



VQA News & Tips – October 2018

FRIENDLY REMINDER! PRE-REGISTRATION – SFW Wines and ICEWINE

You must pre-register your intention to make skin-fermented white wines at the time of harvest and not later than November 15. The intent to harvest grapes for Icewine must also be registered by November 15. Proof of pre-registration will be required when you submit these wines for approval.

In addition, you must ensure that these grapes are entered in the GGO eGrape system and have a weigh slip associated with them. All entries will be reconciled with GGO to identify reporting discrepancies. More detailed information about Icewine and Late Harvest registration can be found at <http://www.vqaontario.ca/Regulations/Processes> under the Late Harvest/Icewine tab.

All registrations are due on November 15, 2018 and no registrations will be accepted after midnight on that date.

Registration is done online via VQA Ontario's secure website at <https://office.vqaontario.ca/vqaservices>. If you do not have an online account or cannot access your account, please contact us as soon as possible. Please forward this information to growers who are registering grapes on your behalf!

REGULATION CHANGE CONSULTATIONS Comments due December 15, 2018.

VQA Ontario is consulting on 4 proposed regulatory changes. Your feedback is important to help us make an informed decision.

A detailed description of the proposals and background can be found on our website at <http://www.vqaontario.ca/Resources/Industry>

In brief, they are:

1. Add Marquette to the list of permitted hybrid grape varieties.
2. Expand the list of permitted grape varieties for use in wines labelled with "Ontario" origin to include all wine grape varieties that do not have significant labrusca lineage or characteristics. General rules related to hybrid content will still apply.

3. Allow the production of table wines labelled with "Ontario" origin to omit the vintage date on the label, allowing content to be a blend of vintages and making declaring the vintage date on the label optional.
4. Change VQA Ontario's corporate name from the Vintners Quality Alliance Ontario to the Ontario Wine Appellation Authority.

These changes are not yet approved. Once industry feedback is received, the VQA Ontario Board of Directors will consider whether to approve the changes and recommend them to the Minister of Government and Consumer Services for approval. Please note that, once recommended, the government conducts its own review and consultation.

If you have any questions, please do not hesitate to contact Katherina Radcliffe or Laurie Macdonald at the VQA Ontario office.

ONTARIO WINE AND GRAPE BENCHMARKING STUDY – COMING SOON!

On **FRIDAY OCTOBER 26th** the survey will be launched online by Deloitte and your winery will receive an invitation to participate by email. The email will be sent to the PRIMARY CONTACT in the VQA Services site. If you receive the invitation to participate and you are not the person responsible for completing the survey, please assist us by forwarding the email to the appropriate person (Accounting Dept., bookkeeper, owner, etc.).

As with previous years, you will have 6 weeks to complete the survey. The deadline is Friday December 7, 2018.

IMPORTANT! Completion is MANDATORY for VQA Wine Support Program and Marketing and Vineyard Improvement Programs, administered by OMAFRA.

As with other years, participation in the survey will be tied to eligibility for OMAFRA and Agricorp funding. If you applied for funding, or intend to apply, for the VQA Wine Support Program or Marketing and Vineyard Improvement Programs (MVIP) administered by OMAFRA, a completed survey is required. For more information on this, please contact Phil Dick at OMAFRA phil.dick@ontario.ca

Find last year's report here: [2017 Ontario Wine and Grape Industry Performance Study](#)



CHALLENGES FACING THE ONTARIO INDUSTRY 2017

Respondents were asked to rank up to 5 challenges impacting their business from a list of 15 challenges developed by the Working Group. Based on rank and frequency of responses received, the top 5 challenges for grape growers were identified.



CHALLENGES

1



RISING INPUT/LABOUR/
LAND COSTS

2



GRAPE PRICING

3



ACCESS TO VIRUS-FREE
GRAPE VINES

4



GOVERNMENT
REGULATION AND COST
OF COMPLIANCE

5



PROPERTY TAXATION/
ZONING/MUNICIPAL
INFRASTRUCTURE

VQA ONLINE SERVICES

Upgrades to VQA Ontario's online services were completed last month including:

- VQA Monthly Sales Reports – upload your sales reports
- Online payment by credit card
- Enhanced invoicing and single payment feature

Going forward, please login and upload your VQA Monthly Sales Reports (Form 3003) as an Excel or PDF file. Our intention is to cease accepting emailed sales reports by the end of the year. Do not forget you must still send LCBO's Winery Reporting Template (J10) directly to them!

Inform your Accounting Department. You may have to set up login credentials for the person who prepares your sales reports and makes payments. This can be done by whomever is the administrator of your winery's online account. The new system allows you to assign specific roles and access to each user – if you find you cannot access a particular feature, it is probably because you don't permission to do so. See your winery administrator to update your permissions.

Note that these are significant enhancements that may take time to get used to but will make VQA processes much more convenient for you and almost paperless! See our user guides: [Sales Reporting User Guide](#) and [Invoicing User Guide](#). They are also posted on the menu page of VQA

Services under Documents. If you have any user related questions, please don't hesitate to contact the office, or susan.piovesan@vqaontario.ca.

Good to know: If our public site vqaontario.ca is down and you cannot access the member login link, VQA Services can be accessed directly at <https://office.vqaontario.ca/VqaServices/default.aspx>.