



IOWA WINE
GROWERS
ASSOCIATION

900 Des Moines Street / Des Moines / Iowa / 50309
515.262.8323 / 800.383.1682 / fax: 515.262.8960

2007 Annual Conference

Friday, February 9 and Saturday, February 10

Hotel Fort Des Moines, 10th Street & Walnut, Des Moines, Iowa

As the host hotel for the convention, Hotel Fort Des Moines is pleased to offer IWGA members rooms at the rate of \$91 per night for singles/doubles and corporate suites for \$111 per night. *These group rates will be available through January 11, 2007. Make your hotel reservations now on line at www.hotelfortdesmoines.com using ID # 665624 or call the hotel at 800.532.1466. Be sure to mention your participation in the IWGA Annual Meeting to secure the rate.*

The Iowa Wine Growers Association 2007 Annual Conference is here and a great event is expected. This year's convention will be held on February 9 - 10. The main events will be held at the Hotel Fort Des Moines located in downtown Des Moines, Iowa. The main events are as follows:

Port Tasting & Port Making *Friday, February 9, 2007 - 1:00-3:00 pm*

Lisa Nelson, General Manager/Associate Winemaker for Ficklin Vineyards in Madera, California will discuss a brief history of their winery which was established in 1946. She will include information on the vineyard and their unique adobe wine cellar. She will cover the grapes, the methods of production, what makes port wine unique, the *solera* or fractional blending system, which will be followed by a tasting session of several of Ficklin's vintage port wines. Participants will have the opportunity to sample a Tinta Port, a 10-year Tawny Port, a 1991 Vintage Port and a "surprise wine", as well. The tasting session will be followed by a question and answer session. This session will be attended on a first come basis as it is limited to 75 attendees due to the port-tasting session. There is a separate registration fee for this session.

IWGA Annual Meeting Forum *Friday, February 9, 2007 - 3:30 pm*

All current members are welcome and encouraged to attend this meeting.

Wine Reception *Friday, February 9, 2007 - 6:30-10:30 pm*

The Friday night wine reception will be held at the *John and Mary Pappajohn Education Center* at 1200 Grand Avenue in Des Moines, Iowa. Wines will be provided by wineries from around the state of Iowa with heavy hors d'oeuvres catered by *Christiani's VIP Catering Service* in Des Moines. The musical entertainment of David Zollo and the Body Electric will be featured this evening as well. Attire for the evening is festive casual. The *John and Mary Pappajohn Education Center* is a new location for this event. It is located at the corner of Grand and 12th Street in downtown Des Moines (three blocks from the Hotel Fort Des Moines). For a map and directions please go to www.dmhec.com and click on the *directions* link in the upper right corner.

Conference Sessions *Saturday, February 10, 2007 - 8:30 am-5:15 pm*

Conference sessions will begin at 8:30am. We will have presentations given in concurrent sessions in the areas of viticulture and enology. There will be five time frames for these sessions, given two at a time. Please refer to the agenda (page 3) to see a list of scheduled sessions and speakers. Vendors will be set up from 8:00am - 6:00pm during these conference sessions.

Wine Reception & Banquet *Saturday, February 10, 2007 - 5:30 pm*

The Wine Reception and Banquet will begin at 5:30pm at the Hotel Fort Des Moines. The musical entertainment of *David Zollo and the Body Electric* will follow the banquet.

Speaker Biographies

Dr. Christian Butzke - Dr. Butzke is the Associate Professor of Enology for the Department of Food Science at Purdue University. He is the author of over thirty scientific and popular publications on wine. He is the co-founder of the Joint Burgundy-California-Oregon Winemaking Symposia, a director of the American Society for Enology and Viticulture, and has served as enology program chair for the Unified Wine & Grape Symposium.

Dr. Paul Domoto - Dr. Domoto is a Professor of Horticulture, and has been a member of the ISU Department of Horticulture since 1974. He received his BS and MS in Plant Science from the California State University in Fresno in 1969 and 1971, and his PhD in Horticulture from the University of Maryland in 1974. At ISU, Dr. Domoto is the extension specialist for commercial fruit crops.

Dr. Erwin "Duke" Elsner - Dr. Elsner holds a BS and MS in Entomology from Michigan State University, and a PhD. in Entomology from Pennsylvania State University. Prior to joining MSU Extension in 1990, he was a post-doctoral research assistant involved in tree fruit insect studies at Washington State University and an assistant professor of Entomology at Rutgers University in New Jersey.

Dr. Nick Frey - Dr. Frey became President of the Sonoma County Winegrape Commission in September 2006. Previously, he was Executive Director of the Sonoma County Grape Growers Association (SCGGA). He received a BS in Agronomy from Iowa State University in 1970, and a PhD in Plant Physiology from the University of Minnesota in 1974. Dr. Frey spent 25 years working for Pioneer Hi-Bred International, Inc. where his responsibilities included research, research management and new business development.

Mr. Ken Fugelsang - Mr. Fugelsang is Professor of Enology at California State University, Fresno. Since joining the university in 1972, he has published over 150 technical papers and books. Most recently, he has co-authored the second edition of *Wine Microbiology* with Charles Edwards of Washington State University. As part of his responsibilities, Professor Fugelsang also manages Fresno State's 20,000 case commercial winery where his students have received over 200 awards in major wine competitions since its inception in 1997.

Mr. Paul Gospodarczyk - Mr. Gospodarczyk has his degree in Fruit Science and Enology from Missouri State University. He has worked at wineries in New Zealand, Oklahoma, and Oregon ranging in size from 30 tons to 2,200 tons of fruit processed each year. At DMACC, Mr. Gospodarczyk is coordinating an Associate of Winegrowing degree with Charles Sturt University in Australia. In addition, he is developing a Wine Business Conference, a wine competition, and other educational programs for the industry.

Dr. Grant Holder - Dr. Holder received his Ph.D. in Analytical Chemistry from the Georgia Institute of Technology in 1988. He has been at Appalachian since that year and has been a full Professor since 1999. Dr. Holder is directing the development of the enology, viticulture and natural products group at Appalachian State.

Mr. John Marshall - Mr. Marshall began growing grapes back in the 1970's with an experimental vineyard in his father's orchard. He and his wife, Barb, established their vineyard and nursery in Lake City, Minnesota in 1988. This operation specializes in retailing table grapes and juice and selling cold hardy nursery stock. The vineyard currently consists of 7 acres of producing vines. Mr. Marshall formed the Minnesota Grape Growers Association in 1982.

Ms. Lisa Nelson - Ms. Nelson was hired in early 2001 to help organize and open Ficklin Vineyards' tasting room and wine club. In early 2006, with the 60-year-old winery experiencing significant growth, she became a full-time assistant/general manager there. Ms. Nelson is versed in both wine production as well as wine marketing.

Mr. Tom Payette - Mr. Payette is one of the East Coast's premier winemakers as well as an authority on winery start-ups and expansions. He has more than 20 years of experience in still and sparkling wine production in Virginia along with 3 years experience in ultra-premium Bordeaux varietal wine production in Napa, California. Tom has judged state and regional competitions for 15 years and international competitions from California to New York for over four years.

Mr. Lynn Walding - Mr. Walding was appointed in February of 2000 to the position of Administrator of the Alcoholic Beverages Division. Prior, he served as an Assistant Attorney General in the Iowa Department of Justice for nineteen years. Mr. Walding also serves as an adjunct professor of public administration at Iowa State University where he teaches courses in Administrative Law and Government, Business & Society. Mr. Walding received his BA in political science, an MPA in public administration and his JD from The University of Iowa.

Mr. Mike White - Mr. White has been a regional ISU Extension Crop Specialist since 1994. Mr. White started working with Iowa grape growers in January of 2000, and in May 2002 he received a half-time appointment as ISU Extension Viticulture Specialist for Iowa. His educational achievements include receipt of an AS degree from Iowa Western Community College and BS and MA degrees from Iowa State University. Mr. White's professional endorsements include Certified Professional Agronomist (CPAg) and Certified Crop Advisor (CCA).



IWGA 2007 Annual Convention Agenda

Friday, February 9, 2007

1:00-3:00 pm Port Tasting & Port Making

Lisa Nelson, Ficklin Vineyards, Madera, CA

3:30 pm Annual Meeting Forum

6:30-10:30pm Wine Reception

*Held at the John and Mary Pappajohn Education Center,
Des Moines, Iowa*

Saturday, February 10, 2007

**8:30-9:30 am "Winery Marketing -
How We Do It In California"**

*Dr. Nick Frey, President, Sonoma Winegrape Commission,
Santa Rosa, CA*

9:30-10:00 am TITLE TBA

*Mr. Lynn Walding, Administrator,
Alcoholic Beverages Division (ABD), IA*

10:15-10:30 am Break

10:30-11:30 am Concurrent Session #1

"Winemaking 101"

Mr. Paul Gospodarczyk, DMACC, Ankeny, IA

**"Trellis Systems vs. Varieties
vs. Management: Pros & Cons"**

*Dr. Erwin "Duke" Elsner, Wine & Grape Agent,
Michigan State University Extension, Traverse City, MI*

11:30 am-12:30 pm Concurrent Session #2

**"Bitartrate Instability, Testing
and Monitoring"**

*Mr. Ken Fugelsang, Associate Professor of Enology and
Winemaker, California State University, Fresno, CA*

"Viticulture 101"

*Mike White, Crop Specialist, Iowa State University
Extension, Indianola, IA*

Saturday, February 10, 2007

(continued)

12:30-2:00 pm Lunch & Vendor Visiting

2:00-3:00 pm Concurrent Session #3

"Iowa Winery Safety 'Crush' Course"

*Christian Butzke, Associate Professor of Enology,
Department of Food Science, Purdue University, IN*

**"Rule of Thumb in the Vineyard -
From 30+ Years of Vineyard Experience"**

*John Marshall, Great River Vineyard & Nursery,
Lake City, MN*

3:00-3:15 pm Break

3:15-4:15 pm Concurrent Session #4

**"How to Conduct a Blending Session"
"Sulfur Dioxide"**

*Tom Payette, Consulting Winemaker,
Lost Creek Vineyards, Loudon County, VA*

"Report on Wine Cultivar Research"

*Paul Domoto, Iowa State University Horticulture,
Ames, IA*

4:15-5:15 pm Concurrent Session #5

**"WISELAB: North Carolina's
Wine & Grape Quality Project"**

*Grant Holder, Appalachian State University,
Boone, NC*

"The Sonoma Winegrape Industry"

*Nick Frey, President, Sonoma Winegrape Commission,
Santa Rosa, CA*

5:15 pm Adjourn

5:30 pm Wine Reception and Banquet



Meet an Iowa music mogul, David Zollo of Iowa City. Zollo is a singer, songwriter, keyboardist, manager and record producer for his band David Zollo and the Body Electric. He's also the founder and owner of his own music label, Trailer Records, which features 12 Iowa artists, including Iowa's own Greg Brown. Zollo's fusion of blues, jazz and rock music has been an Iowa and Midwest staple for nearly 10 years.

Christiani's VIP Catering

Setting the Standard for All of Central Iowa's Special Events

Christiani's VIP Catering provides off premise catering for social events, corporate events, and wedding receptions. Their professional catering service is available at your home, office, or the many event facilities throughout central Iowa.

Impeccable service and attention to detail is their commitment to their clients. Special occasions are an opportunity for them to present distinctive, elegant creations in food and in their service which always exhibits excellence. They are determined to exceed your expectations.

Thank You IWGA Sponsors!

The Label Gallery, Inc.

Prospero Equipment Corporation

Iowa Wine & Beer Promotion (IDED)

2007 Annual Conference

Friday, February 9 and Saturday, February 10

Hotel Fort Des Moines, 10th Street & Walnut, Des Moines, Iowa



IOWA WINE
GROWERS
ASSOCIATION

*900 Des Moines Street
Des Moines, Iowa 50309*

2007 IWGA Annual Convention
February 9-10 at the Hotel Fort Des Moines, Des Moines, Iowa
REGISTRATION FORM



<i>Friday, February 9, 2007</i>		#Attending	\$Amount
Port Tasting & Port Making (1:00-3:00pm) This session is limited to the first 75 people who register.	\$50 (member) \$75 (non-member)		
Wine Reception (6:30-10:30pm) Held at the Pappajohn Center in Des Moines, Iowa	\$45 (member) / \$55 after 2-2-07 \$55 (non-member) / \$65 after 2-2-07		
<i>Saturday, February 10, 2007</i>			
Conference Sessions (8:30am-5:30pm) This price includes the Friday Annual Meeting Forum (3:30pm). Saturday Session Fees include continental breakfast, lunch and snack. Conference Sessions are also available to students with a student ID.	\$95 (member) / \$120 after 2-2-07 \$120 (non-member) / \$145 after 2-2-07 \$50 (student w/ID) / \$75 after 2-2-07		
Wine Reception & Banquet (5:30pm)	\$45 (member) / \$55 after 2-2-07 \$55 (non-member) / \$65 after 2-2-07		
IWGA Dues (Please see reverse side of this form for details on IWGA Membership Dues for 2007.)			
Total Amount Due			

PLEASE NOTE THE FOLLOWING INFORMATION:

- ◆ You must pre-register by Friday, February 2, 2007 to get the “pre-registration” discount.
- ◆ The member rates for attending the IWGA events are available to non-members if you choose to include your membership fee with this registration. Please see reverse side of this form for details on becoming a member.
- ◆ No refunds will be granted after February 2, 2007.
- ◆ Please return this completed form and a check made payable to:

Iowa Wine Growers Association
900 Des Moines Street
Des Moines, Iowa 50309

Please fill out the following CONTACT information.

NAME: _____
 COMPANY: _____
 ADDRESS: _____
 CITY/STATE/ZIP: _____
 PHONE: _____ FAX: _____
 E-MAIL: _____

Please fill out the following ATTENDEE information. If the contact person is also attending the IWGA Annual Meeting, please list name again as Attendee #1. Please check events attending for EACH attendee.

If you are registering more than seven attendees for the IWGA Annual Meeting Events you may make additional copies of this page.

Attendee #1: _____
 Attendee #2: _____
 Attendee #3: _____
 Attendee #4: _____
 Attendee #5: _____
 Attendee #6: _____
 Attendee #7: _____

Friday Port Tasting & Port Making	<input type="checkbox"/>	Friday Wine Reception	<input type="checkbox"/>	Saturday Conference Sessions	<input type="checkbox"/>	Saturday Wine Reception & Banquet	<input type="checkbox"/>
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