



Diversifying the Regional Wine Industry Through Sustainably Grown Sambucus

2022

A Presentation to the FWGGA Conference

30 acres, 2018



12 acres focus '18 - '22



10 pine 1990 - 2010



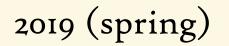
1st 13 varieties (SARE)





 $I/8^{th}$ acre (+12 geno)





 $3/8^{\text{th}}$ acre (6 focus)



2019 (winter)

Full new acre (4 focus) But 32 new...



2020 (winter)

¹/₄ acre (2+2+2+7 focus) But 13 new...

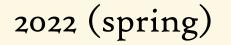


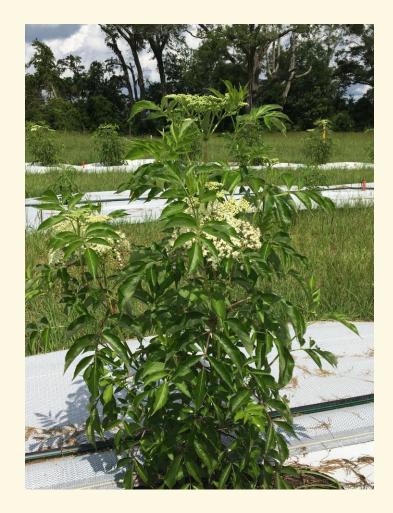


1⁄4 acre (2+2+2+7 focus) But 13 new...

Bringing it to 70 (80+)

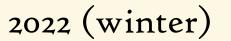






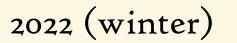


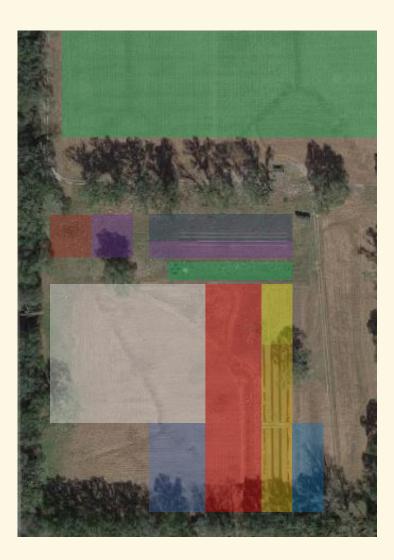
2 acres (NIFA) 4 focus, + ~3 up to 7



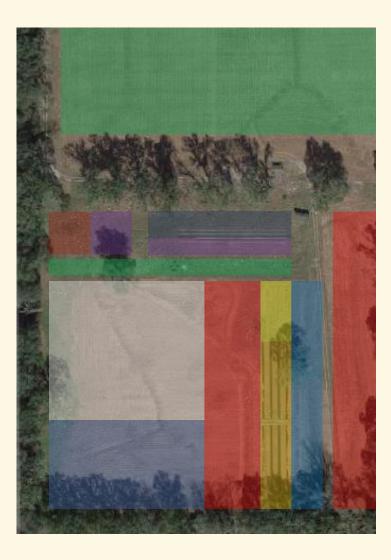


Other crops





Expansion (catch up year)

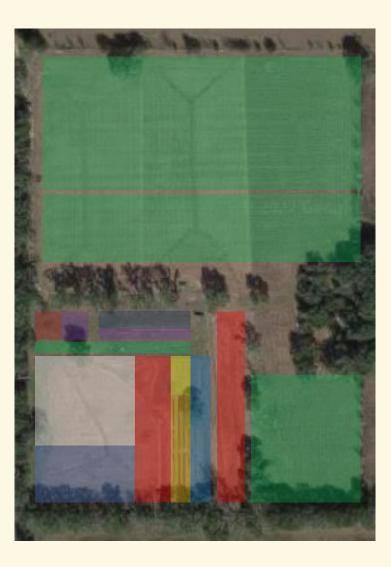


30 acres



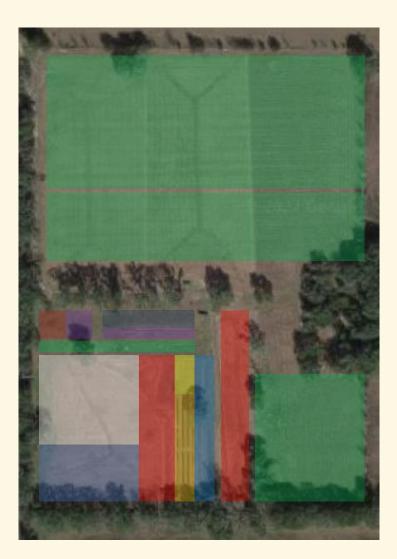
2024

10 open acres 4 - 6 varieties (goal)



10 acres 4,000 lbs/ac 12 lbs per gallon 3,000 gallons 15,000 bottles

Not including elderflower



12 acres 6,000 lbs/ac 12 lbs per gallon 6,000 gallons 30,000 bottles

Not including elderflower



30 acres (24), 2018



30 acres (24), 2018

But that wasn't possible.



30 acres (24), 2018

But that wasn't possible.



30 acres (24), 2018

But that wasn't possible.

And it likely would have been a disaster.



30 acres (24), 2018

But that wasn't possible.

And it likely would have been a disaster.







Genus: Sambucus within family: Viburnaceae or Adoxaceae

formerly Caprifoliaceae (honeysuckle)

Species: Bolli, 1994 (Germany): 9 only, previously "20-30"

S. nigra S. nigra ssp. nigra S. nigra ssp. canadensis S. nigra ssp. cerulea

Species: S. nigra S. canadensis S. cerulea S. racemosa*

Species: S. ebulus S. ebulus ssp. africana

Species: S. canadensis vs. S. simpsonii ("Florida Elder")

- Determinance
- Elderflower: "Elderflower is best picked on sunny days when the sprays are full of the heady yellow pollen that gives the drink its flavour. Don't pick them if there's even a tinge of brown, however, because your cordial will smell of cat's pee."

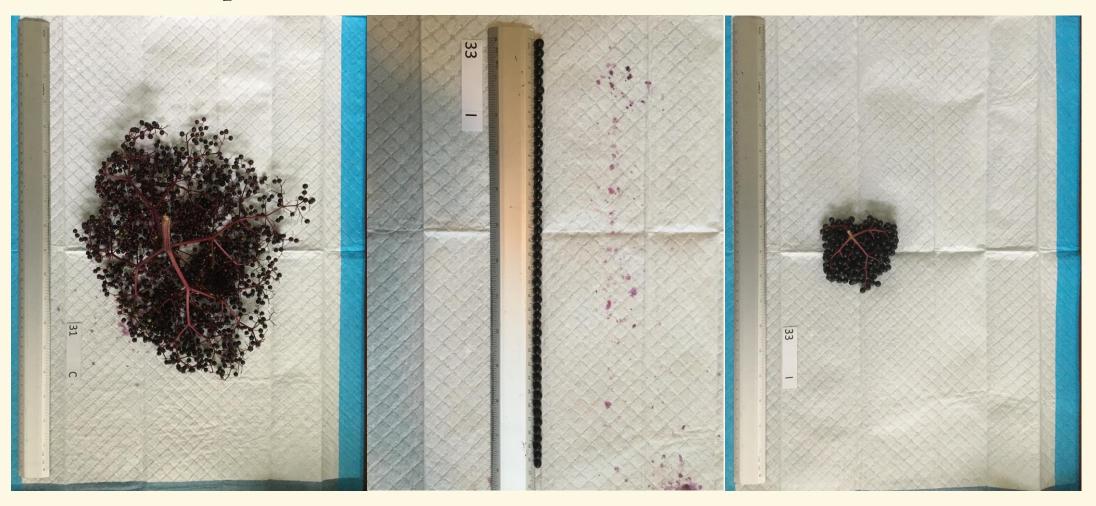
~https://spectator.com.au/2022/06/elderflower/

Botany: Propagation and Harvest

Propagation



Harvest (and postharvest)



Harvest (and postharvest)





Sambucus Taxonomy and Botany

Judas' ear

A large fungus often found on the Elder, *Hirneola auricula* Judae, from 'Judas's ear.' From the tradition that Judas hung himself on the Elder in his grief over his betrayal. It is purplish, resembling the human ear in shape and texture. It occurs at roughly eyelevel on Elder trunks in damp, shady places. It is sold in the form of a dietary supplement marketed for immune support.

Sambucus Taxonomy and Botany

Judas' ear



95% of the elderberry consumed in the US is imported

95% of the elderberry consumed in the US is imported

Approximately 11% of samples failed to be identified as pure elderberry in recent investigations

The Interprofessional Council of Bordeux Wine estimates that 30,000 bottles of fake imported wine are sold per hour in China.

"Adulteration of wine and the relabeling of inferior wines to more expensive brands are the most common types of wine fraud."

~Forbes Magazine, 2017

Bulgaria

Bulgaria

Austria, Germany, Hung<mark>ary</mark>

Bulgaria

Austria, Germany, Hungary (90% or more of Hungary's elderberry goes to the production of red food colorants used in the EU)

Bulgaria

Austria, Germany, Hungary

Denmark, Turkey, Romania (elderflower)

e |

*****3



2lbs Organic Dried Elderberries | Whole European Elder Berry, Wildcrafted All Natural | Non-GMO, Non-irradiated | Immunity Booster Antioxidants and Vitamins | Bulk | Make Syrup, Tea, Jelly, Pastries Brand: Konexcel

\$3298 (\$1.03 / Ounce)

& FREE Returns ~

Get 20% off eligible products sold and shipped by Amazon.com when you use Amex Membership Rewards points. Max discount of \$25. Limited-time offer. See terms.

Brand	Konexcel
Unit Count	32.0 Ounce
Item Form	Dried fruit

\$18.50/lb. ~8lbs fresh to 1 lb. dried \$2.30 before any overhead

đ

What's the difference?







S. canadensis, S. simpsonii, S. ebulus,... others?

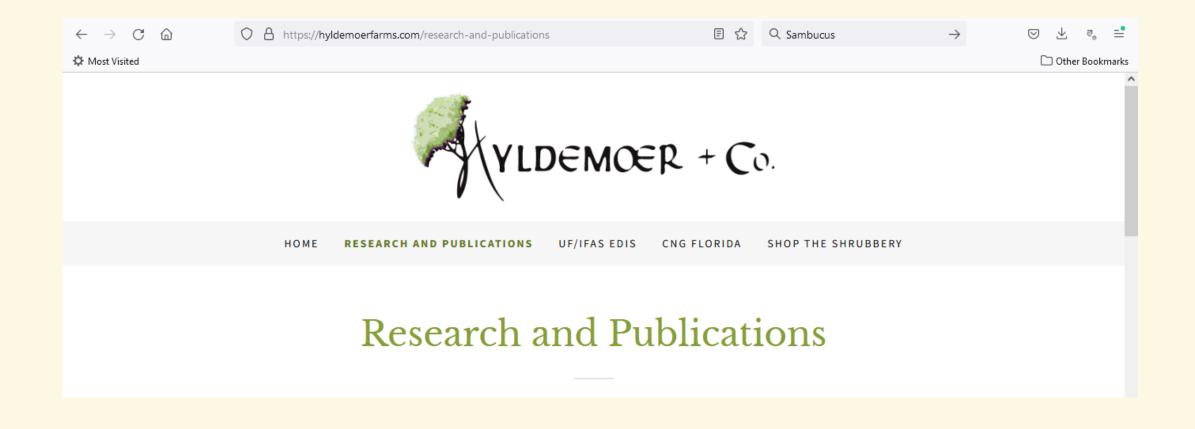
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"Research and Publications"

Elderberry and Elderflower (Sambucus spp.): A Cultivation Guide for Florida

https://edis.ifas.ufl.edu/pdf\HS\HS139000.pdf



UF IFAS Extension

Elderberry and Elderflower (Sambucus spp.): A Cultivation Guide for Florida¹

David Jarnagin, Ali Sarkhosh, Juanita Popenoe, Steve Sargent, and Kevin Athearn²

Elderberry, Sambacus spp., has long been cultivated or collected from the wild by humans for both food and medicine. Europeans have used the flowers and fruit of Sambacus nigra for thousands of years, while Native Americans and European immigrants used Sambacus nigra sp. canadersits, native to the New World (Figure 1).



Figure 1. Elderberry and elderflower cyrres. Credits Hyldemoer + Co, Florida

The purpose of this paper is to provide information on growing American elderberry in Horida as an alternative crop for commercial growers as well as homeowners. Although elderberry has been historically grown at commercial scale in some world regions, especially throughout Europe, in the New World it has not found meaningful commercial acceptance until recently. It has typically been more of a small-scale or backyard crop in the United States, possibly because of the challenges of harvest and postharvest processing and reports of the ionic nature of parts of the plant.

Pushes for commercial cultivation were initiated in various regions of North America in the 1920s and again in the 1960s, but the most recent iteration of commercial cultivation over the last 10 to 15 years has outpaced the previous attempts considerably. The high levels of antioxidants and health benefits of the fruit have created new demand for the fruit and flowers, and this new demand may provide an alternative crop opportunity for Florida growers with many value-added possibilities. A native species grows wild throughout Florida, indicating that this may be a perenntal crop that can be sustainably grown on marginal land. However, the native Florida plants have many drawbacks compared to the more commonly cultivated forms originating from farther north, and these drawbacks are an important consideration for proper establishment on a commercial scale. The fruit and flowers of the elder are used for wine, preserves, tinctures, teas, brewing and distilled spirits, and dyes for both food and textiles. The anthocyanins in the fruit have been found to have higher antioxidant properties than vitamin E or C as well as antiviral activity owing to a variety of phytochemical compounds. Ditferent growing conditions may cause more variability in fruit. and flower compositional quality than varietal differences, making cultivation techniques and environment important. factors.

HS1390

 This document is HS1390, one of a series of the Hortkultural Sciences Department, UL/IIAS Extension. Original publication date October 2020. Visit the EDS website at https://eds.iks.utl.edu for the currently supported version of this publication.

 David Jamagin, Hyldemoer + Ca; All Sarkhenh, assistant professor and Extension specialist, Horticultural Sciences Department; Auerilia Popersos, multicountry commercial fruit production agent III; UF/HAS Extension Lake County; Steven Sargert, professor and positianest: Extension specialist, Horticultural Sciences Department; Revin Arbeam, regional Extension specialized agent, UF/HAS North Horida Research and Education Center-Sanaumeer Valley; UF/HAS Extension; Gainerallie, FI 2051.

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Economics

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"Research and Publications"

Elderberry and Elderflower (Sambucus spp.): Markets, Establishment Costs, and Potential Returns

https://edis.ifas.ufl.edu/pdf/FE/FE109300.pdf

Economics

- 3 acres,
- organic,
- minimum of equipment,
- no previously established operational capacity.

Economics

UF IFAS Extension

Elderberry and Elderflower (Sambucus spp): Markets, Establishment Costs, and Potential Returns¹

Kevin Atheam, David Jamagin, Ali Sarkhosh, Juanita Popenoe, and Steven Sargent²

Introduction

This publication is part of a series on elderberry production in Horida. Other publications in the series cover cultivation practices and phytochemical research. The focus of this document is on markets, establishment cnsis, and potential returns for commercial elderberry production in Horida. Cost and return estimates are based on a 3-acre elderberry orchard following organic standards. The information is intended to assist farmers in evaluating elderberry as a possible alternative crop and to aid in financial planning for an elderberry enterprise.

Wild and cultivated varieties of the elderberry plant grow in many parts of the world. The American elderberry, Samhucus nigra ssp. conadensis, is native to eastern North America (Charlebois et al. 2010). The native Florida type was formerly separated as its own species S. simpsonil and exhibits substantial differences from commonly cultivated varieties of S. nigra ssp. canadensis and European S. nigra. Varietal differences can include growth habit, fruiting habit, harvest time, disease resistance, fruit and flower quality, and other factors affecting crop management and commercial potential (Jarnagin et al. 2020). Prospective growers are encouraged to seek advice from specialists or experienced growers in Horida regarding varietal selection. Elderberry products have established commercial value, but Florida production is currently limited to a small, cottage industry. Elderberry is an alternative crup that holds promlse for further commercial development in Florida. This publication reviews information on markets for elderberries and elderflowers (Figure 1) and estimates establishment costs and potential returns for a 3-acre elderberry orchard managed organically in Florida. Information about cultural practices can be found in another publication, *Elderberry and Elderflower* (Sambucus spp): A Culturation Guide for Florida.

FILEAS FE1093



Engure 1. Elderflower and elderberry cymes. Credits: Hyldemoer + Co, Florida

Market Potential

The elderberry plant can provide numerous marketable products. Berries and flowers are the two primary products sold, but leaves, bark, roots, wood, and cuttings from

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Kevin Atheam, UL/IEAS Letimation regional specialized agent, UL/IEAS North Horida Nessarch and Education Canlar, Suwamee Valley, David Jamagin, Hyldemoer I - Co; Ali Sakhoch, assistant professor and Estension specialis, Norticultural Sciences Department; havita Papenne, UL/IEAS Extension multi-county commercial fluid production agent, UE/IEAS Extension Lake County; Steven Sargent, professor and Extension postharvest specialis; Norticultural Sciences Department; UL/IEAS Extension, Calverallo, FL 20211.

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"Research and Publications"

Elderberry and Elderflower (Sambucus spp.): Nutraceutical quality analysis of several genotypes of Sambucus spp. grown in Florida

https://hyldemoerfarms.com/sare-nqa-2022

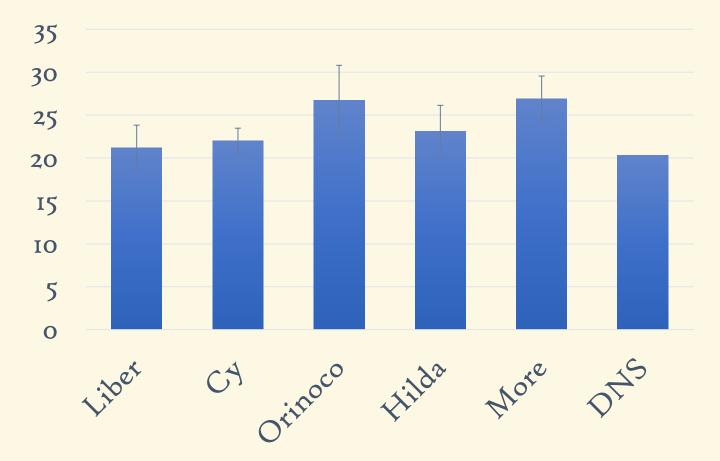
About 60 elderberry genotypes were evaluated for productivity.

22 genotypes were eventually selected for postharvest quality analyses.
2019 - 9 genotypes
2020 - 8 genotypes
2021 - 22 genotypes

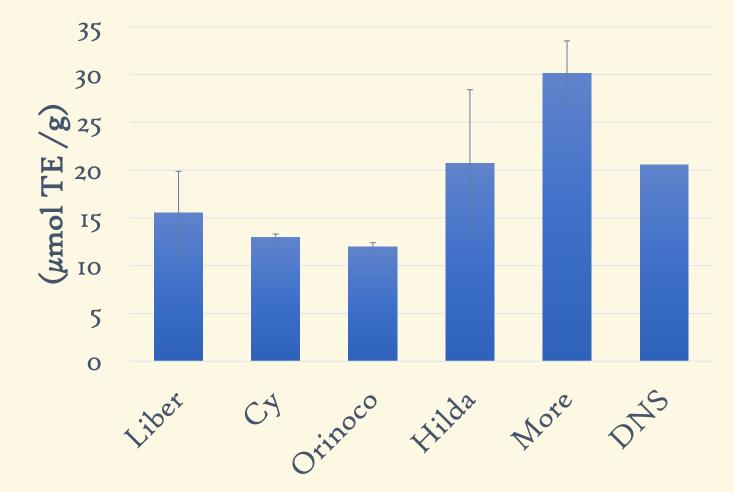
Immediately after harvest, berries were vacuum-sealed and frozen at -20 °C until transported to the University of Florida Postharvest Lab then kept frozen (-30 °C) for later analysis.

- Soluble solids content (SSC)
- Total titratable acidity (TTA) & pH
- Total anthocyanin content
- Total antioxidant capacity (FRAP)

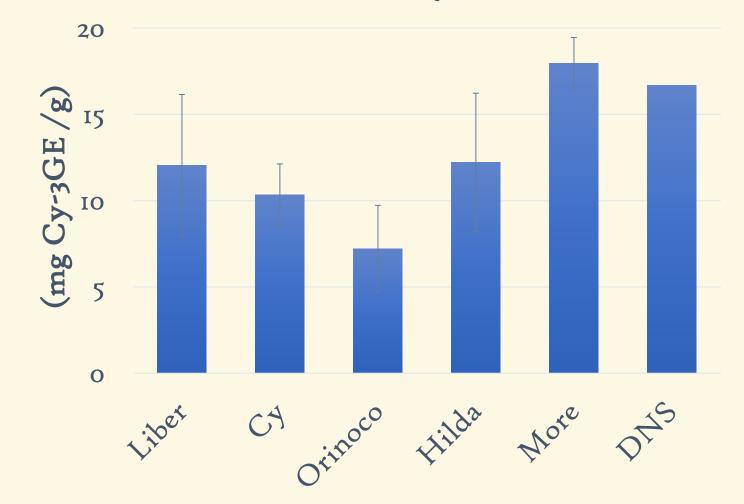
°Brix-Acid Ratio



Antioxidant Capacity (FRAP)



Total Anthocyanins



How does it relate to wine?

Is it similar to muscadine wines?

Or a different conversation?

FAMU CVSFR Wine Health Reference Index

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All Access Obje • «	Wine Health Profiles X 💷 Wi ID - Variety -	ne Health Profiles Style -		Vintage 👻	Sample 🗸	Total phenolics (725 nm) (mg/ml) ⊽	0-diphenols (517 nm) (mg/ml) 🔹 Total pheno
Tables *	1 Lefkada	still dry	Red	2008	CYP00215	3804	1843
Wine Health Profiles	21 Floriana	Still Dry	Red	2019	FLR19	2629.1	
Forms *	7 Noble	Still Dry	Red	2016	HWN0119	2252.1	
Wine Health Profiles	22 Noble	Still Dry	Red	2019	NR19	1935.6	
wine realth Profiles	25 Noble	Semi-Dry	Red	2020	PVH0321	1903.9	
	20 C30-5		Red		C30-519	1849	
	14 NOBLE		RED	2018	CTQNR18	1833.6	
	16 NOBLE	FORTIFIED POR			ECPORT18	1761.6	
	26 Noble	Forified	Red	2020	PVPC0321	1641.7	
	11 NOBLE		RED	2019	UCBNR19	1431.4	
	10 NOBLE		RED		UCBNR16	1217.5	
			WHITE	2019	UCBCL19	1085.9	
	8 CARLOS		WHITE	2017	UCBCL17	921.4	
			Blush	2020	PVLD0321	781.6	
	23 Carlos	,	White	2020	PVP0321	657.1	
	6 Noble/Carlos		Blush		HUR0119	600.6	
	13 CARLOS/NOBLE		BLUSH		CTQBL18	502.9	
	2 Carlos	Still Dry	White	2017	HWC0119	420.4	
	15 CARLOS	FORTIFIED SHEE	WHITE	2018	ECSHERRY18	368.9	
			White	2019	A2719	326.2	
	12 CARLOS	STILL DRY	WHITE	2018	CTQCL18	300.3	
	17 Blanc Du Bois	Still Dry	White	2020	BDB20	268.5	
	5 A-24	,	White	2018	VAL0119	211.7	
	18 047	Still Dry	White	2019	04719	179.8	
Re	ecord: 14 🔸 1 of 26 🕨 🖬 🌬 🏹	No Filter Search	•				•

FAMU CVSFR Healthy Compounds Report for "Quick Tingler" 2021

Healthy Compounds				
Total Phenolics 765nm (mg/L GAE)	9,773.5 ± 167.0			
Total Phenolics 280nm (mg/L GAE)	15,532.9 ± 623.6			
Hydroxycinnamic Acids 320nm (mg/L)	1,246.2 ± 48.0			
Flavonols 360 nm (mg/L)	576.8 ± 90.3			
Anthocyanins 520nm (mg/L Cyanidin Chloride Equivalents)	1,459.5 ± 43.8			
DPPH Free Radical Scavenging (µmol trolox equivalents)	11,622.0 ± 274.6			
FRAP Free Radical Scavenging (µmol trolox equivalents)	32,203.7 ± 1,530.2			

"Quick Tingler" (an elder-only wine fermented by H+Co. 2021)

"Quick Tingler" (an elder-only wine fermented by H+Co. 2021)

Total Phenolics 725 nm: 9,773 mg/L

"Quick Tingler" (an elder-only wine fermented by H+Co. 2021)

Total Phenolics 725 nm: 9,773 mg/L

- Highest from database: 3,804 mg/L ("Lefkada" CYP00215 "Still, dry red" 2008)

"Quick Tingler"

Total Phenolics 280 nm: 15,533 mg/L

"Quick Tingler"

Total Phenolics 280 nm: 15,533 mg/L

- Highest from database: 5,747 mg/L ("C30-5" C30-519 "Still, dry red" 2019)

"Quick Tingler"

Hydroxycinnamic Acids 320 nm: 1,246 mg/L

- 2,216 mg/L ("C30-5" C30-519 "Still, dry red" 2019)

"Quick Tingler"

Flavonols 360 nm: 577 mg/L

- 246 mg/L
("Lefkada" CYP00215 "Still, dry red" 2008)

"Quick Tingler"

Anthocyanins 520 nm: 1,459 mg/L

- 3,068 mg/L (average 365 mg/L from database) ("Noble" PVH0321 "Still, dry red" 2020)

"Quick Tingler"

DPPH Free Radical Scavenging: 11,622 µmol TE/L

"Quick Tingler"

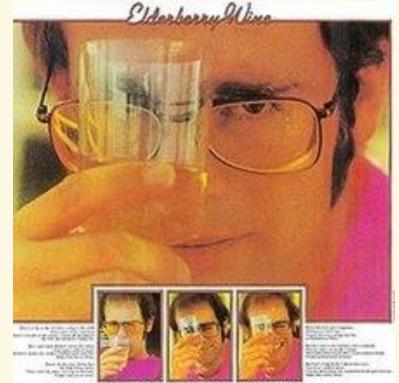
- FRAP Free Radical Scavenging: 32,204 μmol TE/L

Arsenic and Old Lace, 1944 starring Cary Grant



Arsenic and Old Lace, 1944 starring Cary Grant

Elderberry Wine from Elton John's 1973 album Don't Shoot Me I'm Only the Piano Player



Use of elderberry and elderflower is common and widespread in Europe.

Modern science is now conducting a serious study of the plant's nutritional properties and uses.

3000 B.C.E – 30 B.C.E: Egypt: Recipes for elderberry-based preparations in the records of Ancient Egypt. Egyptians included medicinal herbs in wines up to 5,000 years ago.

2000 B.C.E: Stone Age: Seeds from elderberry found in Neolithic dwellings in Switzerland suggest that the plant was in cultivation.

400 B.C.E: Hippocrates – Greece: The "father of medicine", Hippocrates (460 B.C.E – 375 B.C.E.) referred to elder as the "medicine chest" of all herbs because of its endless benefits and the usability of all aspects of the plant.

370 B.C.E – 285 B.C.E: Greco-Roman Period: Theophrastus (300's B.C.E) described elder in *Historia Plantarum*.

77 C.E: Italy: Pliny the Elder, the medicinal qualities of elder were widely known and written on.

1600's C.E: Britain: Over the centuries, elderberry has been used to treat colds, flu, fever, burns, cuts, and more than 70 other maladies, from toothache to the plague.

In the 17th century, John Evelyn, a British researcher, declared, "If the medicinal properties of its leaves, bark, and berries were fully known, I cannot tell what our country man could ail for which he might not fetch a remedy from it, either for sickness or wounds."

"Scandals" where commercial wineries were discovered to have adulterated their grape wines by adding elderberry to improve their color have occurred throughout the ages and into modern times.

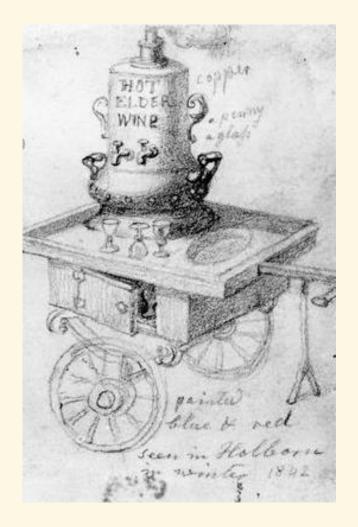
Example: Judiciously flavoured with vinegar and sugar and small quantities of port wine, Elder is often the basis of spurious 'clarets' and 'Bordeaux.' 'Men of nice palates,' says Berkeley (Querist, 1735), 'have been imposed on by Elder Wine for French Claret.'

"Scandals"

Cheap port is often faked to resemble tawny port by the addition of elderberry juice, which forms one of the least injurious ingredients of factitious port wines. Doctoring port wine with Elderberry juice seems to have assumed such dimensions that in 1747 this practice was forbidden in Portugal, even the cultivation of the Elder tree was forbidden on this account.

The circumstances under which this was proved are somewhat curious. In 1899 an American sailor informed a physician of Prague that getting drunk on genuine, old, dark-red port was a sure remedy for rheumatic pains. This started a long series of investigations ending in the discovery that while genuine port wine has practically no antineuralgic properties, the cheap stuff faked to resemble tawny port by the addition of elderberry juice may relieve the pain of sciatica and other forms of neuralgia. Cases of the cure have been tested by leading doctors in Prague and elsewhere abroad, the dose recommended being 30 grams of Elderberry juice mixed with 10 grams of port wine.

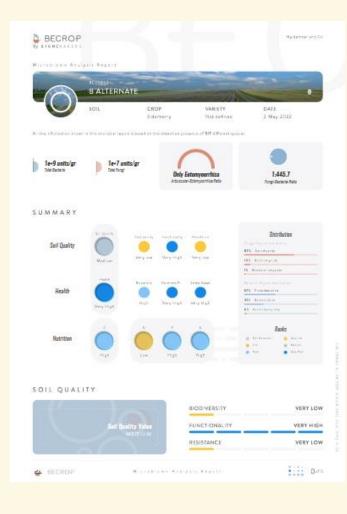
London: In the Gregorian Period (1714-1837) in the winter, elder wine heated in copper vessels was sold for a penny per wine glass from portable wood stands that contained glassware.





Cultivation and Establishment (2 acres)

- Documentation of organic fertilization and pest management
 - Including advanced DNA sequencing of soil microbiology





HORMONE PRODUCTION VERY HIGH		3 Detected
Microbial phytohormone potential based on Microbial species dete	icted	
AUXIN PRODUCTION (IAA)	CYTOKININ PRODUCTION (CK)	
CELL DIVISION STEMELONGATION	CELL PROLIFERATION CELL DIFFERENTIATION	
VERY HIGH		HIG
STEM ELONGATION GERMINATION FLOWERING		
STRESS ADAPTATION		7 Detected
Microbial species grouped according to their relationship with the n	netabolisms linked to the capability to withstand stre	ess conditions
EXOPOLYSACCHARIDE PRODUCTION	ACC DEAMINASE (ACC-D)	
EXOPOLYSACCHARIDE PRODUCTION	PATHOGEN PROTECT. SALINITY PROTECT.	

- Cultivation and Establishment (2 acres)
- Documentation of organic fertilization and pest management
- Compositional quality and vinification studies
- Sensory analysis as single wines and blends

- Cultivation and Establishment (2 acres)
- Documentation of organic fertilization and pest management
- Compositional quality and vinification studies
- Sensory analysis as single wines and blends
- 20 month term
- Phase I ends Feb. 29th, 2024
- Phase II begins 2025...





Varieties

Ongoing Variety Trials



Ongoing Variety Trials: Hibiscus sabdariffa





Ongoing Variety Trials: Hibiscus sabdariffa



Ongoing Variety Trials: Hibiscus sabdariffa

45+ genotypes trialed over last 5 years

25 in trials this year

GRIN

Univ. US Virgin Islands



Ongoing Variety Trials: Passiflora spp.



Ongoing Variety Trials: Passiflora spp.



Ongoing Variety Trials: Passiflora spp.

16 genotypes

Rootstock



Ongoing Variety Trials: Pyrus communis

6 varieties

Dixie Delight McKelvey Warren Spalding* Thanksgiving Dr. Deer



Ongoing Variety Trials: Sambucus spp.



Sambucus canadensis

Ranch Bob Gordon Wyldewood (II) Ozark Pocahontas York Johns Kent Nova Adams x 4*

Sambucus canadensis Ranch Bob Gordon Wyldewood (II) Ozark Pocahontas York Johns Kent Nova Adams x 4*

<u>Sambucus nigra</u> Marge* Haidegg 17 Korsor Samdal Samyl

Sambucus canadensis Ranch Bob Gordon Wyldewood (II) Ozark Pocahontas York Johns Kent Nova Adams x 4*

Sambucus nigra Marge* Haidegg 17 Korsor Samdal Samyl Others Unnamed: 7 Florida types: 5 Seedlings: 54

Sambucus canadensis Ranch Bob Gordon Wyldewood (II) Ozark Pocahontas York Johns Kent Nova Adams x 4*

Sambucus nigra Marge* Haidegg 17 Korsor Samdal Samyl Others Unnamed: 7 Florida types: 5 Seedlings: 54 - 7 of those now: ~120 plants

Ongoing Variety Trials

"Adams"

An excellent example of challenges in selecting from currently available "varieties."

William Adams, 1915

Ranch, Bob Gordon, Adams*, Wyldewood (II*)

Likely the most widely grown varieties in the US (outside of the Southeast), in that order.

JLAV-1-3 "Hilda"

S. canadensis of Southeastern origin. Highest potential of all varieties previously trialed. Semi-erect growth habit, ideal size cymes, primocane bearing. Numerous cymes, fast establishing. Mainly green petiole. Excellent disease and mite resistance thus far. The highest culinary value of flowers trialed thus far with a very unique fragrance and medium sweetness. Compositional quality of fruit tested high in 2021. Large, glossy berry. Leaves are also very glossy. High potential for cultivation in Florida.

JLAV-5-1 "More"

S. canadensis of Southeastern origin. Very high potential compared to previously trialed varieties. Mainly erect growth habit. Large cymes, but appears to have good evenness of ripening despite size, primocane bearing. Numerous cymes, possibly even more than JLAV1-3. Red petiole. Good disease and mite resistance thus far. Very high culinary value of flowers with powdery sweet fragrance. Compositional quality of fruit tested very high in 2021. Relatively small berry, but heavy producer. High potential for cultivation in Florida.

JLAV series



JLAV series



31-03-200 "Liber"

S. canadensis of unknown origin, primocane bearing, good productivity, comparatively difficult to establish, but does not require more chill hours than typical of our latitude. Extremely high culinary value of flowers with high sweetness and powdery fragrance. Good quality of berries. Berries are individually smaller than typical. Decent disease resistance, dark red petiole, less susceptible to mites than average canadensis. Good potential for commercial cultivation in Florida.

31-03-200 "Liber"





33-00-400 "Cy"

S. canadensis likely from Nova Scotia. Very unique variety. Does not fruit on primocane growth, but blooms and fruits on floricane branches very early in the season and does not require more chill hours than typical of our latitude, despite its likely origin. Very small but numerous cymes. Very determinate in ripening and the only variety we have encountered with enough determinance to be eligible for mechanical harvest***. Slightly larger berry than typical canadensis. Less disease and pest prone than most canadensis trialed. Interesting stock for breeding potential. Unknown potential for Florida as its own cultivar.

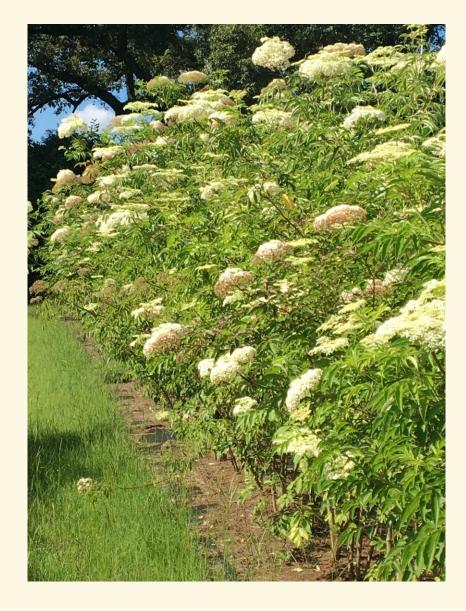
33-00-400 "*Cy*"



DNS Series 1 - 43

Seedlings from aggregate seed collection throughout the Southeast not including Florida.

DNS Series 1 - 43



FGW / FRW "Florida Waldgeisters"

A stand-out Florida type with two distinct variations. Found growing together, one is green throughout all plant parts and the other a deep red in petioles and leaf margins. Both are in propagation for the eventual possibility of use as rootstock.

FGW / FRW "Florida Waldgeisters"





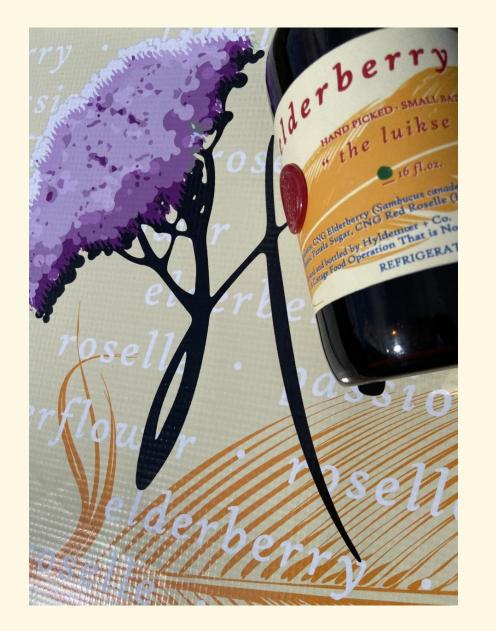
Summary

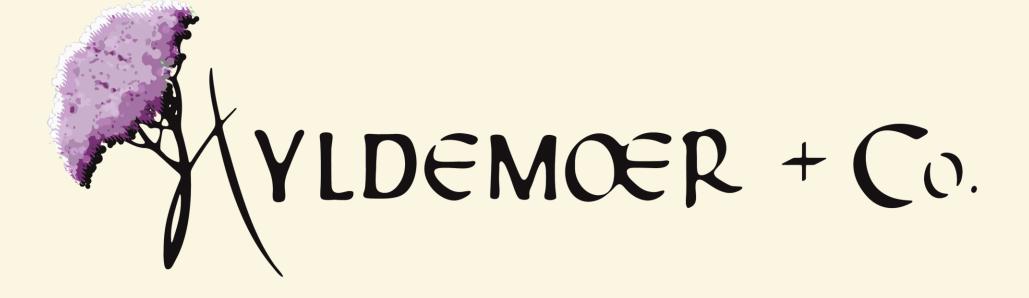
Cultivation of elder in the U.S., and specifically in the Southeast, is at an early stage.

The market exists and is growing for imported product, and the domestic market is taking shape.

Use in wine has a long history, and wine is an ideal vehicle for expanding regional market share.

Questions





Thank you!