



## Vineyard Capital Assistance Program

### *Guidelines 2008*

#### **Program Overview**

The purpose of the 2008 Vineyard Capital Assistance Program is to provide a financial incentive for the establishment of new, or expansion of existing commercial vineyards. The objective of the program is to increase the volume and quality of Maryland wine grapes in order to meet the demand for grapes by wineries in the state of Maryland. Funds may not be used to increase density in existing vineyards.

The program is administered by the Maryland Grape Growers Association in cooperation with the Maryland Wineries Association and the University of Maryland Cooperative Extension Service. Grants will provide between \$2.00 and \$2.50 per vine in reimbursement funds for the purchase of between 650 and 2,400 grape vines suitable for producing quality wine. The minimum number of vines is 650 of any single variety. The maximum number of vines is 2,400. Growers will be required to submit a receipt from the vine vendor documenting the vine count per variety. Vines are to be planted in 2009.

#### **Eligibility**

- Owner or co-applicant with owner, of at least five acres of land where agricultural use is permitted by local and state regulations.
- Applicants who cannot provide proof of having sold grapes to a Maryland winery will be required to attend a grape growing seminar sponsored by the Maryland grape and wine industry.
- As part of the selection process, the proposed vineyard site will be visited by a representative of the Maryland Grapes Growers Association. Applicants who do not desire a site visit should not apply for this program.
- Members of the Governor's Advisory Commission on Maryland Wine and Grape Growing and the Board of Directors of the Maryland Grape Growers Association are not eligible.
- Successful applicants will be required to submit a copy of a packing slip or invoice documenting the quantity and variety of vines purchased prior to reimbursement in 2009.
- Successful applicants will also be required to submit a copy of a packing slip or invoice documenting the purchase of vineyard supplies prior to reimbursement in 2009. MGGA leveraged the Wine Grape Promotion grant funds against the "cash match" that vineyard owners provide through the purchase of supplies. These documents will be filed with the applicant's capital assistance application and used in reference to any audits MGGA may be subjected to in the future.
- Applicants whose land is enrolled in Federal Farm Bill Programs must check with their county Farm Service Agency to ensure that they have **fruit and vegetable allocations** on the intended vineyard acres.

### **Criteria for Selection:**

No experience is necessary, but a demonstration of long term commitment to commercial grape production is required. Applicants will be evaluated and selected based on the following priority criteria:

- Completeness of application. Incomplete applications will not be considered. All components of the application must arrive at the same time in a single envelope.
- Degree to which applicant can demonstrate level of preparation for this venture.
- The number of acres to be placed in the program and long-range acreage total.
- The suitability and productivity of the land for grape production including results of soil analysis, nematode test, prior crop rotation and chemical application.
- A business plan for commercial vineyard management.
- A detailed budget for necessary supplies, equipment, chemicals, and labor.
- Provide list of existing vineyard equipment.

### **Completed application must include the following components:**

1. A completed 2008 capital assistance cover sheet. ( 1 original and 8 copies)

Proposal Narrative, including the following elements: (1 original and 8 copies)

2. The applicant's vision for the vineyard which includes a detailed business plan containing acreage and production goals, implementation timeline, budget, financial expectations, and understanding of risks.
3. Explanation of 2008 crops and applied or anticipated chemical applications for that site.
4. If the owner is not principally engaged in agricultural activities, a statement must be submitted by the owner regarding the short and long-term plans for keeping the property in the production of grapes.
5. Vineyard layout plan and method of calculating vines per acre.
6. An agreement that the grower will adhere to the viticulture recommendations in the application.
7. Agreement to have subsequent vineyard assessments during the growing season.

### **Additional Documentation:** (submit only 1 copy of each listed below)

8. Proof of ownership of the property where the vines will be planted. (Tax map, deed, etc...)
9. A United States Department of Agriculture (USDA) Natural Resources and Conservation Service map or its equivalent (<http://websoilsurvey.nrcs.usda.gov/app/>), showing the breakdown of various soil types and acreage possessing soil capability classes I through VI, and the area where grapes will be planted.
10. Results of soil analysis including fertility, phosphorus, potash, boron, potassium, and pH.
11. Results of nematode testing.
12. To ensure each applicant receives the latest training, proof of attendance at a new grape growers seminar conducted by Maryland Cooperative Extension is required. Experienced growers may substitute proof of attendance at the most recent Maryland Grape Growers Association Summer Field Day or Annual Meeting.
13. Copy of Private Pesticide Applicator's Certificate. (optional)

### **Application Evaluation**

Upon receipt of application, the Maryland Grape Growers Association or its representative will conduct, with the applicant, a field inspection of the land to be planted. Applications will be reviewed by the Viticulture Committee of the Maryland Grape Growers Association, the Maryland Wineries Association, and the Maryland Cooperative Extension Service. Recommendations will be forwarded to the Board of Directors of the Maryland Grape Growers Association.

### **Application Approval**

Accepted applicants will be notified in writing of their denial or acceptance into the Program.

### **Plan Implementation**

At minimum of one acre of land is to be planted with a minimum of 650 vines of the same variety. Eighty percent of the vines must come from varieties recommended by the Maryland Grape Growers Association, noted below as Grape Cultivar Recommendations. This is a reimbursement program. Program participants will receive reimbursements in July 2009.

### **Proposed Timeline**

- |                        |  |
|------------------------|--|
| • April 15, 2008       | Applications Available   |
| • June 15, 2008        | Postmark deadline for applications to be considered.<br>(Submit 1 original and 8 copies) |
| • June 15-Aug 15, 2008 | Applications reviewed and site assessments conducted                                     |
| • August 29, 2008      | Applicants notified  |
| • May 31 2009          | Last date to submit evidence for reimbursement   |
| • July 2009            | Grantees receive payment   |

Applications are available on line at: [www.Marylandgrapes.org](http://www.Marylandgrapes.org)

Or you may contact:

Bruce Perrygo, MGGA Coordinator, PO Box 47 Compton, Md. 20627  
[bruce@marylandgrapes.org](mailto:bruce@marylandgrapes.org)

# Grape Cultivar Recommendations 2008

Due to variables in climate, soil, individual skill, etc., the Vineyard Capital Assistance Program *cannot guarantee* the success of any particular variety. The following varieties have performed well or show particular promise in our growing regions. Varieties perform better in some locations than others, due to cold sensitivity and length of ripening season, so the comments below are meant to help assist you based on your vineyard site.

U.S. Rt. 95 is used as the dividing line between East and West. This is an easily recognizable demarcation line, but is not an absolute as every vineyard location is unique.

## Red Wine Grape Varieties, Vinifera

**Barbera** (East & West; limited testing but performing well – check winery for demand)

**Cabernet Franc** (East & West; high demand industry standard – good unless short season site)

**Cabernet Sauvignon** (East; if in the West only in premium sites with history of good ripening conditions)

**Lemberger** (East & West; limited testing but performing well – check winery for demand)

**Merlot** (East & West; high demand industry standard – in the West can be risky in cold winter sites)

**Petit Verdot** (East & West; limited testing but performing very well – demand increasing)

**Sangiovese** (East; if in the West only in premium sites with history of good ripening conditions)

## Red Wine Grape Varieties, Hybrid

**Chambourcin** (East & West; high demand industry standard – good all across state)

**Norton** (East; limited testing but performing well – check with winery for demand – if in the West only in premium sites with history of good ripening conditions)

## White Wine Grape Varieties, Vinifera

**Chardonnay** (East & West; high demand industry standard – good all across state)

**Pinot Gris/Grigio** (East & West; high demand industry standard – best in West but good all across state)

**Viognier** (East & West; limited testing but performing well – check winery for demand)

**Sauvignon Blanc** (East; if in the West only in premium sites with history of good ripening conditions)

**Petite Manseng** (East; if in the West only in premium sites with history of good ripening conditions – check winery for demand)

## White Wine Grape Varieties, Hybrid

**Vidal Blanc** (East & West; super high demand industry standard – good all across state)

**Chardone** (East; recommended for hot sites on the Shore as a replacement for Seyval)

**Seyval Blanc** (East & West; high demand industry standard – better in West than East)

**Traminette** (East & West; high demand industry standard – good all across state)

**Vignoles** (East & West; limited testing but performing well – check winery for demand)