

Volume 2  
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December 2008

## Wine Trail Traveler Newsletter

We visited another 150 wineries during 2008. As in the previous year, we met many owners, partners, winemakers and staff that had a heart-warming story. This year, both the December and January issues of the Wine Trail Traveler Newsletter will present some of these “chicken soupish” stories, just in time to warm one’s heart during winter’s chills.

### Extending a Helping Hand

Donald Coe’s belief in value-added farming has helped turn Black Star Farms into an agricultural destination. This Leelanau Peninsula, Michigan farm goes beyond the vineyard, winery and tasting room. It also offers an inn, cherry orchard, vegetable farm, farm market, creamery, stables, equestrian facility, and trails. Visitors can spend an entire day and then spend the night and awaken to a gourmet breakfast. The true strength of this destination lies in action. Donald extends a helping hand.

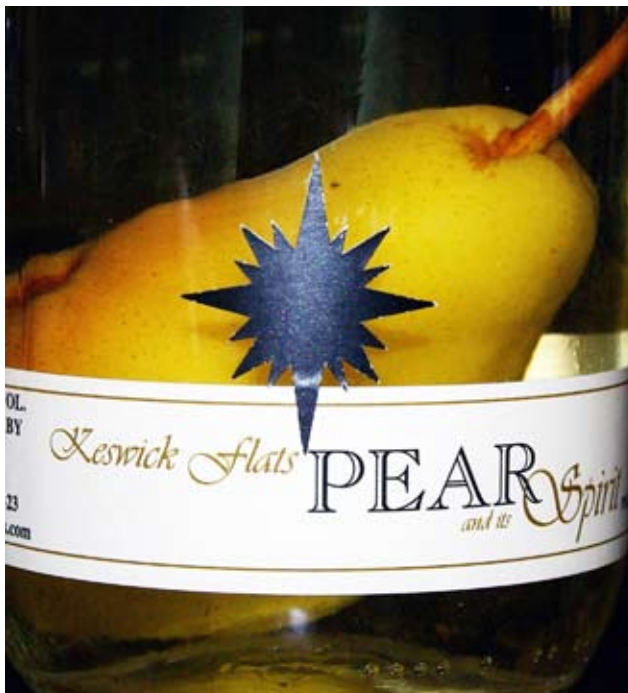
John and Anne Hoyt owned and operated the artesian cheese company, Leelanau Cheese Company. They outgrew their facilities and approached Don Coe to inquire about space to age cheese. At the time, Black Star Farms was creating cellars for wine storage. Don embraced the idea wholeheartedly, offering not only to dig a cave for cheese aging for the young couple, but also offering to build a facility for the creamery. Visitors to the tasting

room can watch the making of cheese through a large window and sample the cheese with Black Star Farms wines.

An area pear orchard owner approached Don and stated that he had to go out of business since he was only earning four cents a pound for his fruit. Once again Don extended a helping hand. Today, Black Star Farms produces Pear and Its Spirit. The orchard grower ties a bottle over a budding branch in the hopes that a Bartlett pear will grow inside the bottle. When the pear is harvested, the winemaker fills the bottle with pear brandy, made with pears from the same orchard. The pear in the bottle makes a stunning presentation and is the perfect gift for many people. This idea helped the orchard owner keep his farm and make an agricultural living.

These are but two examples of Don’s practice of extending a helping hand.

T.S.



Black Star Farms “Pear and its Spirit”

### Last Three Rows

Many winemakers make wine and do not farm the vineyards. Likewise, the majority of growers tend the vines but do not make wine; some don’t even have an opportunity to taste the wine made from their grapes. Once in a while you have a winemaker and grower who know each other well and understand each other’s trades. Larry and Kimberly Laurello owners of Laurello Vineyard LLC in Geneva, Ohio source most of their wine grapes from growers in the Grand River AVA of Ohio. One grower they source from is Tim Frania. Tim has been growing grapes for years. He has also dabbled in winemaking. The last three rows of his vineyard are his grapes that he uses to make wine. Larry, the winemaker at Laurello always commented on Tim’s wine, “I use to tell him it was good.”

In 2008, Tim was diagnosed with melanoma and passed away in August. His wife, Sheila Frania, and volunteers from the Vintners in Northeast Ohio wine club harvested his eight acres of grapes. The final day of the harvest was emotional for all. Larry wanted to do something special with the three rows of grapes Tim used to make his wine. So he is making wine for Sheila from the grapes from those three rows. Aptly enough, Larry is calling the wine, Last Three Rows. This is a winemaker’s tribute to a grower who went beyond farming to learn more about grapes and winemaking.

T.S.

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### Austin's Red and Austin's White

Many people involved in the wine industry today have had previous work experience in other fields. Often one can make a connection between previous work experiences and present work-related duties. This is the case for Grand River Cellars President, Cindy Lindberg. Cindy was a school psychologist at two schools in the Mayfield City School District of Ohio. In that position, Cindy worked with many students, some who had special needs. Students with autism touched her heart, and Cindy wondered what she could do to give back to students in her former career now that she had a new career in the wine business.

The answer came when she and her partners decided to create two wines, Austin's Red and Austin's White. One dollar from the sale of each bottle is

donated to the Northeast Ohio Autism Group. A contest was held last year for the design of the labels on the bottles. There were fifty entries from children who were diagnosed with autism. Michael, a three-year-old, created the label for the Austin's White. Anthony, an 11-year-old with autism, created the label for the Austin's Red. Each year Cindy hopes to have children with autism send entries for the bottle label contest.

At the time of our visit, the winery was sold out of Austin's Red. In part, this is due to Applebee's restaurants carrying local wines in many of their restaurants. Several Ohio Applebee's restaurants carry the Austin's Red wine. Cindy is making an impact on her past with the present.

T.S.



Austin's White wine label was designed by Michael, a three-year-old diagnosed with Autism.

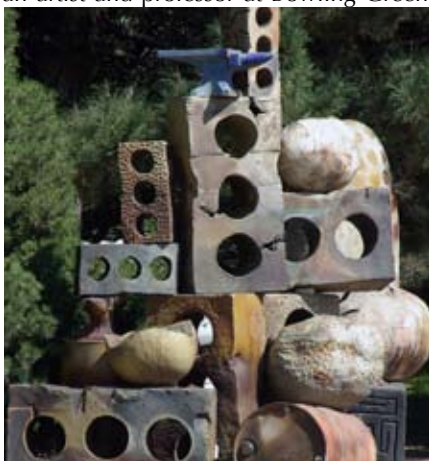
### Families Creating Together

After visiting numerous wineries of all kinds, we discovered that a number of the wineries have a common theme of parents and children. In some cases, children became interested in the many aspects of the wine industry from helping in the vineyards to working in the winery or tasting room. We would like to take a moment to honor many of those wineries that have a lifestyle that the future generations appreciate.

Balistreri, in Colorado, is owned by John Balistreri, winemaker. His daughter, Julie, also makes wine and deals with the business end of the winery. As we spoke with John and Julie, we became aware of the love and respect for each other. Julie watches out for her father and knows where he is and what he is doing. John's son, while not involved at the winery, is an artist and professor at Bowling Green



Cave Spring Cellars Vineyard is close to the south shore of Lake Ontario. Toronto is across the lake.



Sculpture created by a son for his father's winery

University. He provided the sculptures seen in the landscaping.

Cave Spring Cellars located in Jordan, Ontario is a large family-run destination site. The Pennachetti family works together linking the vineyard, winery, tasting room, inn and restaurant together. The Inn on the Twenty offers a lovely ambience and On the Twenty Restaurant offers good food and atmosphere. Cooperation between family members is a key element to their success.

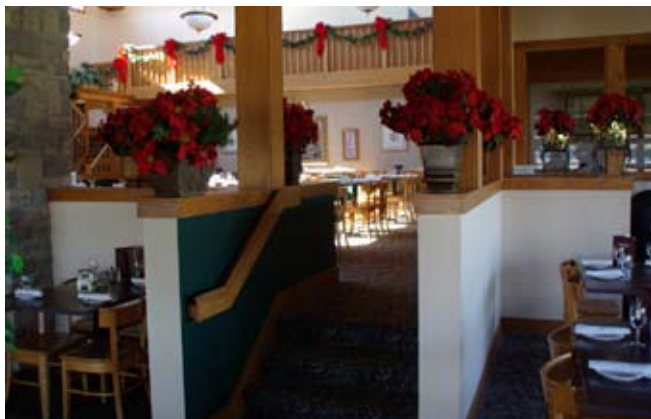
Harry Hepron developed Dove Valley

Vineyards and Winery, in Maryland, because he wanted to preserve the land for his children and grandchildren. It is important to Harry to have a legacy for his family. We were delighted to talk with Harry and his daughter, Janel. Everyone in the family pitches in to help in the vineyard, winery and tasting room.

Ferrante Winery & Ristorante, one of Ohio's largest wineries, began in 1937 with the purchase of 60 acres of land. A restaurant was added in the 1980s. In November 1994, the restaurant was destroyed by a fire.



The Ferrante family came together and rebuilt the facility as it stands now. Today the 4th generation is very involved in the winery. As we sat in the tasting room talking with Mary Jo Ferrante, family members, young and not so young, stopped in to visit and stay awhile. They opened a bottle of wine and enjoyed each other's company. This Thursday, late morning get-together included three generations of the family. It is as if the winery is their home and visitors are welcome to come and stay. The Ferrante family created a dream winery and restaurant that welcome visitors.



*The restaurant at the Ferrante Winery is set up for the Christmas season.*

Not far from the Ferrante family in Ohio, the Mazza family, in North East Pennsylvania, has operated Mazza Winery for almost 36 years. Mario Mazza, second generation, is the enologist. Mario's father and uncle started Mazza Winery in 1973. Today the Mazza family owns two additional wineries, South Shore Wine Company, also in North East, and Mazza Chautauqua Cellars in New York. Mario recommended that we visit South Shore Wine Company, and, there, we met his mother who gave us a guided tour and talked about the work that her husband was doing to renovate the building.



*The Mazza family acquired the South Shore Wine Company building. The building used to be a winery during the Civil War era.*

Sometimes family is separated by thousands of miles but still helping each other. Reif Estate Winery, in Niagara-on-the-Lake, Ontario is the result of two brothers interested in the wine industry in Canada. Klaus is the 13th generation in winemaking. His uncle, Ewald Reif, came to Canada in 1977. When Klaus and his father visited Uncle Ewald, his father realized that vineyards would do well here. Klaus and his father returned to Germany

and ultimately Klaus came back to Canada to help in his uncle's winery. Today Klaus is the president and winemaker of Reif Estate Winery and his uncle enjoys riding through the vineyards on a small tractor. Many of the large wood barrels are from Klaus' father's winery in Germany. Both son and father enjoy each others' wines even though their wineries are thousands of miles apart.

West Wind Farm Vineyard & Winery located in southwest Virginia is family-owned by Paul and Brenda Hric. Their nephews, David and Jason Manley, are very involved in the winery. The land was in the family for four generations. A desire to find a way to keep the "family farm in the family" resulted in the decision to plant vineyards and build a winery. On tours, Jason is quick to point out that he personally touches every bottle of wine.

Although not a winery, Wine Country Inn in Palisade, Colorado does have 16 acres of grapes. Wines made with their grapes and bearing the Wine Country Inn label are produced by their next door neighbor. The Inn is new on the scene and provides a delightful stay for visitors. Wine Country Inn was built by Jean and Richard Tally. Their daughter Anne is deeply involved with the inn and supportive of her parents and the inn.



*The vineyard on the property of the Wine Country Inn, an eight room inn located in the Palisade wine country of Colorado*

After visiting more than 300 winery and vineyard tasting rooms and meeting so many wonderful people, it has been difficult to decide which wineries to mention in this newsletter. The January edition of the Newsletter will also feature heart-felt stories from our travels. We enjoy visiting wineries and meeting everyone involved. One of the purposes of Wine Trail Traveler is to make people aware that visiting wineries is fun, enjoyable, and if they don't visit wineries, they are missing an experience as well as some great wine.

K.S.

The December 2007 edition of the Newsletter featured several heart-felt stories. If you missed it you can still read the [pdf](#) version. The January 2009 edition of the Newsletter will also feature stories that will touch your heart. The February edition of the newsletter will list our favorite wineries and vineyards visited in 2007.

## Wine Trail Traveler Partners

### Our Winery Partners

Stop by these wineries that advertise with Wine Trail Traveler.

#### Colorado



#### Garfield Estates Vineyard and Winery

3572 G Road  
Palisade, Colorado 81526



#### Two Rivers Winery & Chateau

2087 Broadway  
Grand Junction, Colorado 81503

#### Maryland



#### Dove Valley Vineyards and Winery

645 Harrington Road  
Rising Sun, MD 21911



#### Fiore Winery

3026 Whiteford Road  
Pylesville, MD 21132

#### Michigan



#### Black Star Farms

10844 E. Revold Rd.  
Suttons Bay, Michigan 49682



#### Chateau Chantal

15900 Rue de Vin  
Traverse City, MI 49686

#### New York



#### Three Brothers Wineries & Estates

623 Lerch Road,  
Geneva, NY 14456

#### North Carolina



#### Grove Winery and Vineyard

7360 Brooks Bridge Road  
Gibsonville, NC 27249

#### Ohio



#### Ferrante Winery

5585 N River Road W (State Rt. 307)  
Geneva, Ohio 44041



#### Grand River Cellars

5750 South Madison Rd. (Route 528)  
Madison, Ohio 44057

#### Oregon



#### Kramer Vineyards

26830 NW Olson Road  
Gaston, OR 97119-8039



#### Redhawk Winery

2995 Michigan City Lane NW  
Salem, Oregon 97304

#### Pennsylvania



#### Pickering Winery

Rt. 187 Between Wysox and Rome  
Wysox, PA 18854

#### Virginia



#### Barrel Oak Winery (check Wine Trail Traveler website for a tasting coupon)

3623 Grove Lane  
Delaplane, Virginia 20144



#### Chateau O'Brien at Northpoint

3238 Rail Stop Road  
Markham, VA 22643



#### Kluge Estate Winery & Vineyards

100 Grand Cru Drive  
Charlottesville, Virginia 22902



#### Pearmund Cellars

6190 Georgetown Road  
Broad Run, VA 20137



#### Veritas Vineyard & Winery

145 Saddleback Farm  
Afton, Virginia 22920



#### The Winery at La Grange

4970 Antioch Road  
Haymarket, Virginia 20169

## Wine Trail Traveler Partners

### Our Lodging Partners

#### Ontario, Canada

##### **Hilton Garden Inn, Niagara-on-the-Lake**

500 York Road  
Niagara-on-the-Lake, Ontario  
L0S 1J0  
Phone 905-984-4200  
Toll free: 866-777-9877



#### Colorado

##### **The Wine Country Inn**

777 Grande River Drive  
Palisade, CO 81526  
888.855.8330  
Note: opening in August 2008



#### Michigan

##### **The Inn at Black Star Farms**

10844 E. Revold Rd.  
Suttons Bay, Michigan 49682



#### Pennsylvania

##### **Hilton Garden Inn, Kennett Square**

815 E. Baltimore Pike  
Kennett Square, Pennsylvania 19348  
Phone (610) 444-9100



#### New York

##### **The Halsey House**

2057 Trumansburg Road  
Trumansburg, NY 14886  
Phone: 800-387-5590



### Our Artists Partners

#### New York

##### **Masten Designs**

2710 Astoria Blvd. Apt. 2C  
Astoria NY 11102



### Our Restaurant Partners

#### Colorado

##### **Garlic Mike's**

2674 Hwy 135  
Gunnison, Colorado 81230  
970-641-2493



##### **Garlic Mike's**

103 Rose Lane  
Montrose, Colorado 81401  
970-249-4381



#### Ohio

##### **Ferrante Winery & Ristorante**

5585 N River Road W (State Rt. 307)  
Geneva, Ohio 44041



**Mark your calendars for the  
largest tasting room on the  
planet.**



**For more information**

**Want to be listed on  
this page? Call or send  
an email to Wine Trail  
Traveler.**

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terry@winetrailtraveler.com