

## 1-28-08 WWW Enology Resources

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### Winery Business Plans & Feasibility Studies

1. Alan Dillard's (Illinois Winery/Grape Consultant) Winery Cost Estimate:  
<http://w3.aces.uiuc.edu/NRES/faculty/Skirvin/cfar/winest.htm>
2. "Ohio Winery Starter Kit" Estimated costs, etc... 71 p:  
[http://www.ohiowines.org/winery\\_starter\\_kit.htm](http://www.ohiowines.org/winery_starter_kit.htm)
3. 2002-2007 "Writing a Business Plan: An Example of a Small Premium Winery, Cornell Univ:  
<http://aem.cornell.edu/outreach/materials.htm>
4. "Winery Start Up Profile and Business Plan Workbook" Small Business Development Center, Southern Illinois Univ: <http://www.illinoisbiz.biz/bus/pdf/WineryStartUpProfile.pdf>
5. "Economics of a Small Premium Winery" Univ. of Georgia:  
<http://www.smallfruits.org/BunchGrapes/production/EconomicsofaSmallPremiumWinery.pdf>
6. 50 p. Winery Business Plan from Univ. of Tennessee:  
<http://www.utextension.utk.edu/publications/pbfiles/PB1688.pdf>
7. Winery Fields list of 16+ Winery Business Plan resources (EXCELLENT!)  
<http://www.vineryfields.com/winery-business-plan.html>
8. Small Winery Investment & Operating Costs, Excellent 48 p. Winery Business Plan Guide from Washington State Univ:  
[http://www.agribusiness-mgmt.wsu.edu/AgbusResearch/docs/wine\\_grapes/eb1996\\_05.pdf](http://www.agribusiness-mgmt.wsu.edu/AgbusResearch/docs/wine_grapes/eb1996_05.pdf)
9. Economic Considerations for Small to Medium Sized Wineries:  
<http://www.marylandwine.com/mwa/startup/images/webg92-6wg.pdf>
10. ISU Ag Marketing Resource Center: <http://www.agmrc.org>  
(Excellent interactive down-loadable EXCEL winery business plan interactive worksheets)  
<http://www.agmrc.org/agmrc/commodity/fruits/wine/wineryfeasibility.htm>

### Licensing & Labels

1. Federal Licensing & Labeling info: <http://www.ttb.gov/wine/index.shtml>
2. "What You Need to Know About Wine Labels" Excellent TTB brochure:  
[http://www.ttb.gov/pdf/grape\\_wine\\_labels0706.pdf](http://www.ttb.gov/pdf/grape_wine_labels0706.pdf)
3. "Federal Wine Regulations" 40p pdf by Scott Abeyta:  
<http://viticulture.hort.iastate.edu/info/pdf/fedwineregs.pdf>

### Enology Education

1. Allan Hancock College Viticulture & Enology Program, Santa Maria, CA:  
[http://www.hancockcollege.edu/body\\_viticulture.asp?ID=363](http://www.hancockcollege.edu/body_viticulture.asp?ID=363)
2. Brock Univ.- Canada: <http://www.brocku.ca/ccovi/>
3. Cornell's Vinification & Brewing Technology Lab: <http://www.nysaes.cornell.edu/fst/vb/>  
and <http://www.nysaes.cornell.edu/fst/faculty/henick/>
4. DMACC Enology & Viticulture: <http://www.dmacc.edu/programs/viticulture/>
5. Fresno State "Viticulture & Enology Research Center" California Ag & Technology Institute:  
<http://cati.csufresno.edu/verc/>
6. Grayson Community College, Denison, TX: <http://www.grayson.edu/>
7. Michigan State University Viticulture & Enology Program:  
<http://www.honeyflowfarm.com/articles/msu/msu.htm>
8. Shawnee Com. College, Shawnee, IL: <http://www.shawneecc.edu/sccvit/default.asp>

9. Surry Community College, Dobson NC:  
<http://www.surry.edu/programs/curriculum/viticulture.html>
10. WA State: <http://www.wineducation.wsu.edu/>
11. UC Davis Enology Center: <http://wineserver.ucdavis.edu/>
12. VESTA Online Viticulture & Enology Program: <http://www.vesta-usa.org/>
13. Virginia Tech's Enology Dept.: <http://www.fst.vt.edu/extension/enology/index.html>
14. Walla Walla Com. College, Enology & Viticulture Program, Clarkston ,WA.  
<http://www.wbcc.edu/programs/proftech/wine/>

### **Wine Making & Recipes**

1. "Making Table Wine at Home", UC Davis 52 page pdf "How-To" document:  
<http://wineserver.ucdavis.edu/WineGrape/Homewine/index.htm>
2. "Wine Making Manual" 23 chapter book by Lum Eisenman that can be downloaded free: <http://www.geocities.com/lumeisenman/>
3. "Wine Making Home Page" HUGE list of Viticulture and Enology sites:  
<http://winemaking.jackkeller.net/referenc.asp>
4. "Nick Truman's Online Wine Making Guide", excellent list of wine recipe's:  
<http://home.btconnect.com/ntruman/wine/>
5. "Making Wine For Home Use" 40 p. PDF document, Missouri State Univ. at Mountain Grove: <http://mtngrv.missouristate.edu/Publications/MWFHUpub.htm>
6. Homebrew Adventures: [http://www.homebrew.com/wine\\_cellar/wineblog.shtml](http://www.homebrew.com/wine_cellar/wineblog.shtml)
7. Winemaking HQ: <http://www.winemakinghq.com/>

### **Consumer Magazines**

1. Decanter: <http://www.decanter.com/>
2. Food & Wine: <http://www.foodandwine.com/>
3. MakeMineWine (Midwest Consumer Magazine): <http://www.makeminewinemagazine.com>
4. The Wine Spectator magazine: <http://www.winespectator.com/Wine/Home>
5. The Wine Lovers Page: <http://www.wineloverspage.com/>
6. Wines.com: <http://wines.com/>
7. Wine & Cuisine: <http://www.wineandcuisine.org/>
8. Wine Advocate: <http://erobertparker.com/>
9. Wine X Magazine: <http://www.winexmagazine.com/>

### **Trade Magazines**

1. American Vineyard: <http://malcolmmmedia.com/av.htm>
2. Beverage Dyamamics and/or Cheers(FREE): <http://www.beveragenet.net/magazines.asp>
3. Australia/New Zealand Grape Grower & Winemaker: <http://www.grapeandwine.com.au/>
4. Australia/New Zealand Wine Titles: <http://www.winetitles.com.au/wij/>
5. Practical Winery & Vineyard: <http://www.practicalwinery.com/>
6. Small Winery: [www.smallwinery.us](http://www.smallwinery.us)
7. WineMaker Magazine: <http://www.winemakermag.com/>
8. Wine Market Report: <http://www.winemarketreport.com/>
9. Wine Business Monthly - #1 Wine Business site for Professionals: <http://winebusiness.com/>
10. Wine East: <http://www.wineeast.com/>
11. Winemaker Magazine: [www.winemakermag.com](http://www.winemakermag.com)
12. Wine News: <http://www.thewinenews.com>
13. Wines & Vines: <http://www.winesandvines.com/>
14. Vineyard & Winery Management: <http://www.vwm-online.com/>

### **Wine Industry Associations**

1. American Institute of Wine & Food: <http://www.aiwf.org/>

2. The American Society of Enology & Viticulture: <http://www.asev.org/>
3. Professional Friends of Wine: <http://www.winepros.org/>
4. Specialty Wine Retailers Assn: <http://www.specialtywineretailers.org/>
5. WineAmerica: <http://www.wineamerica.org/>
6. Wine Market Council: <http://www.winemarketcouncil.com/>
7. The Wine Institute: <http://www.wineinstitute.org/>
8. Wine Vision: <http://www.winevision.org/>

### **“Free” Enology and Wine Business E-mail Newsletters**

1. Dr. Bruce Zoeklein’s “Enology Notes at Virginia Tech: <http://www.fst.vt.edu/extension/enology/>
2. Wine Business Daily News: <http://winebusiness.com/news/?ref=hn>
3. Benson Group Daily News: <http://www.bensonmarketing.com/>
4. New York Wine Press: [http://www.newyorkwines.org/maillist/learn\\_more.asp](http://www.newyorkwines.org/maillist/learn_more.asp)
5. Wine Enthusiast e-mail alerts: <http://www.wineenthusiast.com>
6. TTB Industry Updates: [http://www.ttb.gov/wine/wine\\_ic.shtml](http://www.ttb.gov/wine/wine_ic.shtml)
7. Australia’s Daily Wine News: <http://www.winebiz.com.au/>
8. ISU Wine Grower News: <http://www.extension.iastate.edu/Wine/Resources/winegrowernews.htm>
9. NC - From the Wine Cellar: <http://www.ncwine.org/newsletter/mail.asp>
10. Assorted newsletters from Drinkwine: <http://www.drinkwine.com/wine/newsletters.html>
11. Ohio State Grape-Wine Electronic Newsletter: <http://www.oardc.ohio-state.edu/grapeweb/OGEN/20080104/ogen01042008.htm>
12. The Perfect Grape: <http://www.perfectgrape.com/home.asp>
13. MO Wines: [http://www.missouriwine.org/pdf/winenews\\_042007.pdf](http://www.missouriwine.org/pdf/winenews_042007.pdf)
14. Specialty Wine Retailers Assn: <http://www.specialtywineretailers.org/>

### **Wine Industry Statistics**

1. Adams Beverage Group(fee based): <http://www.adamsbevgroup.com/home.asp>
2. AC Nielsen (fee based): <http://acnielsen.com/products/rms.shtml>
3. Competition of the Global Wine Industry: <http://online.sfsu.edu/~castaldi/bie/globcase.htm>
4. Research & Markets(fee based): <http://www.researchandmarkets.com/>
5. MKF (fee based): <http://www.mkf.com/>
6. Tax & Trade Bureau Statistics: <http://www.ttb.gov/statistics/index.shtml>
7. The Wine Institute: <http://www.wineinstitute.org/resources/statistics>
8. USDA Economic Research Service: <http://www.ers.usda.gov/>
9. USDA Foreign Ag Service: [http://www.fas.usda.gov/scriptsw/bico/bico\\_frm.asp](http://www.fas.usda.gov/scriptsw/bico/bico_frm.asp)
10. National Ag Statistics by State: [http://www.nass.usda.gov/Statistics\\_by\\_State/](http://www.nass.usda.gov/Statistics_by_State/)
11. WineAmerica: <http://www.wineamerica.org/>
12. Wine Market Council: <http://winemarketcouncil.com/>
13. Wine Opinions (Fee Based): <http://wineopinions.com/>
14. Wine Spectator: <http://www.winespectator.com/Wine/Home/>

### **Tasting Room Management**

1. Essential Wine Tasting Guide: <http://www.essentialwinetastingguide.com/>
2. Napa Valley Scorecard: <http://www.winebusiness.com/ReferenceLibrary/webarticle.cfm?dataId=41491>
3. Online Wine Tasting Guide: <http://www.wineloverspage.com/taste/wheel.phtml>
4. ServSafe – online alcohol serving training: <http://www.servsafe.com/alcohol/>
5. “Tasting Room Management” 15p pdf by Sandra Taylor: <http://viticulture.hort.iastate.edu/info/06iawgmtg/tastingroommgt.pdf>
6. TAM – Techniques of Alcohol Management: <http://tamusa.org/>
7. Wine.com wine tasting tips: <http://www.wines.com/winetasting.html>

8. Sensory Users Manual, Professional Friends of Wine:  
[http://www.winepros.org/wine101/sensory\\_guide.htm](http://www.winepros.org/wine101/sensory_guide.htm)
9. Wine Lovers Tasting form: <http://www.wineloverspage.com/tastfrm1.htm>
10. Wine.com Wine Scorecard: [http://www.bettertastingwine.com/wine\\_tasting\\_score\\_card.html](http://www.bettertastingwine.com/wine_tasting_score_card.html)
11. Wine Spectator Online “Free” Wine Courses: <http://www.winespectatorschool.com/wineschool/>

## **Sommelier Schools**

1. U.S. Sommelier Association: <http://www.ussommelier.com/>
2. International Sommelier Guild: <https://www.internationalsommelier.com/>
3. Society of Wine Educators: <http://www.societyofwineeducators.org/public/index.aspx>
4. International Wine Guild: <http://www.internationalwineguild.com/main.cfm?PageID=75>
5. Institute of Masters of Wine – London: <http://www.masters-of-wine.org/>

## **Winery Design**

1. “Winery Design in the 21<sup>st</sup> Century” Australia:  
[http://www.winenet.com.au/articles/WineNetwork\\_Winery-design-21C\\_RB-MP-GB02.pdf](http://www.winenet.com.au/articles/WineNetwork_Winery-design-21C_RB-MP-GB02.pdf)
2. “Winery Planning & Design” 200p CD by Dr Bruce Zoeklein of Virginia Tech, \$95:  
“Winery Utilities Planning & Design & Operation” 550p, by David Storm, \$120  
“Winery Wastewater Handbook” 128p by Chapman, Baker & Wills, \$25  
<http://www.practicalwinery.com/bookshelf.htm>
3. “Adventurous Wine Architecture”, 204p, by Michael Webb - \$60  
<http://www.imagespublishinggroup.com/>

## **Winery Equipment Sources**

1. Criveller: <http://www.criveller.com/>
2. Custom Metalcraft, Springfield, MO: <http://www.custom-metalcraft.com>
3. Darlington Dairy Supply, WI: <http://www.ddsco.com/>
4. GW Kent: <http://www.gwkent.com/>
5. Hoovers Materials Handling, Beatrice, NE: <http://www.hooversolutions.com/>
6. LD Carlson, Kent Ohio: <http://www.ldcarlson.com/>
7. Modern Stainless Steel & Design, Dayton, NV: <http://www.modernstainless.com/>
8. Napa Fermentation Supplies: <http://www.napafermentation.com/>
9. Pasco Poly, Wieser, ID: <http://www.pascopoly.com/>
10. Paul Mueller: <http://www.muel.com/>
11. Pickering Winery Supply, San Fran., CA: <http://www.winerystuff.com/>
12. Presque Isle Wine Cellars: <http://www.piwine.com/>
13. Prospero: <http://www.wineryequipment.com/>
14. Ripley Stainless: <http://www.ripleystainless.com/>
15. Santa Rosa Stainless, Santa Rosa, CA: <http://www.srss.com/>
16. Sound Brewing, Olymbia, WA: <http://www.soundbrew.com/> (used equipment)
17. St. Louis Wine & Beermaking: <https://wineandbeermaking.com/store/index.php>
18. St. Pat’s: <http://www.stpats.com/mainpage.htm>
19. TCW Equipment, St. Helena, CA: <http://www.tcw-web.com/>
20. Valley Pipe & Supply: <http://www.valleypipe.com/>
21. Vance Metal Fabricators, Geneva, NY: <http://www.vancemetal.com/>