

APPENDIX D

INDUSTRY LETTERS OF SUPPORT

The following organizations provided the Northern Grapes project with letters of support and interest in this project (letters are attached):

| Organization | Members | Wineries | Vineyards |
|---|----------------|-----------------|------------------|
| Connecticut Vineyard and Winery Association | 40 | | |
| Connecticut Wine Development Council | 32 | 32 | |
| Iowa Wine Growers Association | 160 | 50 | 150 |
| Western Iowa Grape Growers Association | 80 | 12 | 50 |
| Illinois Grape Growers and Vintners Association* | 400 | 100 | 300 |
| Northern Illinois Winegrowers Association | 70 | 12 | 35 |
| Scenic Rivers Wine Trail (Illinois and Iowa) | 18 | 9 | 12 |
| Massachusetts Farm Wineries and Growers Association | 26 | | |
| Michigan Grape and Wine Industry Council* | | 100 | 250 |
| Minnesota Farm Winery Association | 25 | | |
| Minnesota Grape Growers Association*** | 600+ | 43 | 500 |
| Nebraska Wine and Grape Growers Association | 100+ | 28 | 80 |
| New Hampshire Winery Association | 40 | 30 | 30 |
| New York Wine and Grape Foundation* | 280 | 35 | 1631 |
| Northern New York Wine Grape Growers | 70 | 9 | 50 |
| Upper Hudson Valley Wine and Grape Association | 20 | 12 | 7 |
| Lake Champlain Wine Association | 25 | 6 | 12 |
| North Dakota Wine and Grape Foundation | 80 | 12 | 48 |
| Pennsylvania Winery Association | 110 | 110 | 75 |
| South Dakota Winegrowers Association | | | |
| South Dakota Specialty Producers Association | 50 | 27 | |
| Vermont Grape and Wine Council | 30 | 23 | 27 |
| Wisconsin Grape Growers Association | 140 | | |
| Totals | 2396 | 650 | 3257 |

* Includes producers in warmer regions with other cultivars

** Single grower in north central Pennsylvania

*** Membership drawn from several states and may overlap with other organizations.



Connecticut Vineyard and Winery Association

433 So. Main St., Suite 309 · West Hartford, CT 06110 · 860 216 6439 · Fax 860 216 4098 · www.ctwine.com

March 31, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Connecticut Vineyard and Winery Association has over 40 members, representing 25 wineries and vineyards in Connecticut.

We are writing to indicate our continued support as an organization for the project entitled Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the Northern Grapes Project will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

George Motel
President
Connecticut Vineyard and Winery Association

March 25, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Connecticut Wine Development Council, represents all 32 licensed farm wineries in Connecticut.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries*.

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the webinar series which provides technical information in a format that allows everyone to participate, regardless of their location.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

A handwritten signature in cursive script that reads "Jaime L. Smith". The signature is written in black ink and is positioned above the printed name.

Jaime Smith
Connecticut Wine Development Council Staff
Connecticut Department of Agriculture



IOWA WINE GROWERS ASSOCIATION

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

March 19, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Iowa Wine Growers Association has over 160 members, representing 50+ wineries and 150 vineyards in Iowa and surrounding states of Nebraska, Missouri, Minnesota and Illinois.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the webinars and workshops.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

Joan O'Brien, Administrator
Iowa Wine Growers Association

ILLINOIS WINE™

March 19, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Illinois Grape Growers and Vintners Association, has over 400 members, representing 100 wineries and 300 vineyards in Illinois.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries*.

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the webinar series which our members can participate in from their home or office.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,



Megan Pressnall
Director, External Relations
Illinois Grape Growers and Vintners Association

May 13, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, Lake Champlain Wine Association, has over 25 members, representing 6 wineries and 12 vineyards in upstate New York and Canada.

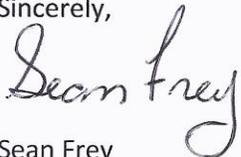
We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries*.

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the educational symposiums that are held and the webinar series. These programs help us to increase our knowledge, improve growing and winemaking techniques, which leads to a higher quality product.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefiting greatly from the research and education that will continue to come out of it.

Sincerely,

A handwritten signature in cursive script that reads "Sean Frey".

Sean Frey
Winery Representative
Lake Champlain Wine Association



M F W G A

April 10, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Massachusetts Farm Wineries and Growers Association has over 26 member wineries and vineyards in Massachusetts.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the newsletter and webinar series.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

Kim LaFleur
Executive Director

Massachusetts Farm Wineries & Growers Association, Inc.
72 Brook St
Plympton, MA 02367
www.masswinery.com



RICK SNYDER
GOVERNOR

STATE OF MICHIGAN
DEPARTMENT OF AGRICULTURE
AND RURAL DEVELOPMENT

JAMIE CLOVER ADAMS
DIRECTOR

March 21, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Michigan Grape and Wine Industry Council, represents over 100 wineries and over 250 wine grape vineyards in Michigan.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries*.

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the Tasting Room research conducted by Dr. Dan McCole and Dr. Don Holecek and the Vineyard Management studies conducted by Dr. Paolo Sabbatini. Presentations on this research have been made by these researchers to members of the Michigan wine industry several times in the past year. Michigan participation in Northern Grapes webinar has been high.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

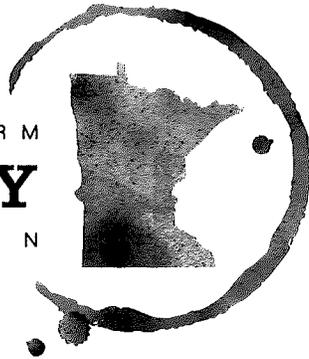
We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

A handwritten signature in black ink that reads 'Linda Jones'.

Linda Jones
Executive Director
Michigan Grape and Wine Industry
Council

MINNESOTA FARM
WINERY
ASSOCIATION



April 1, 2014

Dr. Tim Martinson, Senior Extension Associate
Cornell University, Dept. of Horticulture
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Minnesota Farm Winery Association (MnFWA) has over 25 members, representing wineries and their vineyards in Minnesota.

I am writing to indicate MnFWA's continued support as an organization for the project entitled Northern Grapes: Integrating Viticulture, Winemaking, and Marketing of new Cold-hardy Cultivars Supporting new and Growing Rural Wineries.

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the online presentations from the Northern Grapes Symposium, the monthly live webinars and then the recorded access, and the Newsletters. The website is easy to navigate, facilitating members' utilization of the resources in their busy lives.

This project has already and will continue to give us access to a wide range of expertise and will address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the Northern Grapes Project will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

A handwritten signature in cursive script that reads "Linda Seppanen". The ink is dark and the signature is fluid and personal.

Linda Seppanen, President
linda@ghvwine.com

MGGA

Minnesota Grape Growers Association



March 19, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, Minnesota Grape Growers Association has over 600 members, representing 43 wineries and several hundred vineyards in Minnesota and many other Midwest states in the US.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the live webinars, newsletters and updates on the continuing research which has already provided insights to our grape growing and winemaking efforts.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,



Ronald L. Barnes
President
Minnesota Grape Growers Association



March 27, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Northern Illinois Winegrowers Association, has over 70 members, representing approximately 12 wineries and 35 vineyards in Illinois, Iowa and Wisconsin.

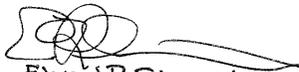
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We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the Northern Grapes Symposium and the webinar series.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

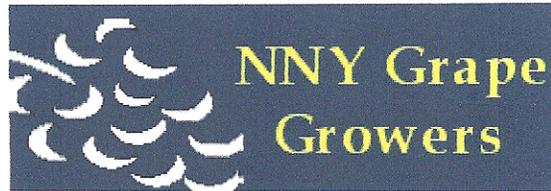
We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,



Edward R Stronski

Experimental Vineyard Manager
Northern Illinois Wine Growers



March 19th, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Northern New York Wine Grape Growers Association has over 70 members, representing 9 wineries and 50 vineyards in upstate New York.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the newsletter, field days and workshops.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

A handwritten signature in black ink that reads "Sue Maring". The signature is fluid and cursive, with a long, sweeping tail on the "g".

Sue Maring
President

Northern New York Wine Grape Growers Association

March 27, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the North Dakota Grape and Wine Association has over 80 members, representing 12 wineries and 48 vineyards in North Dakota, Minnesota and Montana.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the work on yeast strain selection, management of high acid must, trellising methods for earlier ripening, fertility management, and harvest timing, to name a few.

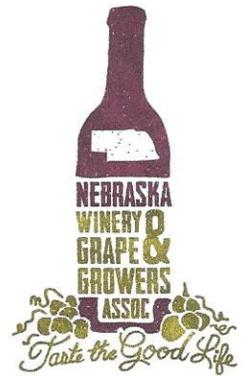
This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,



Greg Krieger
President
North Dakota Grape and Wine Association



April 4, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Nebraska Wine and Grape Growers Association has more than 100 members, representing 28 wineries and 80 vineyards in Nebraska.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

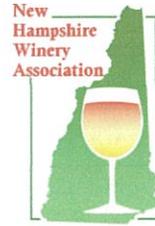
We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the Northern Grapes Webinar series and newsletter.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

Jennifer K. Montgomery
Executive Director
Nebraska Winery & Grape Growers Association



March 21, 2014

New Hampshire Winery Association
65 Jewell Street
South Hampton, NH 03827

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

The New Hampshire Winery Association has over 40 members, representing 30 wineries and vineyards in New Hampshire.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the webinars, the symposia on enology, viticulture, and marketing. Many of our newer members are located in Northern NH in USDA temperature zone 4 and the information on variety options has been especially valuable.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive. The sessions by Chris Gerling and Anna Katharine Mansfield on wine making have been especially useful.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

Peter Oldak, MD
President
New Hampshire Winery Association



800 South Main Street, Suite 200, Canandaigua, NY 14424 • T 585-394-3620 • F 585 -394-3649 • www.newyorkwines.org

March 20, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, New York Wine and Grape Foundation has over 280 members, representing 353 wineries and 1,631 family-owned vineyards in New York.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the Northern Grapes Symposium at our Viticulture 2013 conference along with the webinar series, newsletter, field days, workshops, etc.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

A handwritten signature in black ink, appearing to read "Jim Trezise".

Jim Trezise
President
New York Wine & Grape Foundation





March 28, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Pennsylvania Winery Association has over 110 members, representing 110 wineries and approximately 75 vineyards in Pennsylvania.

We are writing to indicate our support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the webinars, which enable growers located in Pennsylvania to access the educational components of the project.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

Jennifer Eckinger
Executive Director
Pennsylvania Winery Association

SCENIC RIVERS WINE TRAIL

Michael Jarvis
Franklin 6th Street 503
Donnellson Ia. 52625
(319)835-9432

April 4, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Scenic Rivers Wine Trail has over 18 members, representing 9 wineries and 12 vineyards in Iowa and Illinois.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the webinars and workshops.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

Mike Jarvis

Mike Jarvis
President
Scenic Rivers Wine Trail

South Dakota SPECIALTY PRODUCERS ASSOCIATION

March 25, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the South Dakota Specialty Producers Association has over 50 members, representing 27 wineries and many vineyards in South Dakota, Minnesota and Iowa.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially Northern Grape Project monthly webinar series and the information exchanges at the recent Minnesota Grape Growers Association Cold Climate Conference (CCC). The availability of NGP researchers at the CCC and their willingness to share study results as the project progresses was useful to CCC participants, especially our growers. It is also useful to the industry that the monthly webinars provide up-to-date information to growers, wineries, and marketers in a well-rounded set of presentations. The webinar format, presentation and conversation with participants, is very effective and seems to work smoothly. The availability of the recorded webinars has proven useful to members who were not able to join some of the webinars live. In addition, this project uniquely benefits South Dakota because our smaller scale of production and smaller population make it difficult for SDSU Extension Service to provide the in-depth resources that the joint project allows us to enjoy.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,



Patrick (Pat) Garrity
President
South Dakota Specialty Producers Association

Marketing our infinite variety!



March 20, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

The South Dakota Winegrowers Association represents wineries and vineyards in South Dakota who work together to develop and promote our small but growing industry. We are writing to indicate our continued support for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries*.

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that have been working with us for over two years. We have found the information and outputs generated by the project to be quite valuable to our members. We especially appreciate the webinars that allow us to attend and ask questions in real time and listen later in case we missed the session or to pick up details. Also, we have benefitted from research involving cold-hardy grape varieties and the correlation of fruit development with Growing Degree Days (GDD). This helps us plan for the optimal time for harvest, and potentially improves the quality of our wines. Another research project has begun to identify genetic markers that may ultimately allow us to make better choices for varieties that best match our climate conditions and desired flavor profiles. We look forward to marketing our wines with regional seals of certified quality as pioneered by the Iowa Quality Wine Consortium and hopefully will be extended by the Northern Grapes Project.

With continued funding, we know that this project will continue to give us access to a wide range of expertise, and address key issues that were identified in earlier stakeholder meetings. We really need to have the *Northern Grapes Project* funded for an additional two years in order to capture the full value of the several research projects that have been initiated and are starting to provide information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will ensue.

Sincerely,

Date: 2014.03.20
08:51:33 -05'00'

Dave Greenlee
President, South Dakota Winegrowers Association

Upper Hudson Valley Wine and Grape Association
24 Church Lane
Schaghticoke, NY 12154

April 2, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, Upper Hudson Valley Wine and Grape Association has over 20 members, representing 12 wineries and 7 vineyards in New York.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the Northern Grapes webinar series, field workshops, and tasting room research conducted by the projects investigators.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,



Gerry Barnhart, President
Upper Hudson Valley Wine and Grape Association



March 22, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Vermont Grape and Wine Council, has more than 30 members, representing 23 wineries and 27 vineyards in Vermont.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the newsletters and the webinars (it's great to have resources accessible with an internet connection, since we're all spread across the northern United States).

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

A handwritten signature in blue ink that reads "Sara Granstrom".

Sara Granstrom
President
Vermont Grape and Wine Council

March 31, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456



Dear Dr. Martinson:

Our organization, the Western Iowa Grape Growers Association has over 80 members, representing 12 wineries and 50 vineyards in Iowa, Nebraska and Missouri.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members, especially the webinar series, field days and workshops.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

Doug Grave
President,
Western Iowa Grape Growers Association

April 2nd, 2014

Dr. Tim Martinson
Senior Extension Associate
Dept. of Horticulture
Cornell University
630 West North Street
Geneva, NY 14456

Dear Dr. Martinson:

Our organization, the Wisconsin Grape Growers Association has over 140 members, including a number of Wisconsin wineries.

We are writing to indicate our continued support as an organization for the project entitled *Northern grapes: Integrating viticulture, winemaking, and marketing of new cold-hardy cultivars supporting new and growing rural wineries.*

We endorse the comprehensive approach to the key grape-growing, winemaking, and marketing issues our members face, and are impressed by the team of research and extension personnel that has been working for over two years now. As well, we have found the information and outputs generated by the project thus far to be quite valuable to our members. The work done on trellising, cold hardiness and canopy management has been particularly helpful to our members in Wisconsin.

This project has already and will continue to give us access to a wide range of expertise, and address key issues that were identified in the stakeholder meetings in 2009 and 2010. We hope the *Northern Grapes Project* will be funded for an additional two years, in order to capture the full value of the numerous individual research projects that have been initiated and are starting to generate information that will help the cold-hardy grape and wine industry to grow and thrive.

We look forward to being continued partners with you on the project and to benefitting greatly from the research and education that will continue to come out of it.

Sincerely,

A handwritten signature in cursive script that reads "Ryan Prellwitz". The signature is written in black ink and is positioned below the word "Sincerely,".

Ryan Prellwitz
President
Wisconsin Grape Growers Association