



REGIONAL VINEYARD & WINERY PROGRAM

What You Need to Know to Start to Grow

**Tuesday, November 2, 2010
10 a.m. - 2 p.m.**

Carroll County Office of Economic
Development
225 N. Center Street
Room 105
Westminster, MD 21157

THE PROGRAM

This program is designed to present the basic facts and considerations regarding winery and vineyard startup. Professionals from the industry, the University of Maryland and from the sponsoring counties will present their recommendations and experience for anyone interested in learning more about developing a winery and/or vineyard business.

Whether it's a current hobby or a romantic fantasy – opening a winery or planting a vineyard in Maryland can be an exciting – and potentially profitable – business opportunity.

Wineries and vineyards are agriculture, pure and simple. Your hands will get dirty in this business, and it's only through hard work and dedication that your winery/vineyard project will succeed. Both can be very costly to start, and even more costly to “fix” if you employ poor planning. You'll learn the basics and also hear about the common pitfalls (and how to avoid them!).

AGENDA

Meet the industry's best advocates—county agricultural economic development specialists—and hear from UMD Extension Viticulturist Joe Fiola, Maryland Wineries Association Executive Director Kevin Atticks and Maryland Grape Growers Association President Jennie Schmidt as all discuss how/why to become the newest entrant into the Maryland wine/grape industry.

SPONSORED BY

Carroll Co. Dept. of Economic Development
225 N. Center Street
Westminster, MD 21157
Gabe Zepp
Agriculture Development Specialist
410-386-2070 • gzepp@ccg.carr.org

Frederick Co. Office of Economic Development
5340 Spectrum Drive, Suite A
Frederick, MD 21703
Colby Ferguson
Business Development Specialist - Agriculture
301-600-3037 • cferguson@frederickcountymd.gov

Howard Co. Economic Development
751 Columbia Gateway Dr # 500
Columbia, MD 21046-3144
Kathy Zimmerman
Agricultural Marketing Specialist
410-313-6500 • kzimmerman@hceda.org

Montgomery Co. Dept. of Economic Development
Agricultural Services Division
18410 Muncaster Rd
Derwood, MD 20855
Kristin A. Fisher
Agricultural Programs Specialist
301-590-2805
Kristin.Fisher@montgomerycountymd.gov

Washington County Maryland
7303-7313 Sharpsburg Pike
Boonsboro, MD 21713
Leslie Hendrickson-Hart
Agriculture Marketing Specialist
301-432-4782 • lhart@washco-md.net

University of Maryland Extension
Western MD Research & Education Center
18330 Keedysville Road
Keedysville, MD 21756-1104
Joseph A. Fiola, Ph.D
Specialist in Viticulture and Small Fruit
301-432-2767 ext. 344 • jfiola@umd.edu

Maryland Wineries Association
22 W. Padonia Road • Suite C-236
Timonium, MD 21093
Kevin Atticks
Executive Director
410-252-9463 • kevin@marylandwine.com
www.marylandwine.com

RSVP REQUIRED by October 27, 2010

RSVP via info@marylandwine.com or 410-252-9463