitions: **Don Robinson** [don\\_robinson\\_pdx@yahoo.com](mailto:don_robinson_pdx@yahoo.com)

- Encourage club participation in all amateur competitions available. Make information known through Newsletter, e-mail and Facebook.

Chairs for Social Events: **Marlene Grant** [denmargrant@earthlink.net](mailto:denmargrant@earthlink.net) Barbara Stinger & Mindy Bush – Helpers

- Awards Gala / Holliday parties

• Web Content Editor: **Rick Kipper** [kips@lycos.com](mailto:kips@lycos.com)

Webmaster: **David Ladd**