

# BENZIGER

FAMILY WINERY

## Farming for Flavors™

### 2014 Distinct Quality Point Assessment

Vineyard Name: \_\_\_\_\_

Grower Name: \_\_\_\_\_

Date Completed: \_\_\_\_\_

#### INTRODUCTION

It is Benziger Family Winery's belief that wine quality is improved through the reduction of artificial inputs in a vineyard and by using natural farming practices. Healthier soils and a healthier environment grow healthier vines that produce distinctive quality grapes and ultimately, wines.

Farming for Flavors™ is a unique and customized quality assurance program that challenges all Benziger growers to cultivate grapes with more character, distinctive flavors and aromas through environmentally sound methods. The program empowers growers to capture individuality in their vineyards through reducing inputs and using natural farming practices. Farming for Flavors™, by its nature, promotes a healthier environment for the vineyard.

The purpose of the Distinct Quality Point Assessment (DQPA) is to provide a scorecard for each grower's performance in farming their vineyards in a sustainable manner. Points are given for performing basic farming techniques. **REMINDER: Take all points where applicable, as they are cumulative.** Additional points are given for practices that improve distinct grape quality, biodiversity and reduction of synthetic and artificial inputs.

Growers will evaluate themselves annually. Each grower must score at least 1000 points for the 2014 growing season to be Certified Sustainable in Farming for Flavors™. The Farming for Flavors™ Distinctive Quality Assurance Program will be verified by Stellar Certification Services, Inc., a third party certifying agency. The overall goal of the program is for improvement in distinct wine quality, while increasing the general health in and around the lands you farm. Ultimately, as the grower improves in sustainability through the Farming for Flavors™ Distinctive Quality Assurance Program.

#### SECTION ONE

##### CANOPY MANAGEMENT

Each vine reflects what is happening in your vineyard. As the season progresses the canopy begins to reveal how each vine has done over the winter, what its nutrient balance is, how much water it is receiving and if it is experiencing any pest or disease stress. Each varietal has specific requirements for correct trellising and spacing. By paying attention to the canopy, knowing your vineyards historical growth patterns, and working with the winery to develop a customized Farm Plan for your vineyard, you will be able to achieve a balanced vine with the fewest artificial inputs.

Achieving a balanced vine must be an integrated approach, including both soil management and irrigation management to attain the maximum level of distinctive vineyard quality available in your vineyard. In order to continuously improve the fruit quality this information must be collected from consistent blocks and recorded in a useful format. This information will assist you as you continue to implement practices such as properly opened and balanced canopies which improve fruit quality by improving light penetration, allowing for better spray coverage and greatly reducing disease pressure. At the end of the season it is all about the clusters and how they ripened. Careful management and attention to detail throughout the year will yield well-formed, evenly ripened fruit –

<b>Correct Trellis and Vine Spacing</b>		<b>BASIC QUALITY</b>
<p>1. It is critical that the correct trellis is in place for the varietal of the grape being grown and to achieve the desired quality. Vineyard design and choice of trellis will greatly effect how canopy management contributes to making a balanced vine.</p> <p>i. Trellis results in uncontrolled vigor and growth, which in turn results in shaded and hidden clusters and overly exposed clusters, i.e. No shoot positioning has been attempted. = <b>0 pts.</b></p> <p>ii. Trellis and vine spacing accommodates the vigor of the vines providing an open canopy = <b>5 pts.</b></p> <p>iii. Moderate exposures of dappled light into the fruit zone, with minimal leaf removal, shoots are positioned in the correct way for the trellis. = <b>10 pts.</b></p>		<input type="radio"/> 0 Pts <input type="radio"/> 5 Pts <input type="radio"/> 10 Pts <input type="radio"/> N/A
<p>2. Communication between you and the winery is critical to ensure that basic quality standards are maintained each season.</p> <p>i. If you have met with the winery and agreed to the timing of the pruning and the objectives for achieving appropriate vigor and exposure in your vineyard = <b>5 pts.</b></p> <p>ii. If all weak and non-fruiting shoots on the vine are removed and there is only one shoot per bud = <b>10 pts.</b></p>		<b>DISTINCT QUALITY</b> <input type="radio"/> 5 Pts <input type="radio"/> 10 Pts <input type="radio"/> N/A
<p>3. Each vine must be pruned differently to match its vigor and allow for the development of maximum quality.</p> <p>i. If you are not familiar with the concept of crop to pruning weight ratios. = <b>0 pts.</b></p> <p>ii. Crop to pruning weight ratio is monitored and an attempt is made to reach the range appropriate for the terroir = <b>5 pts.</b></p> <p>iii. Crop to pruning weight ratio is monitored and recorded, and adjustments are made to maintain it in the range appropriate for the terroir = <b>10 pts.</b></p>		<b>DISTINCT QUALITY</b> <input type="radio"/> 0 Pts <input type="radio"/> 5 Pts <input type="radio"/> 10 Pts <input type="radio"/> N/A
<p>3a. Cane Pruning:</p> <p>i. If you meet with the winery to agree on pruning = <b>5 pts.</b></p> <p>ii. If you have no more than 2 buds per spur or 10-12 buds per cane = <b>10 pts.</b></p> <p>iii. If you have no renewal spurs per cane (replacement spurs are ok) = <b>15 pts.</b></p> <p>iv. If the canes or extensions are at least pencil thick in diameter and are shortened to less than 8 buds or left as a two bud spur if necessary = <b>20 Pts.</b></p>		<b>DISTINCT QUALITY</b> <input type="radio"/> 5 Pts <input type="radio"/> 10 Pts <input type="radio"/> 15 Pts <input type="radio"/> 20 Pts <input type="radio"/> N/A
<p>4. i. If you notify the winery you have Eutypa and discuss with the winery about options to prevent the spread of Eutypa = <b>5 Pts.</b></p> <p>ii. Options for the treatment of the pruning cuts are discussed and agreed upon with the winery = <b>10 pts.</b></p>		<b>DISTINCT QUALITY</b> <input type="radio"/> 5 Pts <input type="radio"/> 10 Pts <input type="radio"/> N/A
<p>5. Before making decisions about cluster thinning have a discussion with the winery. Cluster thinning is usually performed after set.</p> <p>i. If you have shoots less than 18 inches that carry any clusters = <b>-5 pts.</b></p> <p>ii. If you have shoots with 18 –30 inches that carry 1 cluster = <b>5 pts</b></p> <p>iii. If you have shoots above 30 inches that only carry 1or 2 clusters = <b>10 pts</b></p> <p><i>Note: Proper fruit to leaf surface ratio is critical to even ripening. A useful rule of thumb is that shoots need to be approximately 36 inches in length with 15-21 healthy mature leaves to ripen 2 clusters.</i></p>		<b>DISTINCT QUALITY</b> <input type="radio"/> -5 Pts <input type="radio"/> 5 Pts <input type="radio"/> 10 Pts <input type="radio"/> N/A
<p>6. Another way clusters can impact wine quality is if they are stacked or clumped together. This causes the fruit to ripen unevenly.</p> <p>i. Cluster thinning was performed to eliminate stacking and combining of clusters = <b>10 pts.</b></p> <p>ii. If your clusters are evenly spaced and distributed along fruiting zone = <b>10 pts.</b></p>		<b>DISTINCT QUALITY</b> <input type="radio"/> 10 Pts <input type="radio"/> 10 Pts <input type="radio"/> N/A
<p>7. Continued vegetative growth in a vine past veraison can delay or cause uneven ripening.</p> <p>i. If your vine growth is minimal or stops around veraison = <b>10 pts.</b></p>		<b>DISTINCT QUALITY</b> <input type="radio"/> 10 Pts <input type="radio"/> N/A

<p>8. There is sometimes resistance to performing a “color drop” near the end of veraison. By not doing a cluster thinning pass at the end of veraison you could be promoting uneven ripening of the fruit leading to lower quality wine.</p> <p>i. The vines were balanced and ripened evenly and no color drop was necessary = <b>10 pts</b></p> <p>ii. If you perform a color drop at veraison as agreed upon by the winery = <b>15 pts.</b></p>	<table border="1"> <tr><th colspan="2">DISTINCT QUALITY</th></tr> <tr><td><input type="radio"/></td><td>10 Pts</td></tr> <tr><td><input type="radio"/></td><td>15 Pts</td></tr> <tr><td><input type="radio"/></td><td>N/A</td></tr> </table>	DISTINCT QUALITY		<input type="radio"/>	10 Pts	<input type="radio"/>	15 Pts	<input type="radio"/>	N/A
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<p>9. Consistency is the name of the game and to get consistent high quality fruit requires that it be taken from the same block / rows. In order to achieve this standard of quality Benziger suggests that blocks be separated for uniformity and managed differently to achieve uniform ripening.</p> <p>i. If your harvest units are from uniform sections of the vineyard = <b>10 pts.</b></p>	<table border="1"> <tr><th colspan="2">DISTINCT QUALITY</th></tr> <tr><td><input type="radio"/></td><td>10 Pts</td></tr> <tr><td><input type="radio"/></td><td>N/A</td></tr> </table>	DISTINCT QUALITY		<input type="radio"/>	10 Pts	<input type="radio"/>	N/A		
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<p><b>Totals Section One – Canopy Management</b></p>	<table border="1"> <tr><th colspan="2">TOTAL POINTS</th></tr> <tr><td>Possible</td><td>190 Pts</td></tr> <tr><td>Achieved</td><td>Pts</td></tr> </table>	TOTAL POINTS		Possible	190 Pts	Achieved	Pts		
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Possible	190 Pts								
Achieved	Pts								

**SECTION TWO**

**SOIL FERTILITY AND VINEYARD FLOOR MANAGEMENT**

Each vine is also a reflection of what is going on in the soil. While the canopy provides a visible indicator of vine health, fully one-third of the grape vine remains unseen, hidden in the roots that live underground in the foundation of your vineyard—the soil. Your soil provides roots with the essential elements—water, nutrients and air. If you have poor soil structure, the roots will not be able to obtain the critical elements they need to produce the highest quality fruit possible each season.

Good soil structure contains stable aggregates (small soil clumps) that are created by the decomposition of organic matter. The cement that is produced, the microbes, creates varying stable sizes of aggregates. Soils with good structure support roots that are more resistant to soil pests and diseases. By testing the vines and the soil you can get a complete picture of soil health before adding materials that may be unnecessary. This information will help you make fertility decisions to maintain or improve the health of your vines. Understanding the best ways to manage your vineyard floor will also help keep the nutrients where they belong, in the soil and available to your vines. A well thought out integrated strategy of compost, cover crops and minimal tillage will provide the aggregated soil structure required for good drainage, easy root growth and to trap water and nutrients.

*The following criteria pertain to all growers:*

<p><b>SOIL &amp; PETIOLE ANALYSIS</b></p> <p>1. You don’t get the full picture by only looking at the vines. To add to the picture you need to send a bloom-time sample of petioles (leaf stems) to a lab for analysis.</p> <p>i. If you do this every 3 or more years = <b>5 pts.</b></p> <p>ii. If you do this every other year = <b>10 pts.</b></p> <p>iii. If you do this every year = <b>15 pts.</b></p> <p><i>Note: The petiole sample should be taken at bloom time and the tissue should be leaf petioles from a leaf opposite of the cluster.</i></p>	<table border="1"> <tr><th colspan="2">BASIC QUALITY</th></tr> <tr><td><input type="radio"/></td><td>5 Pts</td></tr> <tr><td><input type="radio"/></td><td>10 Pts</td></tr> <tr><td><input type="radio"/></td><td>15 Pts</td></tr> <tr><td><input type="radio"/></td><td>N/A</td></tr> </table>	BASIC QUALITY		<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	15 Pts	<input type="radio"/>	N/A
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<p>2. To get a complete picture of how the rest of the vine is doing you need to send a soil sample to a lab for analysis. Soil samples should be representative of soil differences in the block. Normal samples should be taken 12-18 inches below the surface where the majority of the roots are located. This does not apply to developing a new vineyard.</p> <p>i. If it has been over 5 years since you have done this = <b>0 pts.</b></p> <p>ii. If you do this every 5 years = <b>5 pts.</b></p> <p>iii. If you do this every 3 years = <b>10 pts.</b></p>	<table border="1"> <tr><th colspan="2">BASIC QUALITY</th></tr> <tr><td><input type="radio"/></td><td>0 Pts</td></tr> <tr><td><input type="radio"/></td><td>5 Pts</td></tr> <tr><td><input type="radio"/></td><td>10 Pts</td></tr> <tr><td><input type="radio"/></td><td>N/A</td></tr> </table>	BASIC QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	N/A
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<p>3. It is important that you share the lab results from your petiole and soil samples with the winery so that an effective Fertility Plan can be discussed. This plan will help you make decisions to maintain or increase vine vigor, as needed. It is not the winery’s goal to tell you what to do, but instead to make sure that everyone is on the “same page” in terms of</p>											

<p>interpreting the lab results and connecting them to wine quality.  i.It is critical to attack the most limiting factor in the soil like the CA/Mg ratio. If you have identified the most limiting factors in your soils and have agreed on a plan with the winery to adjust your soil fertility = <b>20 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>
<p>4. One of the most important resources in the vineyard is top soil and no one wants to lose any of it. It is important that you know the types of soil present on your vineyard site. Once you know the soil types you can work more effectively to identify the erosion hazards, soil water-holding capacity, and infiltration rates.</p> <p>i. If you know the types of soils but not the hazards = <b>0 pts.</b></p> <p>ii. If you have analyzed your soils and verified the hazards = <b>5 pts.</b></p> <p>iii. If you share the analyzed results with the winery to help modify your Farm Plan = <b>10 pts.</b></p>	<p><b>BASIC QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>MANAGEMENT OF ORGANIC MATTER</b></p>	
<p>1. Benziger Family Winery believes that reducing inputs in the vineyard and incorporating more natural or organic inputs increases your distinctive quality.</p> <p>i. If you use soil management practices such as limiting tillage, incorporation of green manure, composting, appropriate cover cropping etc. to improve soil humus = <b>25 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 25 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. During the soil testing it is important to note the percentage of organic matter in your soils. Whenever organic matter (compost) is added, it needs to be tested for nutrient content because it must be of good quality. If you have any questions about the organic material you plan to add to your vineyard you should consult with winery personnel.</p> <p>i. If you test the soil for organic matter and add organic matter if it is below optimal level 2-2.5% (e.g., cover crops planted, compost added) = <b>10 pts.</b></p> <p>ii. If you maintain organic soil content with cover crops and compost = <b>10 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>COMPACTION</b></p>	
<p>1. If you give no consideration to soil compaction when purchasing equipment = <b>0 pts.</b></p> <p>2. You may not consider it but tractor width is an important factor in soil fertility. Tire tracks need to be more than one foot from vines to avoid compacting the root zone. If you choose or purchase new vineyard equipment to minimize soil compaction (e.g., lightest equipment possible, track-layers, wider or bigger-diameter tires, tire pressures as low as possible) = <b>10 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p>3. Equipment only enters vineyard during wet soil conditions when it's absolutely necessary. For example, late rains during harvest, seed cover crop after harvest, or to spray if necessary, after a spring rain= <b>10 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>

<p><b>VINEYARD FLOOR MANAGEMENT</b></p> <p>1. One important aspect of the Farm Plan you have developed with the winery is the cover crop plan, which is based on the fertility requirements of your vineyard. The plan identifies practices you may need to implement such as seeding a permanent cover crop, managing a resident vegetation permanent cover crop, or re-seeding non-tilled annual cover crop that is managed in the middle of vine rows.</p> <p>i. If you have plants in the vineyard but don't know if they are weeds or cover crops = <b>0 pts.</b></p> <p>ii. If you have implemented the agreed upon cover crop plan = <b>10 pts.</b></p> <p>iii. If you also manage and record the types of cover crop planted each season = <b>10 pts.</b></p> <p>Note: Cover crops are very important for managing many aspects of the vineyard floor. They can be used to increase or reduce vine vigor, control dust, prevent erosion and provide habitat for beneficial insects. Cover crops do not need to be worked into the soil. You keep more organic matter by mowing and letting the residue lay on the surface.</p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. Mites can be a problem for many vineyards which can be caused by excessive dust on the vines due to dusty avenues.</p> <p>i. If you maintain a cover crop as part of your cultural practices that effectively keeps the dust level down to help fight them = <b>10 pts.</b></p> <p>ii. If you apply a dust control on your avenues = <b>10 pts</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>COMPOST—All Distinctive.</b></p> <p>1. If you don't use compost or other natural amendments when there are fertility requirements = <b>0 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. If you do use compost when there are fertility requirements = <b>10 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>TOPOGRAPHY-</b></p> <p>1. If you know the permeability/run-off rates and they are taken into consideration for irrigation treatments = <b>10 pts.</b></p>	<p><b>BASIC QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. If a comprehensive erosion control plan has been developed and implemented for your vineyard = <b>10 pts.</b></p>	<p><b>BASIC QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>WINTER EROSION CONTROL – All Basic</b></p> <p>1. If you complete winterization of turnarounds, roads, and other areas in vineyard and adjacent areas every season or don't need to do any winterization = <b>10 pts.</b></p>	<p><b>BASIC QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. If you use a winter cover crop over the entire vineyard floor and terraces or use a perennial cover crop = <b>10 pts.</b></p>	<p><b>BASIC QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p>3. If you do not till in the vineyard until after end of rainy season and no sooner than April 1 = <b>10 pts.</b> (Mowing to reduce frost damage is okay.)</p>	<p><b>BASIC QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>

4. If necessary, you install vegetated filter strips for erosion prevention and biodiversity = <b>10 pts.</b>	<table border="1"> <tr><th colspan="2">BASIC QUALITY</th></tr> <tr><td><input type="radio"/></td><td>10 Pts</td></tr> <tr><td><input type="radio"/></td><td>N/A</td></tr> </table>	BASIC QUALITY		<input type="radio"/>	10 Pts	<input type="radio"/>	N/A
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5. If you complete annual inspection and maintenance of drainage system including inlets, outlets, energy dissipaters at drainage outlets, graded terraces, grassed waterways and drainage ditches = <b>10 pts.</b>	<table border="1"> <tr><th colspan="2">BASIC QUALITY</th></tr> <tr><td><input type="radio"/></td><td>10 Pts</td></tr> <tr><td><input type="radio"/></td><td>N/A</td></tr> </table>	BASIC QUALITY		<input type="radio"/>	10 Pts	<input type="radio"/>	N/A
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<b>SOIL &amp; PETIOLE ANALYSIS</b>							
1. If no inputs were required due to balanced vine nutrition based on petiole or leaf tissue analysis = <b>20 pts.</b>	<table border="1"> <tr><th colspan="2">DISTINCT QUALITY</th></tr> <tr><td><input type="radio"/></td><td>20 Pts</td></tr> <tr><td><input type="radio"/></td><td>N/A</td></tr> </table>	DISTINCT QUALITY		<input type="radio"/>	20 Pts	<input type="radio"/>	N/A
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2. If you discussed with the winery the management of cover crops to increase vigor in weak areas or decrease vigor in vigorous areas = <b>10 pts.</b>	<table border="1"> <tr><th colspan="2">DISTINCT QUALITY</th></tr> <tr><td><input type="radio"/></td><td>10 Pts</td></tr> <tr><td><input type="radio"/></td><td>N/A</td></tr> </table>	DISTINCT QUALITY		<input type="radio"/>	10 Pts	<input type="radio"/>	N/A
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3. If you discuss with the winery the management of soil amendments including compost, to enhance or balance vigor = <b>10 pts.</b>	<table border="1"> <tr><th colspan="2">DISTINCT QUALITY</th></tr> <tr><td><input type="radio"/></td><td>10 Pts</td></tr> <tr><td><input type="radio"/></td><td>N/A</td></tr> </table>	DISTINCT QUALITY		<input type="radio"/>	10 Pts	<input type="radio"/>	N/A
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4. If an under the vine row cultivator was used to help achieve proper soil structure = <b>25 pts.</b>	<table border="1"> <tr><th colspan="2">DISTINCT QUALITY</th></tr> <tr><td><input type="radio"/></td><td>25 Pts</td></tr> <tr><td><input type="radio"/></td><td>N/A</td></tr> </table>	DISTINCT QUALITY		<input type="radio"/>	25 Pts	<input type="radio"/>	N/A
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<b>Total for Section Two – Soil Fertility and Vineyard Floor Management</b>	<table border="1"> <tr><th colspan="2">TOTAL POINTS</th></tr> <tr><td>Possible</td><td>330 Pts</td></tr> <tr><td>Achieved</td><td>Pts</td></tr> </table>	TOTAL POINTS		Possible	330 Pts	Achieved	Pts
TOTAL POINTS							
Possible	330 Pts						
Achieved	Pts						

### SECTION THREE

#### DISEASE & PEST MANAGEMENT

At Benziger Family Winery we believe that reducing the inputs into your vineyard allows the distinctive qualities of your land to be expressed in the fruit you produce. That is why we invest so much time in working with you to develop a customized Farm Plan for your vineyard. We also believe that in order to minimize the risks to your crop, you will benefit from an integrated systems approach to disease and pest management that must take into consideration the relationships between canopy management, vineyard floor management, soil fertility, water applications and regular equipment maintenance.

The most effective practices include knowing the environmental and weather conditions in your vineyard before you apply any control substances, and alternating applications throughout the season to avoid resistance buildup. Our goal is to help you build the most sustainable integrated program possible.

<b>Part One</b>		
<b>Part of the Plan</b>		<b>DISTINCT QUALITY</b>
<p>1. At the heart of your disease and pest management program is the Farm Plan that you develop with the winery. Each season during the Grower Feedback Session you meet with the winery to review the crop you produced and discuss strategies and plans for making improvements that result in higher quality.</p> <ul style="list-style-type: none"> <li>i. If you have a Farm Plan but don't follow the strategies and plan = <b>0 pts.</b></li> <li>ii. If you follow the strategies and plan = <b>10 pts.</b></li> <li>iii. If you share your information and results with the winery to continuously improve your Farm Plan = <b>20 pts</b></li> </ul>	<input type="radio"/> 0 Pts <input type="radio"/> 10 Pts <input type="radio"/> 20 Pts <input type="radio"/> N/A	

<p>2. A key element of all Farm Plans is that they are a “living document” - they should be amended seasonally based on what is actually happening in your vineyard.</p> <p>i. If you simply follow the Farm Plan without understanding your tools, how they work or their limitations= <b>0 pts.</b></p> <p>ii. If you understand your tool operations and consult the winery before amending your Farm Plan = <b>10 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p>3. One of the critical elements in the effective implementation of the Farm Plan is having your sprayers well calibrated, maintained and in good working order.</p> <p>i. If you check nozzle and mechanical wear and nozzle variation every other year. = <b>5pts.</b></p> <p>ii. If your sprayer components are part of a scheduled maintenance and checked regularly = <b>10 pts.</b></p> <p>iii. If you calibrate your sprayer and check coverage as row spacing changes and when spray volume changes due to row spacing and canopy density and sprayers are recalibrated in every block depending on changing conditions. = <b>20 pts.</b></p>	<p><b>BASIC QUALITY</b></p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>Part Two</b> <b>Monitoring &amp; Scouting</b></p>	
<p>1. At the heart of an integrated program is the amount of time you have “eyes on the vines”. This requires that you and your employees know what to look for because what you don’t know you can’t see.</p> <p>i. If you only monitor your vineyard as you drive by on your tractor = <b>0 pts</b></p> <p>ii. If you monitor your vineyard for insect and mite pests and you track the results of your scouting and monitoring = <b>10 pts.</b></p> <p>iii. If your vineyard is monitored by an objective method and recorded at key phenomenology points throughout the growing season and corrective actions are taken if necessary= <b>20 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. The more eyes in the vineyard the better but these eyes can be trained to recognize diseases and pests early enough to take effective and efficient action.</p> <p>i. If you rely on a certified PCA to identify pests and disease = <b>5 pts.</b></p> <p>ii. If your vineyard employees are trained annually on how to monitor for insects and mites, and are able to pass a pest I.D. quiz = <b>10 pts.</b></p> <p>iii. If you track the results of your scouting and monitoring and written information is maintained for pest management decisions which are shared with the winery = <b>10pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>Part Three</b> <b>Reducing the Risk</b></p>	
<p>1. At BFW we recommend that broad spectrum/long-residual pesticides be used sparingly in or around the vineyard. If a pesticide treatment is absolutely necessary only reduced-risk materials should be used and the winery should be informed before any applications are made.</p> <p>i. If you adhere to the Farm Plan and keep the winery informed regarding any outbreaks of harmful pests and an agreed up action plan is implemented. = <b>10 pts.</b></p> <p>ii. If you have no pest problems that need treatment = <b>10 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. In order to effectively fight mildew, bunch rot and Botrytis a planned regime of sulfur, natural oils and bio-fungicides are preferred in combination with using cultural practices i.e., leaf pulling and lateral removal.</p> <p>i. If you only use synthetic chemicals = <b>0 pts.</b></p> <p>ii. If you are alternating sprays in combination with cultural practices = <b>10 pts.</b></p> <p>iii. If you use at least some OMRI approved materials = <b>20 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>

<p>3. If growers take an integrated systems approach to their vineyard management techniques they will often notice that preventative cultural practices are cheaper to implement and have long-term benefits to the vineyard operation.</p> <p>i. If your cultural practices for dust abatement include maintaining a permanent cover crop, controlling vehicle speeds on surrounding roads and limiting traffic in the vineyard = <b>10 pts.</b></p> <p>ii. If you consult with the winery before implementing cultural practices and, if necessary, treatments = <b>10 pts.</b></p>	<table border="1"> <tr> <th colspan="2">BASIC QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	BASIC QUALITY		<input type="radio"/>	10 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	N/A						
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<p><b>Part Four</b></p>															
<p><b>Managing Powdery Mildew &amp; Botrytis</b></p>															
<p>1. An important part of the Farm Plan is the Integrated Disease Management section, with practices agreed to with the winery. This includes such cultural practices as limiting the conditions for disease development and/or improved spray coverage including irrigation management and canopy management (i.e. lateral shoot removal, shoot thinning and positioning).</p> <p>i. If only reduced-risk fungicides for powdery mildew or Botrytis bunch rot control and fungicides with different modes of action are used and materials are rotated = <b>10 pts.</b></p> <p>ii. If some OMRI approved materials are used in conjunction with reduced risk fungicides. = <b>20 pts.</b></p>	<table border="1"> <tr> <th colspan="2">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	N/A						
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<p>2. If you do have mildew in the vineyard you will need to make sure that the wood is taken care of as part of the integrated plan you develop with the winery.</p> <p>i. If you have no plans for diseased wood = <b>0 pts.</b></p> <p>ii. If the diseased wood is treated with lime sulfur = <b>5 pts.</b></p> <p>iii. After lime sulfur treatment the wood is pruned and chopped to be left on site = <b>5 pts.</b></p> <p>iv. If the pruned wood is removed from the vineyard and destroyed = <b>15 pts.</b></p> <p>v. If you do not get mildew in your vineyard = <b>25 pts.</b></p>	<table border="1"> <tr> <th colspan="2">BASIC QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>15 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>25 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	BASIC QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	5 Pts	<input type="radio"/>	5 Pts	<input type="radio"/>	15 Pts	<input type="radio"/>	25 Pts	<input type="radio"/>	N/A
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<p>3. If you do have Botrytis in the vineyard you will need to identify the principle agent and implement the actions according to the integrated plan you developed with the winery.</p> <p>i. If the clusters are cut off and dropped = <b>10 pts.</b></p> <p>ii. If you sort the fruit at harvest = <b>10 pts.</b></p> <p>iii. If all clusters are bagged and removed from the vineyard = <b>10 pts.</b></p> <p>iv. If you don't have significant (less than 2%) bunch rot or Botrytis = <b>30 pts.</b></p>	<table border="1"> <tr> <th colspan="2">BASIC QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>30 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	BASIC QUALITY		<input type="radio"/>	10 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	30 Pts	<input type="radio"/>	N/A		
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<p><b>Part Six</b></p>															
<p><b>Pull Up the Roots</b></p>															
<p>1. Weed control is an important part of any vineyard management strategy. One of the primary goals of the BFW is to assist growers to move away from pre-emergents to only using contacts, if necessary. As with other aspects of disease and pest management this requires our growers to use an integrated approach to weed control.</p> <p>i. If entire berm or vine row is sprayed when spot treating would suffice and very few weeds are tolerated= <b>0 pts.</b></p> <p>ii. If entire berm or vine row is sprayed using spot treatment and some weeds are tolerated = <b>10 pts.</b></p> <p>iii. If tough weeds are treated with herbicide when most susceptible and mechanical weed management is used at proper timing and some weeds tolerated. = <b>15 pts.</b></p>	<table border="1"> <tr> <th colspan="2">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>15 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	15 Pts	<input type="radio"/>	N/A				
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<p>2. Being able to plan for effective weed treatment depends on your ability to recognize weeds and distinguish them from other plants in your vineyard and track weed suppression results over time.</p> <ul style="list-style-type: none"> <li>i. If you solely rely on your PCA to identify weed problems. = <b>0 pts.</b></li> <li>ii. If you know the name of a couple of weeds in your vineyard. = <b>5 pts.</b></li> <li>iii. If you know the life cycles of common vineyard weeds, as well as which point in their life cycle they are most susceptible to treatments, as well as which weeds are noxious and/or invasive = <b>10 pts.</b></li> <li>iv. Inclusive to iii. The Growers Weed Identification Handbook is used. = <b>15 pts.</b></li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>15 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	15 Pts	<input type="radio"/>	N/A
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<p><b>Part Seven</b> <b>Pesky Vertebrates</b></p>													
<p>1. One of the most aggravating problems especially in younger vineyards is small vertebrates that eat the roots of the vines. As with any other issue the best defense is a good offense.</p> <ul style="list-style-type: none"> <li>i. If you rarely or don't check the vineyard for evidence of gopher or mole activity = <b>0 pts.</b></li> <li>ii. If you solely rely on your PCA to monitor the vineyard for vertebrate pests = <b>5 pts.</b></li> <li>iii. If you and your PCA monitor the vineyard for vertebrate pests and train your employees to identify vertebrate damage activity = <b>10 pts.</b></li> <li>iv. If you and PCA monitor vineyard weekly for vertebrate pest and keep a written record of what is found to use in your Farm Plan and train employees to identify vertebrate damage and activity. = <b>20 pts.</b></li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	N/A
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<p>2. When a vertebrate pest problem exists there are several strategies you can use to manage the situation.</p> <ul style="list-style-type: none"> <li>i. If your primary strategy for getting rid of these critters as soon as you see any evidence of them is to use poison = <b>0 pts.</b></li> <li>ii. If you implement strategies such as habitat alteration, (i.e. elimination of brush piles for house finches, clean areas around vines for voles, and cover crop selection that does not encourage vertebrates) = <b>5 pts.</b></li> <li>iii. If you also use an exclusion strategy (i.e. use of bird scare or exclusion devices, grow tubes or chicken wire for rabbits, or the use of traps that non-target animals cannot access such as cinch traps or Macabee traps in tunnels for gophers = <b>10 pts.</b></li> <li>iv. If you also provide owl boxes, kestrel boxes and raptor perches and bat boxes are installed for insect control. = <b>20 pts.</b></li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	N/A
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<p><b>Totals Section Three – Disease and Pest Management</b></p>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">TOTAL POINTS</th> </tr> <tr> <td>Possible</td> <td>465 Pts</td> </tr> <tr> <td>Achieved</td> <td>Pts</td> </tr> </table>	TOTAL POINTS		Possible	465 Pts	Achieved	Pts						
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## SECTION FOUR

### IRRIGATION MANAGEMENT

Water is an important resource and a critical factor in quality fruit production. In order to produce the highest quality fruit possible, it is important that you know how much water you use, the quality of water going onto the vines and what happens to the water entering your vineyard. While the installation of drip irrigation systems has enabled more precise and efficient management of water use in vineyards these systems are often not effectively maintained to ensure that they operate to their full potential. Broken emitters, perforated or clogged lines reduce the effectiveness of water distribution across the vineyard and this can impact fruit quality.

**Scheduling routine maintenance of the irrigation system is as important as scheduling irrigations of your vineyard.** By employing some of the methods for monitoring water use and scheduling irrigations your vineyards can produce the highest quality fruit possible. If we all pay closer attention to our water use we can make sure there's enough available for everyone.

<p><b>Part One</b> <b>Monitoring Water Quality</b></p> <p>1. It may not seem connected, but knowing the constituents of your well water is critical to understanding the overall health of your vines. This is because the constituents in your water can react with the soil and make it more difficult for your vines to get the nutrients and essential elements they need to stay healthy and produce distinctive fruit.</p> <ul style="list-style-type: none"> <li>i. If you never test your water for quality = <b>0 pts.</b></li> <li>ii. If you test your water occasionally for pH, salinity and nitrates= <b>5 pts.</b></li> <li>iii. If your water is from a well, it is tested annually, if problem exists then water quality is amended and or managed through mitigated irrigation practices, e.g., sulfuric acid, gypsum polymers flushing root zones. = <b>10 pts.</b></li> <li>iv. If your water is also tested for nitrate, bicarbonate, pH, salinity, suspended solids, chlorides, boron, manganese and magnesium including everything from iii. = <b>20 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 5Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. Ignore your well(s) and the water may just go away. To make sure that wells are always producing as effectively and efficiently as possible it is important to have a scheduled inspection for the water levels and the pumps.</p> <ul style="list-style-type: none"> <li>i.If your well(s) are tested every five or more years = <b>5 pts.</b></li> <li>ii.If your well(s) are tested for pump energy efficiency, and monitored for changes in water yield (gallons per minute) and drawdown at least every 3 years = <b>10 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p>3. A backflow prevention device is installed on all wells or water sources. = <b>10 pts.</b></p>	<p><b>BASIC QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p>4. It's important to make sure that water used in the vineyard goes into the vines and doesn't runoff into streams and rivers.</p> <ul style="list-style-type: none"> <li>i. Runoff occurs when you irrigate your vineyard or when it rains. = <b>0 pts.</b></li> <li>ii. My irrigation practices produce no runoff. Runoff occurs with high rainfall. = <b>5 pts.</b></li> <li>iii. If you have implemented management techniques (i.e. grassed waterways, filter strips, sediment ponds) for control of sediments carried by irrigation water or rainfall runoff into neighboring farmland or waterways = <b>10 pts.</b></li> </ul>	<p><b>BASIC QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>Part Two</b> <b>Water management strategy</b></p> <p>1. Knowing how much water is used on the vineyard is the first step in understanding the workings of your irrigation system.</p> <ul style="list-style-type: none"> <li>i. If I have not developed a water management strategy for my vineyard = <b>0 pts.</b></li> <li>ii. I determine my grape growing objectives before the growing season begins, including yield, quality, canopy characteristics, floor management and fertility requirements = <b>5 pts.</b></li> <li>iii. Objectives also include soil type, slope, water quality and energy efficiency and tools are in place to accomplish these goals i.e., weather stations = <b>10 pts.</b></li> <li>iv. If the irrigation strategy is implemented and improved annually= <b>20 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. If it's necessary for you to irrigate your vines you use a low-volume system (e.g. drip)= <b>10 pts</b></p>	<p><b>BASIC QUALITY</b></p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p>3. It's important to use a low volume system to provide water to the vines. It is just as important to maintain that system so that it is operating effectively and efficiently.</p> <ul style="list-style-type: none"> <li>i. If you monitor distribution uniformity and emitter outflows only when there is a problem = <b>0 pts.</b></li> <li>ii. If you routinely test your irrigation system for distribution uniformity and application efficiency by monitoring emitter outflows and pressure differences across all blocks = <b>10 pts.</b></li> <li>iii. If the distribution uniformity of your vineyard is at 90% or better for drip irrigation = <b>10 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>

<p>4. One of the most frequent problems preventing effective drip irrigation is that the lines and emitters get plugged up.</p> <p>i. If you need to perform chemical maintenance of the irrigation system to prevent plugging = <b>0 pts.</b></p> <p>ii. If you regularly inspect and clean water filters throughout the season = <b>10 pts.</b></p> <p>iii. If you don't ever need to perform any chemical maintenance of the irrigation system = <b>10 pts.</b></p> <p>iv. If you use additives to clean irrigation lines. = <b>10 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>Part Three</b></p>	
<p><b>Scheduling the Right Amount of Irrigation</b></p>	
<p>1. Knowing the total amount of water entering the vineyard is important to understanding how much irrigation needs to be applied each season. One of the most important items to keep track of is annual rainfall.</p> <p>i. I use my knowledge of the soil water holding capacity in irrigation scheduling and overall water management = <b>5 pts.</b></p> <p>ii. I have quantified in acre inches the water holding capacity and rooting depth, annual rainfall, and cover crop water used in my vineyard= <b>15 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 15 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. In addition to monitoring the moisture loss in the soil it is important to determine how much water the vines have available to them throughout the season.</p> <p>i. I do not measure soil moisture and water availability. = <b>0 pts.</b></p> <p>ii. I use a shovel to judge water in my vineyard soil and use squeeze test. = <b>5 pts.</b></p> <p>iii. I have installed and use indirect measurement soil moisture monitoring devices to track Water availability and soil moisture depletion. = <b>10 pts.</b></p> <p>iv. I have installed measurement devices and a shovel is used to confirm and visually monitor using shoot tip and tendrils. = <b>15 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 15 Pts</p>
<p>3. Irrigating is done at night - when the ET demand is at its lowest. = <b>20 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>Totals Section Four – Irrigation Management</b></p>	<p><b>TOTAL POINTS</b></p> <p>Possible 240 Pts</p> <p>Achieved Pts</p>

**SECTION FIVE**

**MAINTAINING & MANAGING ECOSYSTEM INTEGRITY & SUSTAINED BIODIVERSITY**

Growing winegrapes is challenging in the best of seasons so trying to fight nature only adds to the stress and problems that growers encounter every day. Integrated Pest Management is a proven strategy where you work with the natural ecosystems around the vineyards to reduce disease and pest pressures by cultivating habitat for beneficial insects and birds. By encouraging beneficial insects and birds to work in our vineyards the need for insecticides, miticides and other chemicals is greatly reduced. Remember, nature has 4.5 billion years of R&D behind her. Shouldn't we leverage some of that knowledge to grow our grapes?

<p><b>Part One</b></p> <p><b>DEFINING AREA TO BE MANAGED</b></p> <p>1. Describe and map the physical boundaries of your ranch, winery and or vineyard.</p> <p>i. I know the physical boundaries of my property = <b>0 pts.</b></p> <p>ii. I know the physical boundaries of my property and have identified the people within the organization who should be involved in ecosystem management = <b>5 pts.</b></p> <p>iii. I have also identified available resources within the operation to begin an ecosystem management initiative = <b>10 pts.</b></p> <p>iv. I have a defined resource base and it is being managed to enhance the ecosystem of our property = <b>20 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>
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<p><b>Ecosystem Processes</b></p> <p>2. Water, mineral, nutrient and energy cycles are the processes by which key elements necessary for living organisms such as nitrogen, phosphorous, and potassium move through the living biotic and abiotic components of ecosystems.</p> <ul style="list-style-type: none"> <li>i. I don't consider any ecosystem processes in my vineyard practices. = <b>0 pts.</b></li> <li>ii. I consider and am aware that ecosystem dynamics in my vineyard are important. = <b>10pts.</b></li> <li>iii. I optimize the ecological community in the management of my vineyard from soil to canopy management through creating insectaries, adding compost, pulling leaves, planting hedgerows and installing bird boxes = <b>50 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 50 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>Part Two</b></p> <p><b>Ecosystem Management – Habitat Enhancement</b></p> <p>1. In addition to the beneficial insects that can assist with disease and pest problems in the vineyard, many birds and bats can work for you day and night to assure that harmful insects, moles, voles and gophers are all kept in check.</p> <ul style="list-style-type: none"> <li>i. No nesting boxes or perches have been placed on my property = <b>0 pts.</b></li> <li>ii. Nesting boxes for owls have been placed around my property= <b>10 pts.</b></li> <li>iii. If nesting boxes for owls, bats, and raptors have been placed in or around vineyards = <b>15 pts.</b></li> <li>iv. If nesting sites and perches are monitored and maintained, natural nesting sites and perches for the above predators are maintained in or around vineyard. = <b>20 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 15 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>Part Three</b></p> <p><b>KNOWING YOUR BIOREGION and WATERSHED</b></p> <p>1. We all live downstream - everything we do in our watershed affects all living things in the watershed. Consequently it is important that you know what watershed your vineyard is in.</p> <ul style="list-style-type: none"> <li>i. I am aware of the bioregion I farm but not the characteristics that make it unique = <b>0 pts.</b></li> <li>ii. I am aware of the bioregion I farm and the characteristics that make it unique = <b>5 pts.</b></li> <li>iii. I also use bioregion information to make decisions about what varieties to produce and how to farm (if applicable) = <b>10 pts.</b></li> <li>iv. If you participate in a watershed stewardship planning group for the watershed you farm in = <b>20 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>
<p>2. In addition to knowing about the bioregion and watershed where your vineyard is located it's important to recognize the primary ecosystem you're located within. Ecosystem types include oak woodlands, conifer forests, riparian habitat and aquatic habitats (rivers, streams and wetlands).</p> <ul style="list-style-type: none"> <li>i. If you don't know the primary ecosystem associated with the area you grow wine grapes in = <b>0 pts.</b></li> <li>ii. If you know the primary ecosystem = <b>10 pts.</b></li> <li>iii. If you use this knowledge to maintain and enhance the biodiversity in and around your vineyard = <b>15 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 15 Pts</p> <p><input type="radio"/> N/A</p>
<p><b>Part Four</b></p> <p><b>PLANNING FOR THE FUTURE</b></p> <p>1. Maintaining and enhancing biodiversity in the vineyard and on the property can be expedited with the development of a written plan. Having a plan will help you to document and monitor the actions taken over time and it will also provide your workers with a common reference point for actions consistent with the overall objectives of your operation.</p> <ul style="list-style-type: none"> <li>i. If you have developed a written plan but don't ever use it = <b>0 pts.</b></li> <li>ii. If you have developed a written plan and use it once in awhile = <b>5 pts.</b></li> <li>iii. If you have developed a written plan and use it each season to manage the vineyard and</li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 5 Pts</p>

surrounding property to maintain and enhance biodiversity = <b>10 pts.</b> iv. If you share your plan with the winery = <b>15 pts.</b> v. If your plan includes a map of plants and biological areas = <b>25 pts.</b>	<input type="radio"/> 10 Pts <input type="radio"/> 15 Pts <input type="radio"/> 25 Pts <input type="radio"/> N/A						
<b>Totals Section Five – Maintaining and Enhancing Biodiversity</b>	<table border="1"> <tr> <th colspan="2">TOTAL POINTS</th> </tr> <tr> <td>Possible</td> <td>255 Pts</td> </tr> <tr> <td>Achieved</td> <td>Pts</td> </tr> </table>	TOTAL POINTS		Possible	255 Pts	Achieved	Pts
TOTAL POINTS							
Possible	255 Pts						
Achieved	Pts						

## SECTION SIX

### OPTIMIZING WINE QUALITY

**TO BE COMPLETED BY WINERY – Wines have been evaluated for the Grower Feedback Meeting prior to March and April of 2014.**

Average score for wine quality

Based on “Wine Spectator” type scoring

Example – Average Wine Score – 80-84

Above average Wine Score – 85-89

Good wine score – 90+

(Possible 100 pts)

Wine Quality Points

Producing the highest quality wine grapes for their intended use requires a partnership between the grower and the winemaker. The grower needs to understand the techniques and styles that the winemaker uses to fully express the distinctive characteristics and personality of each vineyard. The grower needs to know the intended use of the grapes/wine. The winemaker needs to understand the limiting factors of each vineyard in order to appropriately plan each vintage. By sharing information, tasting the wines made with the fruit of the vineyard, and reviewing the growing practices employed each season the grower and winemaker can work together to continuously optimize quality and make symbiotic adjustments based on seasonal fluctuations.

<b>Part One</b>			
<b>GROWING QUALITY FRUIT</b>			
1. During the winetasting and Grower Feedback Sessions with the winery representatives you should have identified the improvements necessary to achieve quality fruit production in your vineyard on a consistent basis. We hope that you’ve worked with the winery to develop a Farm Plan and Action Plan that details the specific actions that you’re going to take to improve or maintain quality.	<table border="1"> <tr> <th>DISTINCT QUALITY</th> </tr> <tr> <td> <input type="radio"/> 0 Pts  <input type="radio"/> 20 Pts  <input type="radio"/> N/A         </td> </tr> </table>	DISTINCT QUALITY	<input type="radio"/> 0 Pts <input type="radio"/> 20 Pts <input type="radio"/> N/A
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i. If you have an Action Plan but have not implemented any actions = <b>0 pts.</b> ii. If you have implemented the actions you agreed to with the winery = <b>20 pts.</b>			
2. Being able to make changes based on Grower Feedback and the requests of the winemaker requires a clear understanding of the components of wine quality and how these are linked to sustainable practices in the vineyard.	<table border="1"> <tr> <th>DISTINCT QUALITY</th> </tr> <tr> <td> <input type="radio"/> 0 Pts  <input type="radio"/> 10 Pts  <input type="radio"/> 20 Pts  <input type="radio"/> N/A         </td> </tr> </table>	DISTINCT QUALITY	<input type="radio"/> 0 Pts <input type="radio"/> 10 Pts <input type="radio"/> 20 Pts <input type="radio"/> N/A
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i. If you respond to the directions of the winemaker but have absolutely no idea why they are making their requests = <b>0 pts.</b> ii. If you respond to their directions and have a general understanding of the connection between sustainability and quality = <b>10 pts.</b> iii. If you engage in a dialogue with the winemaker about the requested practices and demonstrate a knowledge of which viticultural practice(s) contribute positively or negatively to the wine quality = <b>20 pts.</b>			

<p><b>Part Two</b> <b>TASTING THE RESULTS</b></p> <p>1. In order to remain on the path of continuous improvement and sustained quality it is important for you to sit down with the winemaker during the Grower Feedback Sessions and sample and discuss wines made from your grapes.</p> <ul style="list-style-type: none"> <li>i. You know and understand the intended use of your grapes/wine. = <b>5 pts</b></li> <li>ii. If you do this every season = <b>10 pts.</b></li> <li>iii. If you do this every season and use the feedback to improve quality in your vineyard = <b>20 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>						
<p>2. One of the best ways to understand the quality potential of your vineyard is to taste other wines made in your region. This allows you to experience quality differences and make comparisons between your growing practices and those of other growers you admire.</p> <ul style="list-style-type: none"> <li>i. If you have done this once = <b>0 pts.</b></li> <li>ii. If you do this every season = <b>20 pts.</b></li> <li>iii. If you identify the grower of the highest quality wine and discuss vineyard practices that optimize quality = <b>25 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> 25 Pts</p> <p><input type="radio"/> N/A</p>						
<p><b>Part Three</b> <b>BROADENING AWARENESS</b></p> <p>1. In addition to staying up on the latest vineyard practices and technologies it is important for growers to learn about market trends, consumer preferences, and popular wines grown in other regions.</p> <ul style="list-style-type: none"> <li>i. If you stay up on issues by reading the newspaper = <b>0 pts.</b></li> <li>ii. If you attend grower education sessions or take classes on wine appreciation = <b>10 pts.</b></li> <li>iii. If you visit other regions to learn about wines = <b>15 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 15 Pts</p> <p><input type="radio"/> N/A</p>						
<p><b>Totals Section Six – Optimizing Wine Quality</b></p>	<table border="1"> <thead> <tr> <th colspan="2"><b>TOTAL POINTS</b></th> </tr> </thead> <tbody> <tr> <td>Possible</td> <td>255 Pts</td> </tr> <tr> <td>Achieved</td> <td>Pts</td> </tr> </tbody> </table>	<b>TOTAL POINTS</b>		Possible	255 Pts	Achieved	Pts
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## SECTION SEVEN

### CONTINUING EDUCATION

In order to disseminate information quickly and effectively, Benziger Family Winery has been hosting annual “Hot Topics” sessions not only for all of our growers but sometimes also for all of the growers in Sonoma County. These continuing education sessions are part of our commitment to providing resources for our growers and helping them stay informed about the latest technologies and practices for producing high-quality wines. As part of this “knowledge network” it is important that you attend these and other educational opportunities in the California wine community. We are all bearers of valuable information and as part of the BFW Knowledge Network your contribution is important to all of us. We depend on you to share things you have learned and the most beneficial practices you have discovered that will help all of us continually improve our sustainable practices. In the coming seasons you will have access to this collective wisdom on a website so that you can access what you need when you want it.

<p><b>Part One</b> <b>Expanding Your Mind</b></p> <p>1. You should never stop learning and with the ever increasing flow of new information it is critical that growers make efforts to attend workshops, trainings and conferences to obtain talk to other growers and stay up on important issues.</p> <ul style="list-style-type: none"> <li>i. If you attend one event each year to improve vineyard practices = <b>5 pts.</b></li> <li>ii. If you attend at least three events each year to improve vineyard practices = <b>10 pts.</b></li> <li>iii. If you attend more than three events each year and at least one that emphasizes sustainable practices = <b>20 pts.</b></li> </ul>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>
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<p>2. The Benziger Family Winery “Hot Topics” sessions provide growers with critical information.</p> <ul style="list-style-type: none"> <li>i. If you have never attended a Hot Topics session = <b>0 pts.</b></li> <li>ii. If you have attended at least one Hot Topics session = <b>5 pts.</b></li> <li>iii. If you regularly attend Hot Topics sessions = <b>10 pts.</b></li> <li>iv. If you have brought your vineyard manager or other employees = <b>20 pts.</b></li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	N/A				
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<p>3. In addition to sustainable practices and quality improvement it is important to make sure that you receive other training:</p> <ul style="list-style-type: none"> <li>i. If you have received training in the following areas: <ul style="list-style-type: none"> <li>- Safety training = <b>10 pts.</b></li> <li>- Respirator training = <b>10 pts.</b></li> <li>- Work site injury prevention = <b>10 pts.</b></li> <li>- Restrictive handling = <b>10 pts.</b></li> <li>- Hygiene = <b>10 pts.</b></li> <li>- Heat stress = <b>10 pts.</b></li> </ul> </li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #000080; color: white;">BASIC QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	BASIC QUALITY		<input type="radio"/>	10 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	N/A
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<p>4. It is important to share the actions laid out in the Farming Plan with all of your supervisors and employees.</p> <ul style="list-style-type: none"> <li>i. If you only tell your supervisor(s) but don’t follow-up with training for the field workers = <b>0 pts.</b></li> <li>ii. If you make sure that the supervisor(s) and field workers get the same message and training = <b>10 pts.</b></li> <li>iii. If you bring the supervisors and field workers to the winery to get customized training on vineyard management techniques = <b>20 pts.</b></li> <li>iv. If all of your training is bilingual = <b>20 pts.</b></li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	N/A
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<p><b>Part Two</b> <b>The Knowledge Network</b></p>		<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> </table>	DISTINCT QUALITY						
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<p>1. It is important to support the regional vineyard associations and participate in activities that can help you stay on top of important developments and research findings.</p> <ul style="list-style-type: none"> <li>i. If you have belonged in the past but are currently inactive = <b>5 pts.</b></li> <li>ii. If you currently belong to an association = <b>10 pts.</b></li> <li>iii. If you currently belong and actively participate in activities, advisory committees or on a board = <b>10 pts.</b></li> </ul>	<table border="1"> <tr> <td><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	N/A
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<p>2. One of the most effective ways to share information is to allow other growers to come to your vineyard to observe how you manage the operation.</p> <ul style="list-style-type: none"> <li>i. If you like to keep your beneficial practices to yourself = <b>0 pts.</b></li> <li>ii. If you open your vineyard to others for visits and host training events = <b>10 pts.</b></li> <li>iii. If your vineyard has been showcased for sustainable practices in a tour, article or other publication in the past two years = <b>20 pts.</b></li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	N/A
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<p><b>Totals Section Seven – Continuing Education</b></p>	<p><b>TOTAL POINTS</b></p>	
	<p>Possible</p>	<p>215 Pts</p>
<p>Achieved</p>	<p>Pts</p>	

## SECTION EIGHT

### EMPLOYEE RELATIONS

It takes a lot of time, energy and money to find the “right” employees who fit into the operations of your vineyard. Because the Benziger Farming for Flavors program is based in sustainable practices we want to make sure that everyone who works with us to make a great bottle of wine is treated well. This means they get a fair wage and have the opportunity to feel good about the work they’re doing. Your operation makes large investments to find and keep good employees and attract people who are already thinking holistically and can work to integrate all elements of vineyard management into their daily tasks. These people are worth their weight in high quality wine. By taking the Socially Equitable “E” into consideration with our employees we can reduce turnover, increase innovation and ensure that all workers in the wine community incorporate sustainability in what they do.

If you do not hire your own employees and you hire out your vineyard management, this section should be filled out by your vineyard management company where it applies to their employees.

<p><b>Part One</b></p> <p><b>Getting the Right Start</b></p> <p>1. It will be easier to build sustainable practices into your vineyard operations if you hire employees who already have some awareness of environmental responsibility and sustainable practices.</p> <ul style="list-style-type: none"> <li>i. If you don’t include sustainability competency and performance in your search for new employees and supervisors = <b>0 pts.</b></li> <li>ii. If you are investigating the inclusion of sustainability competency in your search for new employees and supervisors = <b>5 pts.</b></li> <li>iii. Sustainability competency and performance is included in your search for new employees and supervisors = <b>10 pts.</b></li> <li>iv. Sustainability competency and performance is included in your search for new employees and supervisors and employee contributions are recorded and used to increase sustainability practices= <b>20 pts.</b></li> </ul>	<table border="1"> <thead> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>20 Pts</td> </tr> </tbody> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts		
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<p>2. Once you have decided whom you’re going to interview it is useful to include questions about environmental protection and sustainable practices in your interviewing process.</p> <ul style="list-style-type: none"> <li>i. If you interview workers before hiring them but don’t include questions on environmental protection and sustainability = <b>0 pts.</b></li> <li>ii. If you include these kinds of questions during the interview process = <b>10 pts.</b></li> </ul>	<table border="1"> <thead> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>N/A</td> </tr> </tbody> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	N/A				
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<p>3. When you hire a new employee it’s important to provide them with a job description and an orientation to your operation.</p> <ul style="list-style-type: none"> <li>i. If you provide job descriptions and/or orientations without any reference to sustainable policies or practices = <b>5 pts.</b></li> <li>ii. If you provide job descriptions and/or orientation with references to sustainable policies or practices = <b>10 pts.</b></li> <li>iii. If you provide job descriptions and orientations in Spanish and English with references to sustainable policies or practices = <b>15 pts.</b></li> <li>iv. If your job descriptions and orientations (including sustainable policies and practices) are part of a comprehensive employee handbook = <b>25 pts.</b></li> </ul>	<table border="1"> <thead> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>15 Pts</td> </tr> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>25 Pts</td> </tr> <tr> <td style="text-align: center;"><input type="radio"/></td> <td>N/A</td> </tr> </tbody> </table>	DISTINCT QUALITY		<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	15 Pts	<input type="radio"/>	25 Pts	<input type="radio"/>	N/A
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<p>4. In order to avoid confusion and miscommunication and keep everyone on the same page it is helpful to have your sustainability policies and values written down and shared with your employees.</p> <ul style="list-style-type: none"> <li>i. If you don't have any sustainability policies or values for your vineyard operation = <b>0 pts.</b></li> <li>ii. If you have some but they reside inside your head and are never written down = <b>5 pts.</b></li> <li>iii. If you write them down and provide them to all employees = <b>10 pts.</b></li> <li>iv. If your sustainability policies and values are written down in Spanish and English = <b>20 pts.</b></li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	N/A
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<p><b>Part Two</b></p> <p><b>Retaining the Best People</b></p>													
<p>1. After spending all of your time finding good, qualified employees it is important to try and keep them working for your operation.</p> <ul style="list-style-type: none"> <li>i. If you don't think about how to retain good employees = <b>0 pts.</b></li> <li>ii. If you recognize the value of good, knowledgeable workers with increased salaries = <b>10 pts.</b></li> <li>iii. If you include bonuses or rewards for workers who go "above and beyond" sustainable practices = <b>10 pts.</b></li> <li>iv. If you provide vacation pay, sick pay, holiday pay and some type of retirement program or 401(k) program. = <b>20 pts.</b></li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	N/A
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<p>2. People need feedback about their job performance in order to continuously improve their job efficiency and work effectively.</p> <ul style="list-style-type: none"> <li>i. If you only tell each worker what they are doing wrong when you see it happening = <b>0 pts.</b></li> <li>ii. If you have job performance reviews for each employee = <b>5 pts.</b></li> <li>iii. If the performance reviews include positive feedback as well as areas for improvement = <b>10 pts.</b></li> <li>iv. If the performance reviews also include feedback on sustainable practices and values = <b>20 pts.</b></li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>5 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	5 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	N/A
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<p><b>Totals Section Eight – Employee Relations</b></p>	<b>TOTAL POINTS</b>	
	Possible	210 Pts
	Achieved	Pts

**SECTION NINE**

**NEIGHBOR & COMMUNITY RELATIONS**

Neighbors and stakeholders make up the broader “Sonoma County community” and each one has a different understanding of how viticulture works. This knowledge, or lack thereof, shapes their perspectives of your vineyard operation and whether or not they approve of your practices. Another part of the Socially Equitable “E” is identifying your closest neighbors and trying to understand what is important to each of them. This will allow you to be proactive instead of reactive when issues arise. Being proactive helps you reduce any risk or potential liability in the future.

<p><b>Part One</b></p> <p><b>Howdy Neighbor!</b></p>											
<p>1. No one manages a vineyard in isolation. There are always other individuals who own land adjacent to your property, even if they don't live there. Knowing who these people are can help prevent misunderstandings and potential conflicts from arising.</p> <ul style="list-style-type: none"> <li>i. If you know who they are but have never met any of them = <b>0 pts.</b></li> <li>ii. If you know your neighbors and have made efforts to know them = <b>10 pts.</b></li> <li>iii. If you hold annual events to bring your neighbors together = <b>20 pts.</b></li> </ul>	<table border="1"> <tr> <th colspan="2" style="background-color: #008000; color: white;">DISTINCT QUALITY</th> </tr> <tr> <td><input type="radio"/></td> <td>0 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>10 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>20 Pts</td> </tr> <tr> <td><input type="radio"/></td> <td>N/A</td> </tr> </table>	DISTINCT QUALITY		<input type="radio"/>	0 Pts	<input type="radio"/>	10 Pts	<input type="radio"/>	20 Pts	<input type="radio"/>	N/A
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<p>2. Even if you don't know your neighbors it is important that you know how to contact each other in case concerns arise that might impact both of your properties.</p> <p>i. If you know how to contact your neighbors but you are not sure if they know how to contact you = <b>5 pts.</b></p> <p>ii. If you know how to contact your neighbors and you've made sure they can contact you = <b>10 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>						
<p><b>Part Two</b></p>							
<p><b>Let's Talk About It</b></p>							
<p>1. Open communication is one of the best ways to avoid confrontation and conflicts with people who live close to your vineyard.</p> <p>i. If you only react to complaints from neighbors = <b>0 pts.</b></p> <p>ii. If you notify neighbors about changes in your operations to minimize complaints = <b>5 pts.</b></p> <p>iii. If you initiate conversations by being proactive and sharing your sustainable values and practices with your neighbors = <b>10 pts.</b></p> <p>iv. If you do this on an annual basis to keep the neighbors informed = <b>15 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 15 Pts</p> <p><input type="radio"/> N/A</p>						
<p>2. Each individual has different perspectives on your vineyard operations and these perspectives can lead to concerns and issues about what is going on with your operations. If you know what these concerns are you can minimize or eliminate them.</p> <p>i. If your only gauge of these concerns are through your neighbors complaints = <b>0 pts.</b></p> <p>ii. If you have conversations with your neighbors to understand their concerns and issues = <b>10 pts.</b></p> <p>iii. If you have an annual event where you discuss what is working well and what concerns remain = <b>20 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>						
<p><b>Part Three</b></p>							
<p><b>The Broader Community</b></p>							
<p>1. While it is important to know the attitudes and concerns of your neighbors it is also important to stay on top of the concerns of the broader community and stakeholders.</p> <p>i. If you depend on other growers to keep you aware of key community issues = <b>5 pts.</b></p> <p>ii. If you invest time to find out about key community and stakeholder issues = <b>10 pts.</b></p> <p>iii. If you are actively working to improve one or more key community and stakeholder issue = <b>20 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>						
<p>2. Having a dialogue with the broader community is a good way to minimize conflicts and lawsuits but if you only talk about your sustainable practices it might not be enough.</p> <p>i. If you only share information about your beneficial practices = <b>5 pts.</b></p> <p>ii. If you develop fact sheets, flyers, brochures or other written material = <b>10 pts.</b></p> <p>iii. If this written material is also part of a formal outreach plan = <b>20 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 5 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> 20 Pts</p> <p><input type="radio"/> N/A</p>						
<p>3. Having a dialogue with the broader community can provide you with information of interest to your neighbors. You can use this information to improve outreach efforts and prevent conflicts from occurring.</p> <p>i. If you don't take this new information into account when providing information and materials to your neighbors and other stakeholders = <b>0 pts.</b></p> <p>ii. If you use this information to become more conversant with neighbors and stakeholders = <b>10 pts.</b></p>	<p><b>DISTINCT QUALITY</b></p> <p><input type="radio"/> 0 Pts</p> <p><input type="radio"/> 10 Pts</p> <p><input type="radio"/> N/A</p>						
<p><b>Totals Section Nine – Neighbor &amp; Community Relations</b></p>	<table border="1"> <thead> <tr> <th colspan="2" data-bbox="1029 1738 1539 1780"><b>TOTAL POINTS</b></th> </tr> </thead> <tbody> <tr> <td data-bbox="1029 1780 1333 1822">Possible</td> <td data-bbox="1333 1780 1539 1822">185 Pts</td> </tr> <tr> <td data-bbox="1029 1822 1333 1864">Achieved</td> <td data-bbox="1333 1822 1539 1864">Pts</td> </tr> </tbody> </table>	<b>TOTAL POINTS</b>		Possible	185 Pts	Achieved	Pts
<b>TOTAL POINTS</b>							
Possible	185 Pts						
Achieved	Pts						

## TOTALS AND ACKNOWLEDGEMENT PAGE

Enter Your Subtotals for 2014 Farming for Flavors™ Distinctive Quality Point Assessment Certification. Please double check your math in each section.	Points Achieved	Points Possible
Section One – Canopy Management (page 3)		190
Section Two – Soil Fertility & Vineyard Floor Management (page 6)		330
Section Three – Disease and Pest Management (page 9)		465
Section Four – Irrigation Management (page 11)		240
Section Five – Maintaining and Enhancing Biodiversity (page 13)		255
Section Six – Optimizing Wine Quality (page 14)		255
Section Seven – Continuing Education (page 15)		215
Section Eight – Employee Relations (page 17)		210
Section Nine – Neighbor and Community Relations (page 18)		185
<b>Subtotal:</b>		<b>2,345</b>
<b>You can only take bonus points for 1 of the Certifications. Bonus Points:</b>		
1. Certified Sustainable FFF Program 2012 = <b>50 pts</b>		
2. Certified Organic CCOF 2012 = <b>100 pts</b>		
3. Certified Demeter or Demeter (in Transition) 2012 = <b>150 pts</b>		
<b>Grand Total Points</b>		

Grower agrees and acknowledges that Benziger Family Winery, LLC ("Benziger") is the exclusive owner of all right, title and interest in the 2014 Distinct Quality Point Assessment ("Assessment"), including, without limitation, all associated rights under the laws of copyright. Grower will not challenge Benziger's ownership of the Assessment, and will not alter or delete any copyright notices included in the Assessment. Grower will not disclose, transmit or distribute in any form and by any means the Assessment to any third party, without the express written permission of Benziger. Benziger agrees not to disclose any information provided by Grower in the Assessment to third parties without the express written permission of Grower; except that, Benziger may disclose the information provided by Grower confidentially to a third party certifier retained by Benziger. Third party certifier also agrees not to disclose any information provided by Grower in the Assessment to third parties without the express written permission of Grower.

Dated:

By: \_\_\_\_\_  
Grower

Dated:

By: Benziger Family Winery, LLC

By: \_\_\_\_\_  
Mark Burningham

Dated:

By: Stellar Certification Services

By: \_\_\_\_\_

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