

**OUTER COASTAL PLAIN VINEYARD ASSOCIATION**  
**Quarterly Meeting Minutes – 11-7-24**

The quarterly meeting of the OCPVA was held at Sadelhill Winery on Thursday, November 7th, at 6pm. Board Chairperson Joe Procopio called the meeting to order at 6:pm, and the minutes of the August 2024 meeting were approved and accepted.

**Treasurer's report**

Kelly informed the members of the current bank account balances.

Primary Checking: \$1,810.25

Money Market Savings: \$34,654.81

Total: \$36,465.06

**New Grant Committee WIC 2024:**

Joe, Dustin and Larry went over the parameters and progress of the new grant and grant committee.

#1. \$5000 will be used to continue to support San Marco. Purchased 5000 vines for planting. (\$1/vine) Larry is working with Double A Vineyards to get the number of San Marco and Trentina sold for planting from Spring of 2024.

#2. Smudge Pots Purchase: Larry informed the group that 100 smudge pots will be purchased this month at \$180 each for a total of \$18000. Ten wineries who meet the criteria will be able to purchase (10) smudge pots @\$90/each. The purchase request form created by Larry will be sent out to the OCPVA general lists, Rutgers will also send it out to their mailing list. Money will be required upfront.

#3 Dustin discussed the committee's progress in identifying the urban areas we are targeting and planning four onsite restaurant events. Specifically urban areas like Jersey City, Hoboken, Asbury Park, Haddon Twp. (Devon suggested Trento in Haddon Twp to consider as well)

A final event hosted by the OCPVA will take place at an OCPVA winery where we will invite these restaurant partners to get introduced to the winery owners, taste our wines and have an opportunity to market our wines. The committee discussed the format and have decided on a casual setting like the educational events held last year at Beneduce and Autumn Lake. Guests

will be able to walk around to hors d'oeuvres stations, sample wines with short introductions and casual conversation. Anyone with suggestions or ideas please let the committee know.

### **NJ Wine Expo 11/9/24 Bell Works-Holmdel, NJ- Devon Perry GSWGA Executive Director**

The NJ Wine Expo will highlight and share the great things that our industry has been doing over the last four decades. (Coeur d'Est, Blended Wine Project) The festival permit has an addendum precluding us from having separate tables to pour wine. This is something that our industry needs to address after the event.

NJ Wine Month is now November! The GSWGA encourages us to reach out to any influencers and invite them to the event as their guest (4) comp. tickets are now available. This will be the largest gathering of NJ Wineries in state history. Devon handed out the schedule for the event. Main Stage- Conversations with industry insiders.

OCPVA/AVA and Larry Coia will be giving an informative presentation highlighting its uniqueness and specifically our trademark red blend Coeur d'Est.

### **Speaker- Sherwood Taylor, Sr. Director Workplace Development - ACCC**

Sherwood Taylor Sr. provided information on the next steps in the USDOL Apprenticeship Program. Proposed Apprenticeship packet was given to all attendees. Every community college in NJ has funding for this program.

Apprenticeships are a recruitment tool and a retention tool. It helps with higher productivity and a more diversified workforce. The workers benefit from a higher wage and increased skills. When they finish the apprenticeship, they receive a certificate and 99% of colleges give credit from that. An apprenticeship will complete almost half of an associate degree.

USDOL model is the employer who is the most important part of the team.

Atlantic Cape will handle all of the paperwork, market to our people and guide us through the process.

1. Employer Involve (2.) Structured on the job training (3.) Rewarding employees for skills gains (USDOL Requirement- earn more money) the amount is up to the employer (4.) Industry recognized credential (USDOL Certificate)

**Related Technical Instruction:** The courses required before they can begin a mentorship with employer.

In NJ has a grant (UPSKILL) apply for grant to upskill existing employees. Grant (GAINS) reimburse for wages once they are an apprentice.

The members asked questions and discussed the potential options and courses/job positions that would be helpful for our industry. (Ex. Vineyard Manager. Tasting Room Manager; Enology)

Initially, ACCC is looking for feedback on whether this is a program we could use in the future. Jim suggested once the OCPVA received additional information from them we can collectively discuss the next steps as an organization.

**Speaker-Joseph F Stanzione, III, Ph.D-Professor of Chemical Engineering and Founding Director, Rowan's Advanced Materials & Manufacturing Institute (AMMI)**

Professor Joseph F. Stanzione, III discussed the Glass Recirculation, Education and Research Program and how we can get involved. For about a year they have been working on this project that is funded by the NJ Department of Environmental Protection. Can we do a better job of recycling glass in South Jersey? Visiting Bellview Winery he spoke with Jim about being part of the project. Bellview Winery and Blue Cork Winery are currently to participate.

Ex. Planted their first blueberry patch using a ratio of glass sand. Interested in taking the glass they are recycling, crushing, pulverizing and sieving it into different fractions to see if that sand can be used for advanced applications such as concrete for 3D printers, high end optical lenses, battery applications etc. There are potentially opportunities to work together with Rowan to apply for grants and try new things.

**How it works:**

- Drop of a large green palette crate (foldable)
- Winery contacts Rowan once it's full, they will bring a lid and new crate and take the full one away
- If the winery folds the cardboard boxes the wine came in, Rowan will take them and repack the recycled bottles.
- They will also take the corks.

The goal is to work with the wineries to get the used bottles back in circulation. Rowan has a wine bottle sanitizer and washer and are looking into getting wine bottle de-labelers. Discussed doing the sanitizing and de-labeling for half the cost of purchasing fresh bottles. Joe will get us information that we can pass on to all our members.

**Harvest Recap and Discussion:**

**Great Harvest!**

**Board Elections February 2025**

Dante informed the group that there are four open board positions. The election will be held at the February membership meeting.

**Rutgers – Post-Frost Survey**- 27 initial response and are now planning a follow up survey in a few weeks.

- **Wine Grape Session: Vineyard Soil Health** will be held at the 2025 NJ Agriculture Convention, Harrah's Casino and Resort, Waterfront Conference Center at Atlantic City on Feb 4th.
- Rutgers is working on a new version of the pest control recommendations to get information out there to the industry.
- New position at the research center- Fruit Pathologist -Specifically states it will include grape pathology.

**Blaufrankisch Tasting and Discussion:**

This meeting's tasting and discussion featured Blaufrankisch.

Thank you to the members who shared their wines and details on the making of their specific

**Blaufrankisch** vintage:

Cedar Rose Vineyards 2016  
Bellview Winery 2013 and 2021

The meeting adjourned at 8:15 pm