

All awarded grants through July 2018

2002 USDA Risk Management Agency Risk Management Partnership Grant-\$100,000

Risk Management Education program for grape growers in Idaho, Oregon, and Washington

This education program focused on how to identify and prioritize "risks" facing wine and juice grape producers throughout Oregon, Idaho and Washington and included fact-finding through focus groups, surveys and roundtable discussions. Highest risk topics were identified by growers and "Riskbusters" developed for each issue area (later renamed and branded as Vinewise).

2003 WSU Extension Western Center for Risk Management Education-\$25,000

Agricultural producer training

Expanded the Risk Management Education Program (above) targeting the Pacific Northwest grape and wine industry with hands-on risk seminars on marketing and contracts to support the training of agricultural producers and their families to use improved risk management practices. The agenda of each seminar included an introduction to the Vinewise chapters (originally called Riskbusters) on lending, contracts, marketing plans, and insurance.

2004 USDA RMA Risk Management Education-\$128,800

Producer Education for Wine Grapes, Potatoes, and Tree Fruit

- For Wine Grapes
Extended the efforts for both insurance and lending riskbusters via the development and implementation of hands-on seminars delivered in two growing regions of the state and developed the Riskbuster templates for water, soil, nutrients, cover crops, human resources and business plans. A day-long introductory seminar and keynote presentation was held at the annual Washington Association of Wine Grape Growers convention, followed up with a day-long business planning seminar for producers.
- For Potatoes
Prepared and conducted workshops in the growing regions to assist producers in learning how to develop individual and collective marketing plans for fresh market potatoes as well as how to initiate/update overall farming business plans.
- For Tree Fruit
Hands-on educational workshops at district and annual meeting of the Washington Growers Clearing House were established where workshop leaders assisted growers in using the Cost-Of-Production-Calculator for the eight major varieties of apples produced. Small group sessions increased awareness, generated interest, and promoted trial/adoption of the Calculator as a valuable decision-making tool. Funds also sponsored publication of a Spanish-language Integrated Pest Management technical manual for cherry, pear and apple production.

2004 USDA RMA Risk Management Research –\$743,050 + \$265,000 = \$1,008,050

(In 2007 USDA awarded an additional \$265,000 for the work in this grant)

Data for Grower Decision-Making in Grapes and Tree Fruit

Researched and developed a database for the grape and tree fruit industries to be better prepared and informed with current and coordinated data to help face the challenges of an uncertain environment. The grant funding provided:

- *Comprehensive industry database templates and associated reporting mechanisms for use in vineyards and wineries in Idaho, Oregon, and Washington*
- *Cost-Of-Production Calculators' for organic and conventionally grown apples, cherries, grapes, and pears*
- *Automated crop load and yield estimation techniques*
- *Acreage inventories in Washington and Idaho by crop, variety, age and production to assist grape and tree fruit growers in their decision-making processes*

2008 Washington State Department of Agriculture Specialty Crop Block Grant Program-\$30,000

Vinewise®: Washington State Guide to Sustainable Vineyards

Helped to establish Vinewise® as an interactive, online guide of business and viticulture topics for wine grape growers to determine and assess their current management practices against industry standards of sustainability.

The guide focuses on establishing state benchmarks on sustainability and help vineyards self-assess their sustainability compared to that measure, while also lending information on how to improve in the areas discussed in the guide. Objectives for Vinewise® are:

- *Identify and evaluate grower's current level of proficiency and sustainability within each Vinewise® topic*
- *Evaluate identified areas of strength and weakness based on scores and current point rating system*
- *Aggregate results of Vinewise® self-assessments*
- *Review best practices as defined by Vinewise®*

2010 Washington State Department of Agriculture Specialty Crop Block Grant Program-\$128,250

Winerywise™: Washington State Guide to Sustainable Winery Practices

Helped to establish Winerywise™, which addresses the need for an educational resource to provide Washington wineries guidance on improving sustainability. Funding was used to complete development of a web-based tool to identify management practices that are environmentally sound, economically feasible, and socially equitable.

Specifically, the grant:

- *Finalized Winerywise™ content using objective input to provide technical edits*
- *Designed website, graphic identity and upload content*
- *Facilitated industry outreach and education campaign*

- *Identified three "Wineries In Practice" volunteer wineries to track and compile data for comparisons with energy, water and solid waste reduction and associated cost savings*
- *Disseminated results and feedback from Wineries In Practice volunteers to provide "real life" examples of the value of Winerywise™ education applications for other wineries*

Winerywise™ will allow wineries to measure their current practices and formulate action plans to:

- *Improve energy and water consumption*
- *Employ conscientious waste management practices*
- *Practice environmentally preferred purchasing*
- *Support responsible site development*
- *Foster human and community resources*

Winerywise™ makes available best practices that will not only help protect Washington's natural resources but also demonstrate cost savings associated with these practices.

2010 USDA RMA Risk Management Education (Small Sessions)-\$10,000

Getting Paid: Tools for Washington Grape Growers

This project provided financial and legal tools via three educational sessions organized for grape producers in Washington State. The sessions focused on the understanding and implementation of grape sale contracts, processor liens, and the Perishable Agricultural Commodities Act (PACA) – all tools used to help protect growers from delinquent and/or non-payment for grapes.

As a result of participation in these sessions growers:

- *Understand significance of a signed contract prior to grape delivery*
- *Gained access to a standardized contract template for grape sales*
- *Understand a processor lien, how it applies and how to file*
- *Utilized contracts and processor liens for transactions to leverage full payment*
- *Understand PACA*
- *Learned more effective communication for late payments*

The project also included tracking of:

- *Number of processor liens filed after the seminars (available online thru Washington State Department of Licensing, the filing agency)*
- *Opinions/attitudes of growers and agri-business professional who attend each of the three sessions*

2011 University of Washington and Washington State Department of Labor & Industries Safety and Health Investment Program-\$40,000

Health & Safety Manual for Washington Wineries

This grant is to increase the awareness and use of best occupational health and safety practices by Washington state wineries through development and distribution of a state-specific winery health and safety manual as a part of Winerywise™.

Objectives were to:

- *Conduct a literature review of hazards and hazard controls in the wine industry and discuss occupational health and safety concerns with industry leaders*

- *Facilitate a focus group of wine industry members to assist in developing a Washington-specific health and safety manual and identify the priority health and safety hazards*
- *Draft health and safety resource manual*
- *Create web-based health and safety resource tools*
- *Communicate health and safety manual content to the Washington wine industry*
- *Assess usability and impact of manual and web-based version with email survey*

2011 Washington State Department of Agriculture Specialty Crop Block Grant Program--\$248,750

Washington State Clean Plant Campaign

This research and education project provided the ability to conduct:

- *Statewide survey of grapevine plants in certified nurseries and detect and analyze for diseases*
- *Statewide disease prevention campaign to alert stakeholders to the significant damage disease have on their business and to the Washington grape and wine industry*

Grapevine disease, spread by propagation of infected cuttings as well as pests, is a major threat and constraint to the health and long-term sustainability of the industry and a threat to the state's only reliable source of clean plants: nurseries. Results of this project give WSU and WSDA officials the information to support creation and adoption of standards, practices and technologies. Additionally, the grant raises awareness of the potentially devastating impact of virus diseases, particularly the economic impact of disease to growers, certified nurseries, wineries and other industry stakeholders.

2013 Department of L&I: Performance-Based Safety Training For Small/Mid-Sized Wineries--\$195,646

This grant provides safety training needs assessment in small to mid-sized wineries to identify and prioritize safety training needs. The information gathered will help develop performance-based training methodologies to reduce winery employee illnesses, injuries and fatalities. The grant is to develop training manuals, mobile apps, and web-based instruction materials in English and Spanish to reduce winery accidents, improve application of safe work practices, and establish a 'safety culture' in small and mid-sized wineries.

2014 Western Integrated Pest Management Center Special Issues--\$14,981

Revision and Updating of Pest Management Strategic Plan for Washington State Wine Grape Production To support a Pest Management Strategic Plan workshop and produce a revised and updated plan for Washington state wine grape production.

2014 USDA APHIS: NW Clean Plant Outreach and Education Campaign--\$100,000

To extend work being done under the Washington State Clean Plant Campaign and used for outreach and educational materials including translating from English to Spanish.

2014 USDA RMA Risk Management Education Partnerships--\$48,613

Reducing Revenue Losses Using UCC for Wine Grape Sales

To prevent sales revenue losses to wine grape producers due to slow or non-payment through education about, and implementation of, contracts for formalizing sales terms and UCC filing statements to protect first priority lien position.

2015 USDA APHIS Farm Bill 10007--\$140,206

Harmonizing Protocols in the Northwest – A Pilot Project Driven by Stakeholders

To use a systems approach to:

- update rules and regulations to move toward harmonization between Northwest states (WA, OR, ID)
- address and inform the process of inspecting, auditing and certifying nursery stock production
- update antiquated inspection systems by modernizing certification protocols to include the use of current scientific technology
- provide vine labeling using RFI tag linked to a Department of Ag database (in WA)

2016 USDA APHIS Farm Bill 10007--\$74,750

Harmonizing Grapevine Nursery Stock Certification Programs in the Pacific Northwest

A regional approach to grapevine virus certification by harmonizing quarantine pest lists and regulatory programs for grapevine nursery stock certification in three adjacent states (Idaho, Oregon, and Washington). This project is concurrent with an effort by grape industry stakeholders to drive the development of a harmonized approach by focusing on agency rule development and quarantine alignment. Cooperators on this project will also conduct outreach to other state programs under development in California, New York and Texas. The project will examine the draft State Level Model Regulatory Standard for certification of grapevine nursery stock developed by the National Clean Plant Network-Grapes as a potential model for the regional standard. While the draft State Model Regulatory Standard focuses primarily on G1 level plants, adaptation is needed for state programs, which focus on downstream (G2 thru G4) plants. Creating linkage with other state programs encourages adoption of the draft State Model Regulatory Standard nationally.

The project will:

- Engage stakeholder groups and agencies from all three states
- Compare existing grapevine pest quarantines and certification programs
- Develop a common pest list
- Identify potentially acceptable testing methods and universally acceptable cultural mitigations for those common pests

An existing regional clean plant stakeholder advisory group (Northwest Foundation Block Advisory Group) is utilized throughout the process for advice and to sound out deliverables and their feasibility.

2017 Altria Sponsorship Grant--\$40,000

Update to Online Sustainability Software for Vineyards and Wineries in Washington

Migrated Vinewise® and Winerywise™ to a single platform making them easier to access and use. Online tools, Vinewise® and Winerywise™ help ensure economically viable, socially supportive, and ecologically sound businesses for growers and vintners in Washington State.

An agricultural systems management specialist, SureHarvest, was contracted to create the updated platform of Vinewise® and Winerywise™ which united two previously disparate online systems so

that users may assess both vineyards and wineries for sustainability, compare their assessments year-over-year, and keep notes on plans of actions in in one place.

This software is maintained by the Washington Winegrowers Association.

2017 USDA APHIS Farm Bill 10007--\$78,000

Harmonizing Grapevine Nursery Stock Certification Programs in the Pacific Northwest

A continuation of the 2016 USDA APHIS Farm Bill 10007, this project is unique in that it is driven by stakeholders to create a regional approach to grapevine virus certification by harmonizing quarantines and regulatory programs for grapevine nursery stock certification in Idaho, Oregon, and Washington. It builds on previous efforts to utilize stakeholders to drive development of a harmonized approach by focusing on agency rule development and quarantine alignment, a pilot of the certification rules developed, and outreach to industry to ensure participation.

The project examines draft State Level Model Regulatory Standard for certification of grapevine nursery stock developed by the National Clean Plant Network-Grapes as a potential model for a regional standard.

2017 WSDA Specialty Crop Block Grant--\$225,000

Bolstering Sustainability with Vinewise®: Online Tools for Large and Small Washington Winegrape Growers

Funding to update Vinewise® content including:

- Contract specialist in ag-focused sustainability management information systems to facilitate
- Convene industry and subject experts to evaluate content, identify gaps, and create plan
- Update content to be relevant and timely for wine grape growers
- Execute plan to encourage use by wine grape growers
- Measure outcomes to determine impact of assessments in real numbers, and determine how to be more effective
- Partner with Washington Winegrowers Association to keep Vinewise® active and relevant

2018 USDA APHIS Farm Bill 10007--\$99,440

Harmonizing Grapevine Nursery Stock Certification Programs in the Pacific Northwest

This third year effort will accommodate the lengthy process required for state rule modification which was begun in year two. To date, a draft certification standard was developed and by engaging stakeholders and agencies, grapevine pest quarantines and certification programs were compared, a common pest list developed, and universally acceptable testing methods and cultural mitigations for pests identified. The Northwest Foundation Block Advisory Group was utilized to advise regulators and sound out deliverables and feasibility. Efforts are now on officially implementing pilot study of harmonized quarantine pest list and draft certification standards. Grower and nursery involvement and expanded outreach will be key in gaining acceptance and adoption.

TOTAL:	\$2,735,486
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