







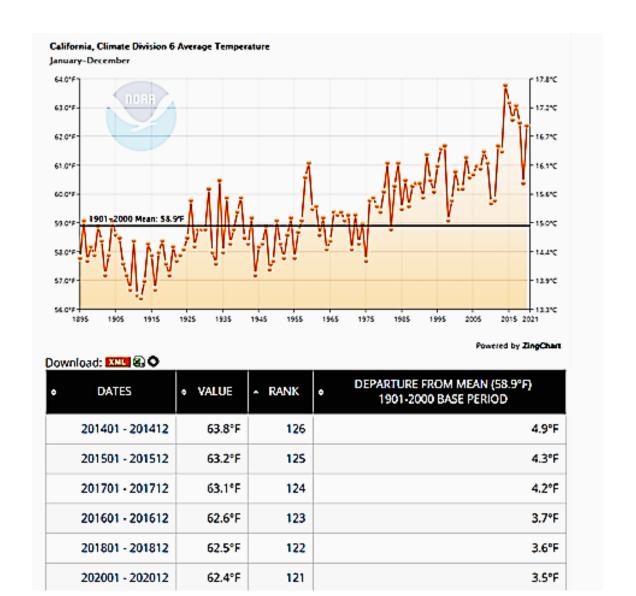
## **Greg Pennyroyal**

- Manager Trout Lake Farm, Trout Lake WA 2400
   Acres diversified medical botanicals
- Director Botanical Research Leiner Health
- USP Expert Committees (15 yrs.)
- · Research:
  - National Institutes of Health
  - Global Institute Tibetan Medicine
- Vineyard Manager Wilson Creek Winery
- Professor Viticulture MSJC





## Mean Temp S.Cal AVA 1895 - 2021







## Industrial Agriculture

- Soil as a medium for delivering soluble nutrients to plants
  - Degrades the soil food web
  - Releases CO<sub>2</sub> and decreases soil Carbon
  - Degrades organic matter
  - Nutrient deficient food
  - Ecosystem services degradation
  - Increased reliance on synthesized inputs \$\$\$





## Regenerative Agriculture

- Soil systems that are Constantly improving soil health
  - Supports the soil food web leading to resilience
  - Sequester Carbon
  - Build organic matter
  - Nutrient dense food as medicine
  - Decreased or eliminated reliance on synthesized inputs





## Regenerative Agriculture

- Must also regenerate:
  - Farmers bank account
    - No margin no mission
    - Must preform in current economic models
    - Would be obvious in a "True Cost" accounting system
  - Value of ecosystem services
    - Clean air, Water, open spaces, genetic diversity
    - Potential for carbon sequestration income



- All plants evolved in a highly complex mineral, organic and biological matrix
  - Theory of biological availability Biological / Organic
    - Not soluble but available
  - Maintaining soil health is sustainable agriculture vs:
  - Theory of solubility Chemical
- N-P-K approach to fertility assumes that the parts are greater than the whole
  - Large scale commercial interests support this approach
  - Somewhat like anabolic steroids, great results can be achieved
    - And then degradation and damage set in





## Photosynthetic capacity of plants

- Plants functioning at high photosynthetic efficiency are the engine that develop healthy soils, not the other way around
- Average industrial agricultural photosynthetic efficiency of crops is 15-20% of theoretical genetic potential

— Don't leave 80% of the value behind!





## Photosynthetic capacity of plants

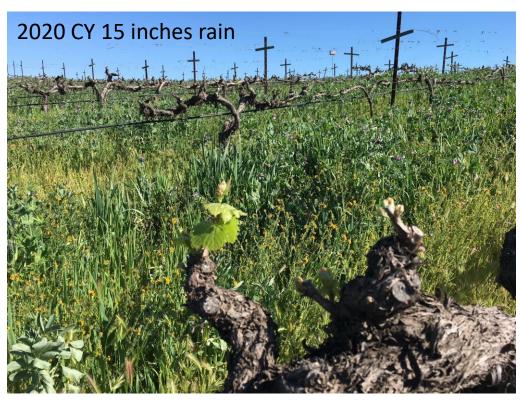
- Increase in photosynthetic efficiency does not directly correlate to an increase in yields
- Additional sugars fed into soil ecosystem
- Improvement in genetic expression
  - Higher chemotypical expression
  - Improved plant health
  - Reliance to biotic stress
    - Cover crops + mulches Vineyard dormancy photosynthetic income





## Value of Cover Crops

Minimize tillage – benefits must outweigh damage

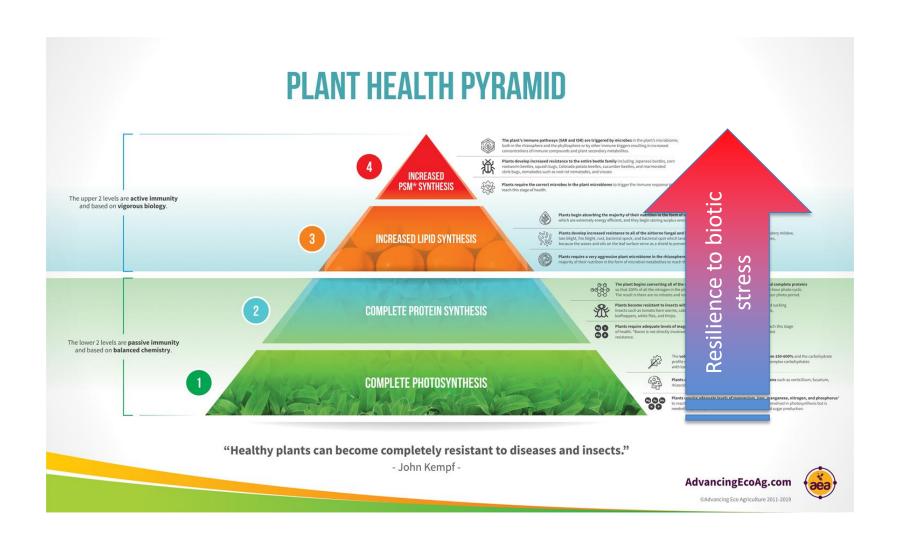








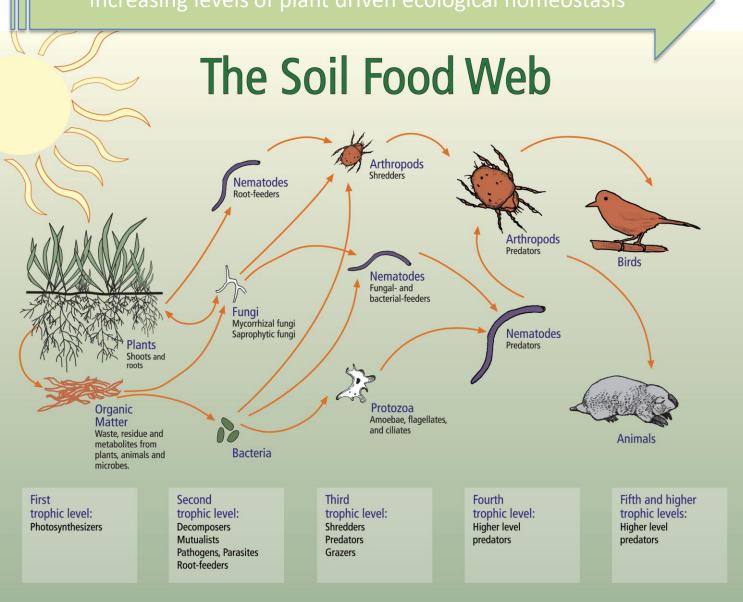
## Regenerative Agriculture





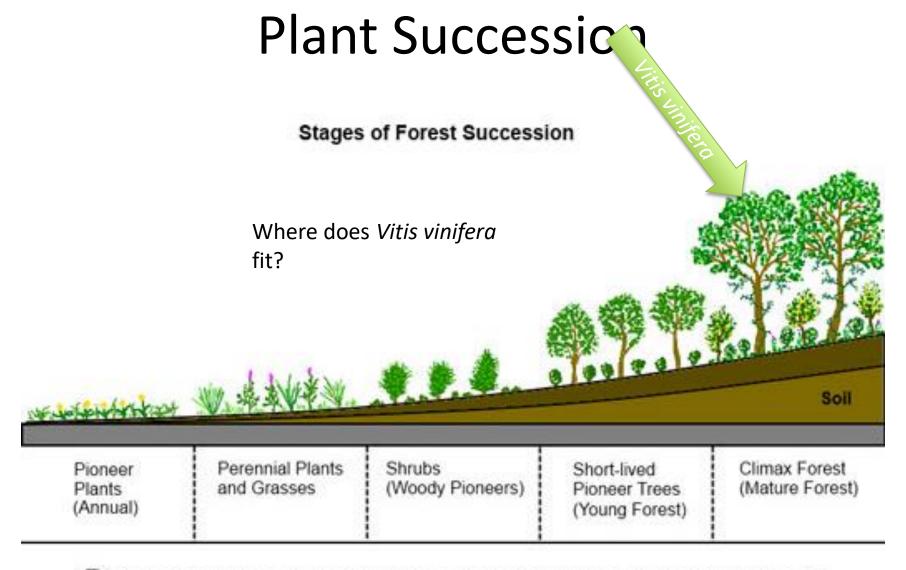


Increasing levels of plant driven ecological homeostasis









Time





# Diversified cover crop mixes to increase soil diversity



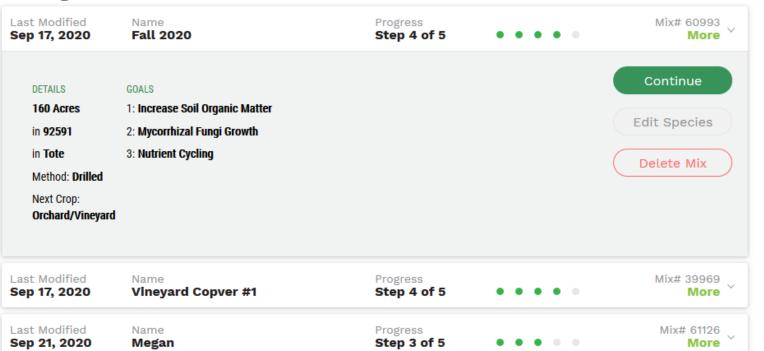




#### **Mixes**

See a list of mixes you have in progress. Expand to view details.

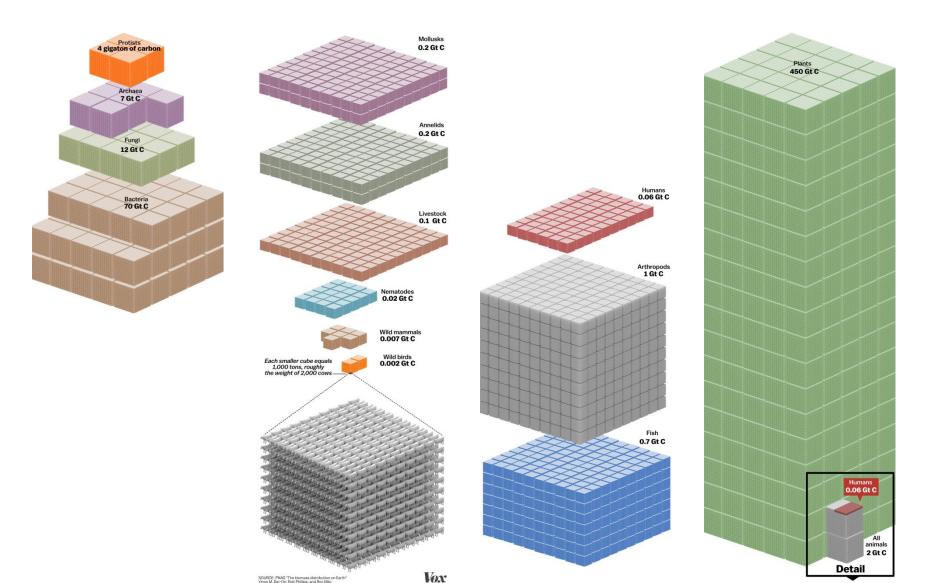
#### In Progress

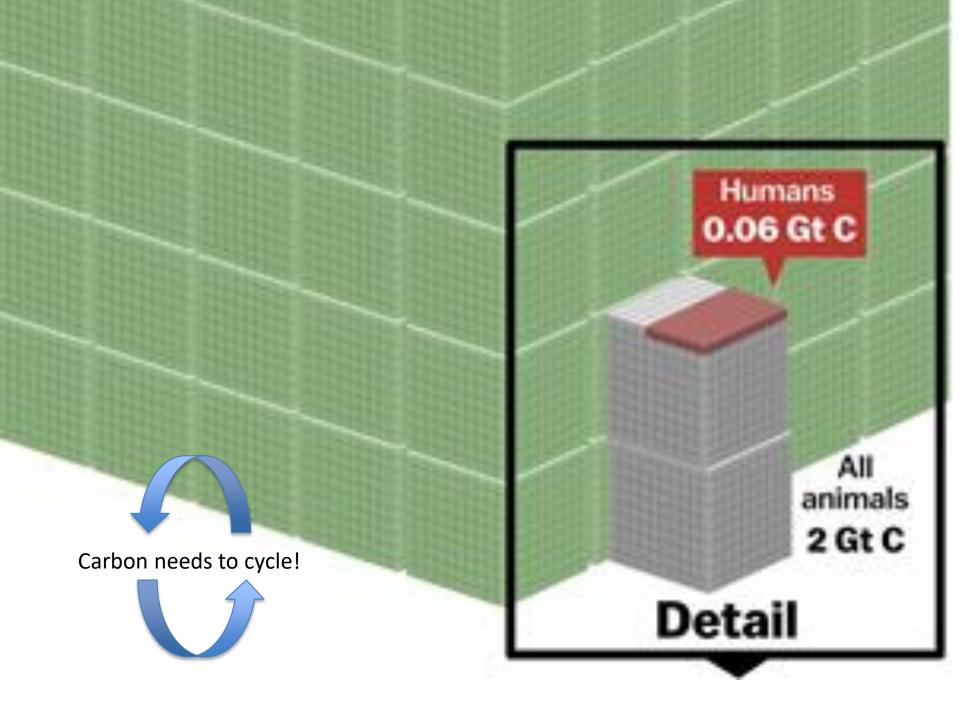






#### Agriculture and Carbon Sequestration









#### What has worked for me





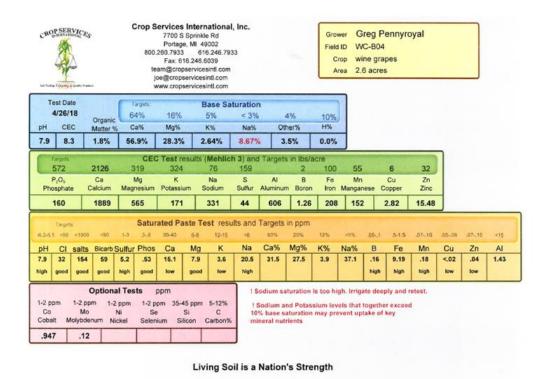


#### **Soil Tests**

 Give initial assessment of gross availability and ratios (Albrecht)

Low correlation to field observations and

outcomes





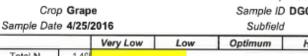


## Petiole samples -limited reliability

#### Tissue: Grape - DIV I Leaves Opposite Flowers at Blooming

rower Name Wilson Creek
Field Name Muscat Block 10
Crop Grape

Test Date 4/26/2016 Field Rep David Drucker Sample ID DG02333



Sample Date 4/25/2010			Subileiu				
		Very Low	Low	Optimum	High	Excessive	
Total N	1.40					•	Maximum NPact
Total P	0.41						Optimum
Total K	2.75						High
Macronutrients		Very Low	Low	Optimum	High	Excessive	
Ca	1.39						Optimum
Mg	0.63						High
Na	0.02						OUT OF RANGE
S	0.19						OUT OF RANGE
Micronutrients		Very Low	Low	Optimum	High	Excessive	
Zn-ppm	75.00					•	High
Mn-ppm	57.00						Optimum
Fe-ppm	124.00						OUT OF RANGE
Cu-ppm	4.00						Contact your CPS CCA
B-ppm	36.00						Optimum
Petioles		Very Low	Low	Optimum	High	Excessive	



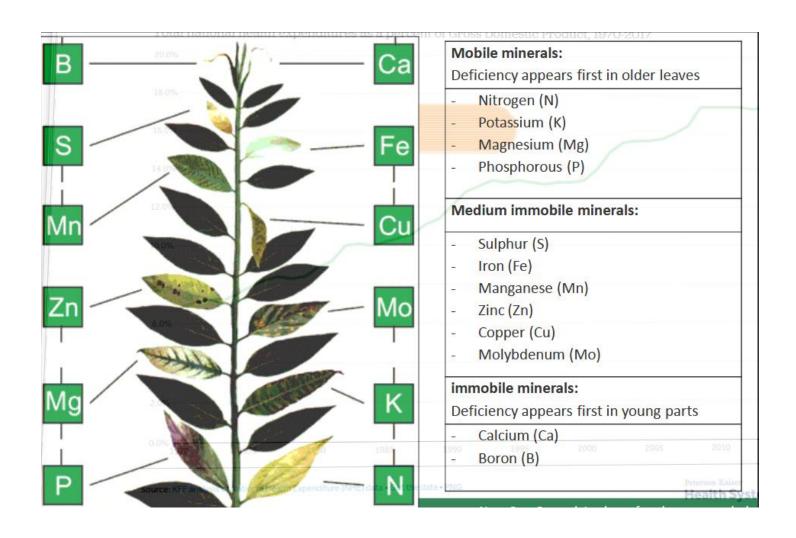
Analytical data provided by Waypoint Analytical Tennessee. Recommendations provided in this report are proprietary in nature whereby nutrient thresholds used as a reference may or may not match Waypoint Analytical Tennessee ranges for this particular crop and growth stage.

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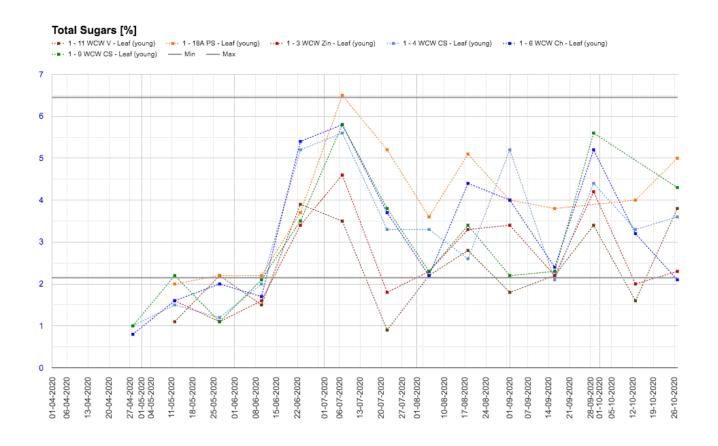
## Sap Analysis







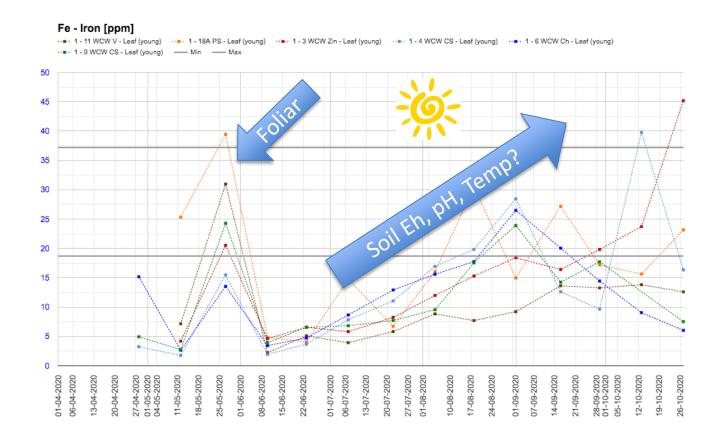
## Insights sap analysis 1 year







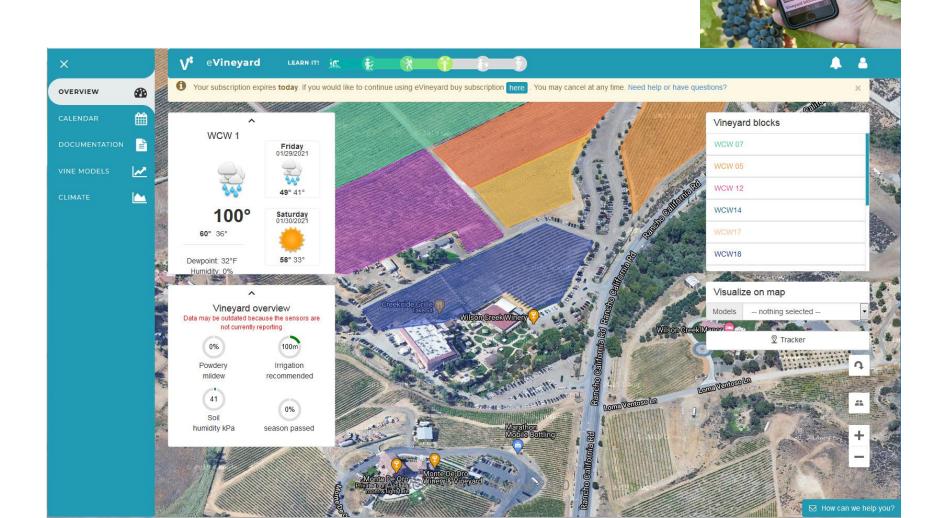
## Fe related to irrigation?







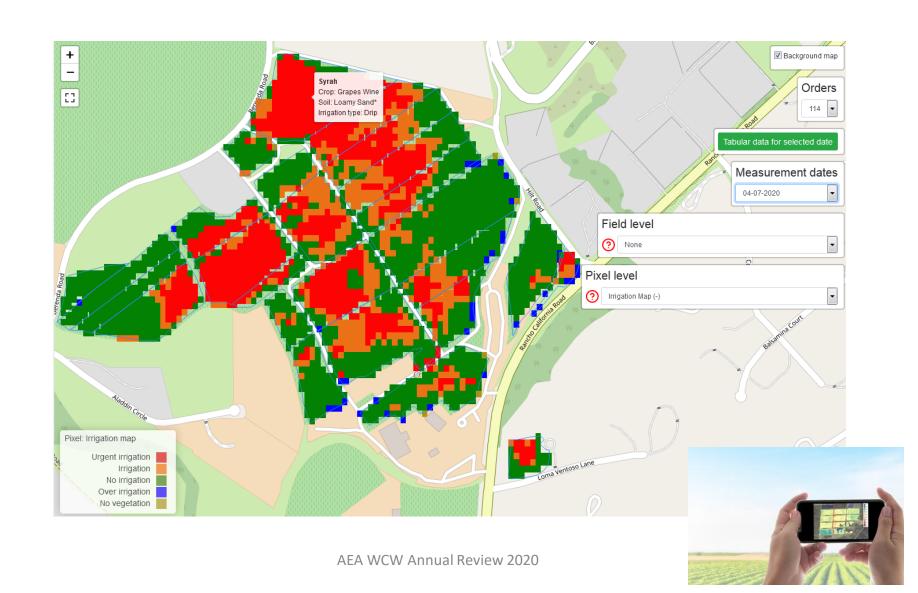
e-Vineyard - Data Collection







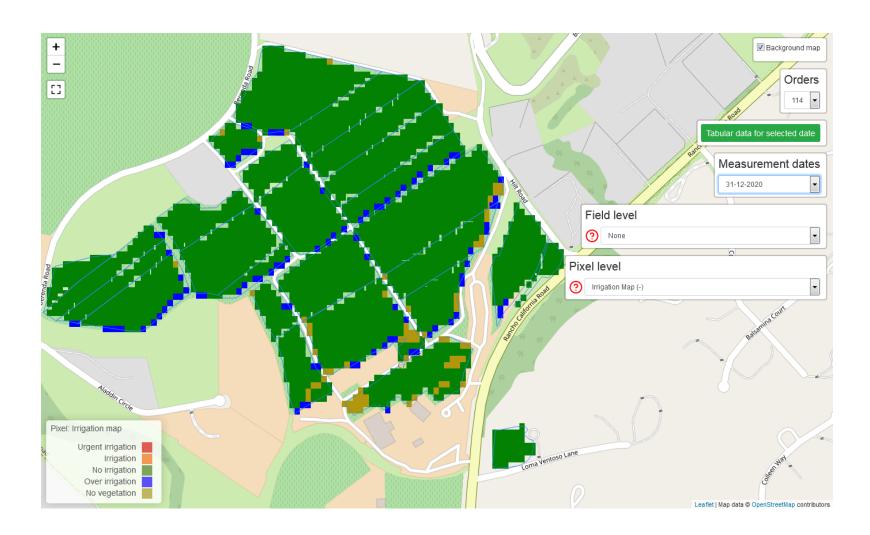
## IrriWatch 4th July 2020







#### IrriWatch December 31 2020



# Fertigation Foliar Irrigation Soil Temp Proof of Concept



	Fertigation	Foliar	Irrigation
Block 1	Regular	NO	Regular
Block 2	NO	Regular	Regular
Block 3	Regular	Regular	4X a
DIOCK 3	Regulai	Regulai	week
Block 4	Regular	Regular	1X a
BIOCK 4		Regulai	week



O.A. A.	B383 Acres
B1 - 0.85 Acres	
B2 – 0.75 Acres	B4 – 1.0 Acres





#### Benefits

- Increased yield 22 31% Average
- Yield stabilization
  - 2020 Temecula Cabernet Sauvignon 65% of threeyear average
  - 2020 Wilson Creek yield 110% % of three-year average
- Better quality as seen through fermentation
  - Wine spectator 90, 91 & 92 points



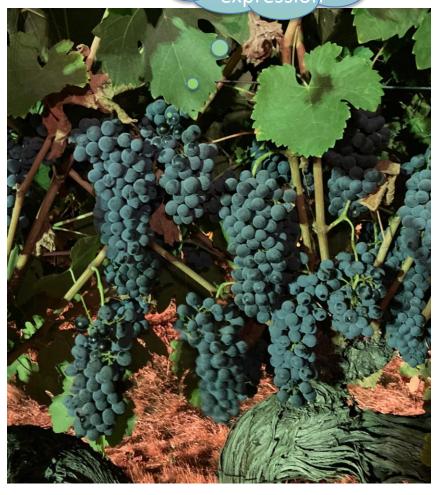




#### Benefits

- 50% Reduction in the use of Fungicides (goal =0)
- 38% Reduction in gallons / ton ratio (improved infrastructure contributed)
- I plan more, react less
  - More field and crew time
  - More customer time = more profits
  - More fun
  - I don't work on weekends! (much)

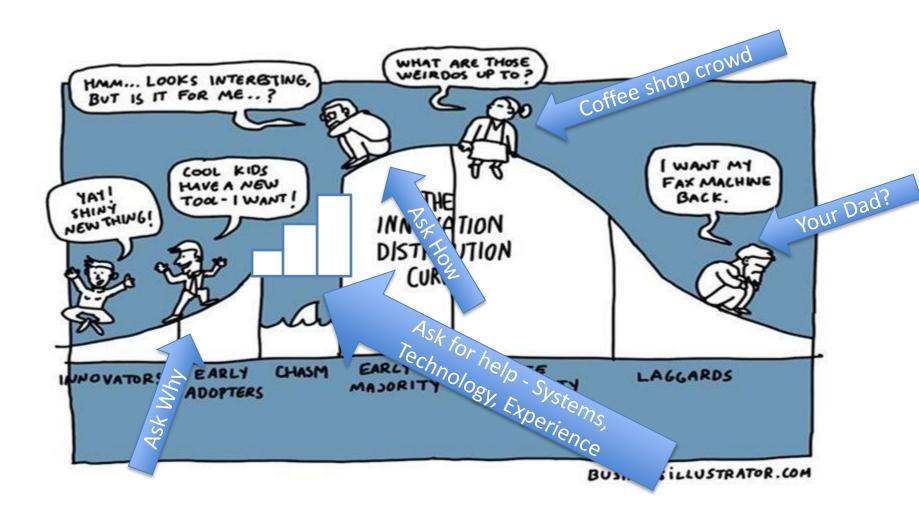
Good primary bud expression







#### Your tolerance for innovation







- Clear Goals
  - Better yield
    - Can be a lag for many perennial crops
    - Less variability
  - Better quality
    - Definition
    - \$ Definition





- Clear Goals
  - Better Lifestyle
    - More time practicing the art of farming
      - Having fun again
    - Better work life balance
    - Better community member
      - People & Planet
  - Better economics







- Start small
  - Make mistakes on a small scale
  - ROI time and expense Less is often more!
     Don't be a "More-On"
- Scale up fast
  - Make improvements and money on a large scale
- Develop appropriate measurements
  - Predictive vs reactive
  - Consistently reassess 80/20 rule



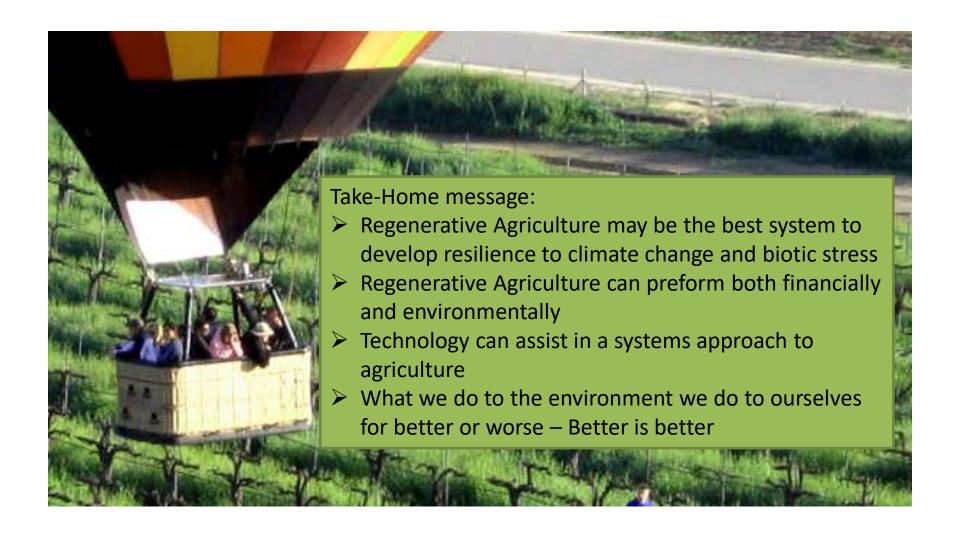


- Develop appropriate systems
  - Record keeping and real time interpretation
    - Sap analysis and/or other measurable results
      - Act proactively
      - Critical points of influence
    - Field observations
      - Tie to analysis
      - Yield quality data
      - Visual & physiological parameters





#### Drink good wine save the planet







## Thank you – Questions?



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