



In This Issue:

- Glomski Grapevine P1,3
- Yoga & Massage P2-3
- Support Our Members P4
- PSC Crossword P5
- Tours P6
- Private Events P6
- From The Cellar P7
- In This Release P8
- Wine Club Word P8

heard it on the GLOMSKI GRAPEVINE

By Eric Glomski, Owner and
Director of Winegrowing

A Distant Ship Smoke on the Horizon

Depending on how you look at it, we are either in Covid day 8 (our eighth day since we closed our Tasting Room) or maybe day 20 (the twenty days since the first PSC employee opted out of working) or maybe even day 35 (it has been 35 days since a very smart friend, who is also the GM of our distributor, Quail, told me he thought that this virus was going to do serious damage to our industry and people's well-being).

It's hard to say, but basically, I think I'm still the same. When I look in the mirror the same scruff, greying sideburns, creases and unruly wings either plague or inspire me, depending on the day. My eyes are still blue. The familiar pain in my lower back is throbbing and my neck reminds me I rode on a tractor yesterday... Somewhere inside, my heart is pulsing, silently keeping finite time. Spring flowers are blooming. That intense "Arizona Blue" sky is spotted with cotton-ball clouds and wispy dune-like, white lines. Migratory birds, our seasonal neighbors for years, can be heard singing in the mesquites outside the double panes of my office window. A Bald Eagle soars above the winery; Oak Creek's flow is everywhere at once – roaring, moving constantly toward the Verde, then the Salt, Gila, Colorado and Gulf of California. All of this belies one simple truth: Nothing is the same right now.

When I moved here in 1988, calling Arizona a desert was a double entendre: we have certainly been defined by our landscape and lack of rainfall, but culturally Tucson, Phoenix and even more so, the Verde Valley, didn't even vaguely approximate the rich cultural landscapes I had previously inhabited like Chicago, Boston and San Francisco. This is not saying Arizona didn't have its virtues (or I wouldn't have moved here) but I didn't relocate because of art, theater,



music, restaurants, bars, coffee houses, vineyards & wineries, and film festivals. These are the things that kept me here and drew in a whole new generation of

young (not age specific!), exciting, motivated people. As a world traveler, I am constantly reminded of how special Arizona is. I have been so proud to see our wine industry grow in both size and quality. Watching, I have been blown away as Phoenix and Tucson have developed the most exciting, creative culinary and bar scenes in the world. For restaurants think Binkley's, Restaurant Progress, Breadfruit, Nobou, Café Poco Cosa, Charro Steak, Lon's, Crujiente, and Bianco's, just to name a few. Then, for drink there's Little Rituals, The Century Grand, Undertow, Honor Amongst Thieves, the Blue Hound, Bitter and Twisted, Postino, and the MercBar to name even fewer!





PAGE SPRINGS YOGA & MASSAGE

Second Harvest

By Gayle Glomski, Owner Page Springs Yoga & Massage

The story of SECOND HARVEST (Upycled Wine Products for Health and Wellbeing)

Circular businesses are the hip new talk and if you were around during Page Springs Cellars early years, you know that Eric has always had the goal to leave no footprint and has been making this a reality. Eric has always inspired me to think about wine defined as a drink that came from the earth and that what we take from the earth in farming, we replenish and put back in. You've probably heard Eric using his banking/farming metaphor- balance the withdraws and the deposits.

Back to the early years of Page Springs Cellars, I had no idea what a winery was and romantically thought it sounded like a great place to teach yoga classes. Page Springs turned out to be the perfect location to host yoga classes yet I was constantly questioned about how yoga (Good Witch) could be produced at a winery (Naughty Witch). I was trying hard to help people understand that the ancient arts of making yoga and making wine had so many commonalities. Both aid in relaxation, reducing stress and unite communities. My path guided me into studying thai massage so I began giving massages at the winery and again the controversy began between 'healthy' vs. 'unhealthy'.

Always considering ways to unite my 'Fairy' world with the winemaking 'Punk' world, I realized that there must be a connection with finding a product or experience between wine and massage specifically. My research began by investigating spas in Europe for inspiration. They must be doing something like this already? I found people using wine from bottles during massages, (huh?! No thanks for so many reasons) and barrels of grapes or wine being used as baths. (double huh?! And Noooooah!) I found skin care products containing grape seed extract, which doesn't make sense at this point for me. I had always considered the pomace (grape skins and seeds after pressing) but being in wine production, I had experienced the astringent and acidic qualities and how down right itchy they can feel on your skin.

The pomace tugged on me more and more. Not only the amount of waste we were producing but that news started pointing to this byproduct containing something healthy. For several harvests I would take a small bucket home and play with it. Squish it up, leave it on my skin, add stuff and finally created a body butter. I sat on this product for a while not producing because I was struggling on legalities. I kept coming to dead ends when talking to other local cosmetic and food producers and for whatever reason one day it came together and I decided to sell it.

I brought some body butter samples to the winery and handed out to employees and some random guests. People loved it. I decided to not only incorporate into our massages (as the original plan) but to put in jars for guests to purchase in the tasting room. I was doing this as a 'hobby' and not so much thinking of it as a business. I brought a bunch of jars to a

member event (maybe you were there?) and was shocked at the response I received and that led me to go a little further with it, without taking it too seriously as a 'real' business.

Talk about the product started to happen and people were loving it in their massages at the winery. I was contemplating becoming a bit more serious about a 'real' business and the Sustainability Alliance made a visit to check out our yoga/massage department and Second Harvest. Lisa Vox from the Alliance asked me what was next and I said I have no idea how to start a business or what I'm doing. She sent me information about Moonshot and a competition within for a Sustainability Award.



Moonshot has been based in Flagstaff for 20 years and was hosting the 2nd annual Pioneer Pitch at Yavapai College. It's a mini version of the TV show Sharktank where business owners have 5 minutes to pitch their business plan in front of judges to gain support. I was not so excited about that part, but was excited that they were giving classes to new small businesses in the Verde Valley to help the succession rate and improve local economy. Perfect timing. The classes were great, I learned a ton, felt supported, and was competing with 17 other businesses. I was shocked to win first place both in the Pioneer Pitch and the Sustainability Award.

What next? I have ideas, new and old, like wine powder and lip butter! Scaling up to help divert more waste from our landfills and at the same time truly loving the stories of (specifically the butters) how the products have been helping people. I hope you'll help support us in reducing the amount of waste by leaning on Second Harvest for your skin and supplemental needs. Products are available for sale at Page Springs Cellars Tasting Room and Website, or choose to use the butter in your next massage. <https://shop.pagespringscellars.com/Wines/Merchandise>

And you can try them with me during our Earth Day Lunch on April 22nd. ❖

Gayle Glomski's Second Harvest wins 'Moonshot' contest



Here are the 2020 finalists from this week's Verde Valley Regional Economic Organization's Moonshot AZ Pioneer Pitch contest. In front, from the left, Melanie Korzep, Fabulosity, Amber Brandt, ASB Massage, Morgan Bailey from Verde Valley School, Gayle Glomski, Second Harvest, the winner, and Robyn Pund'homme-Bauer of WREO. In back are Kiersten Hathcock, judge and mentor, Laurie Altringer, Science Vortex Verde Valley, John Chorton from Verde Valley School and emcee and mentor Scott Hathcock. VVN photos/Vyto Starinkas

By VYTO STARINKAS
Staff Reporter

CLARKDALE — Gayle Glomski was chosen as the Verde Valley Regional Economic Organization's Moonshot AZ 2020 Pioneer Pitch first-place winner Friday night at Yavapai College's Verde Valley campus.

Glomski's business, Second Harvest, was created with the intention to utilize wine pomace into both cosmetic and edible products for health and wellness concerned customers. This includes a body butter, lip balm and wine powder full of vitamins, she said at the event.

Glomski's husband,

Eric, and she run Page Springs Cellars in Page Springs where Eric is the owner and director of winery and she is conductor of Massage and Yoga.

Glomski said the obstacle of growing her Second Harvest business is the need to purchase higher volume equipment and creating a larger space for production.

Seventeen businesses participated in this year's Moonshot presented by the Small Business Development Center at Yavapai College and the Verde Valley Regional Economic Organization.

New this year is a Sustainability Entrepreneur Award, which was also

won by Glomski.

Second Place for the Sustainability Entrepreneur Award went to Morgan Bailey and John Chorton, presenters, with team members Donita Coburn-Amadio, Paul Amadio, Noah Suby and Holly Vaughan, Verde Valley School "Dirt Project."

The workshops for Moonshot were held at the college Thursday where the businesses focused on their business plans, financial projections, financing and the "pitch." The event is based on the TV show Shark Tank.

Prizes included cash, scholarships, software, chamber memberships,

business cards, consulting, accounting, tax preparation, photography and dinner at Blazin' M Ranch.

Second place went to Laurie Altringer of Science Vortex Verde Valley.

Third place went to Melanie Korzep, Fabulosity.

Fourth place was awarded to the Verde Valley School "Dirt Project" Morgan Bailey and John Chorton were the presenters. Other team members were Donita Coburn-Amadio, Paul Amadio, Noah Suby and Holly Vaughan.

Fifth place went to Amber Brandt of All Massage Therapy.

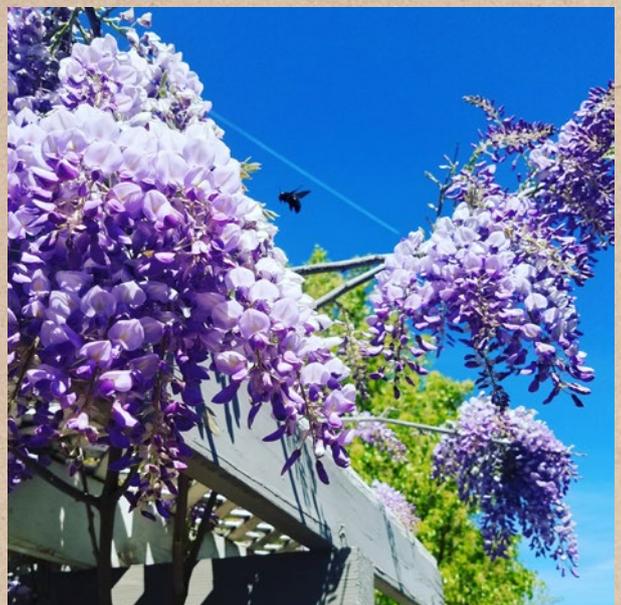


Gayle Glomski was chosen as the Verde Valley Regional Economic Organization's Moonshot AZ Pioneer Pitch 1st place winner for 2020.

Glomski Grapevine *Continued from P1*

As we all know, culture is taking the biggest hit right now and small business (pretty much every wonderful and great thing I just listed and then some), especially the world of food and drink, is getting hit the hardest. A couple days ago, I found myself choking back tears watching one of my favorite small, local restaurants serving to go food out of a small, side window. I dropped in and the sweet, older women at the window said they had made \$11 that day (it was 5pm...). People aren't doing to-go to keep their businesses afloat, they are doing it because it is all they can do – it is everything they know... PSC has a To-go window and is doing deliveries. At the current burn, we are set to do this month what we do in one normal Saturday.

Why am I saying all of this? If you are not getting clobbered financially by this crisis (because everyone I know is...) remember all those that have been bringing great things to your community. Remember those who have been trying to enrich our world and show and teach us something so fundamentally important: Life is not just about living – it is about how we live. ❖



SUPPORT your fellow Members

We couldn't do what we do without the support of our wonderful members. As part of the community, we would love to show our support for your business too! This section of the newsletter is all about our members and their endeavors. If you would like to have your business included in our newsletter, please email julia@pagespringscellars.com, for more information.

THE HOPPY GOAT FARM

The Hoppy Goat Farm is a small farm located in Cornville. We sell fresh eggs, goat's milk soap, produce, and two amazing seasonings. One is called Dad's Seasoning, which is my father's recipe and pretty much goes on everything. The other is a Taco Seasoning that enhances any Mexican dish and makes a great vegetable dip when mixed with sour cream.

You can find us online at www.thehoppygoatfarm.com, on Facebook/ Instagram @thehoppygoatfarm, or at the Verde Valley Farmer's Market on Saturdays from May-November.



Lucky Dog Travel is a full-service travel agency that specializes in iconic international vacations for all types of travel, including land tours, ocean & river cruises, train vacations, luxury, and groups of any kind. Relax. Pack your bags. Grab your passport. With Lucky Dog Travel, let experience be your guide.

Kim Covert, Owner

www.luckydogtravelcompany.com
480-704-4022

Email kim@luckydogtravelcompany.com



CSP Technologies is a local Managed IT Department provider. We partner with your company to secure your revenue and keep your business up and running. Never go without IT service again, because our 100% US based support is built on efficiency and offers both on-site and remote support 24x7. Our specific service model is one of the best business decisions you'll make, because you always get excellent service and timely solutions with ALL labor covered in a predictable simple flat-rate monthly plan.

Chris Plouffe
928-399-7557
csp-technologies.com



Harmon provides solar and electrical services for commercial, industrial, and residential customers throughout the state of Arizona. Harmon is a second-generation family run business that has been proudly serving the state since 1975. Our highly skilled team of electricians, technicians, engineers, designers, and project managers brings decades of experience to each project. With the solar investment tax credit declining in less than a year, there is no better time to go solar and no better company to go solar with. Contact us today to save up to 85% on your electric bills!

800-281-3189
www.harmonsolar.com



To provide a self-sustaining real estate eco-system through residential property management, leasing and sales to support clients for life.

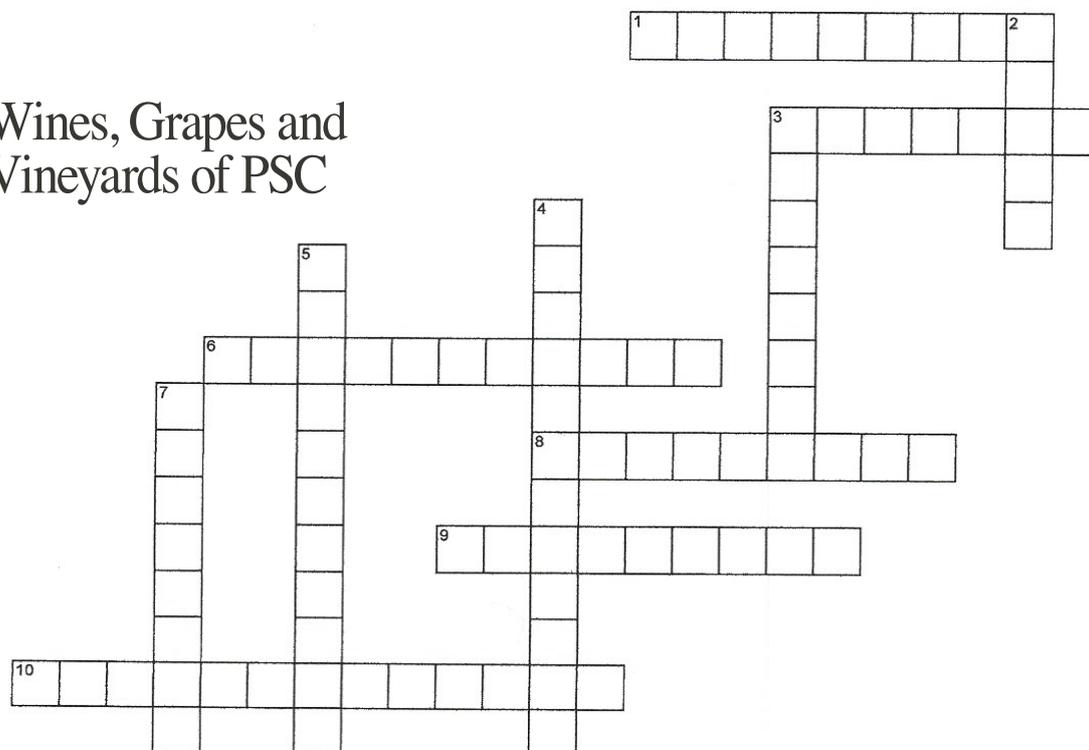
E & G Real Estate Services is a full-service residential real estate brokerage in Phoenix with a satellite office in Cornville. E & G has been in business since 2013 and has been awarded in 2018 and 2019 the Sun Devil 100 award as one of the fastest growing ASU Alumni owned companies.

Benjamin Ellis
(480) 550-8500 main office
www.eandgrealestate.com

Page Springs Cellars

CROSSWORD

Wines, Grapes and Vineyards of PSC



ACROSS

- 1 This wine gets its name because the grapes used come from our higher elevation vineyards, Dos Padres and House Mountain
- 3 This vineyard sits at an elevation of roughly 5200 feet
- 6 This grape originated as a cross of Syrah pollen germinating a Peloursin plant
- 8 This grape is blended with Viognier to produce La Serrana
- 9 This grape was recently planted in our Estate (Home) vineyard
- 10 This vineyard sits on an extinct volcano

DOWN

- 2 This grape is the only red grape variety permitted in red AOC wines from the Northern Rhone Valley
- 3 This region of Italy with Naples as its capital lends its name to one of PSC's more full body reds
- 4 This wine blends Syrah with Viognier, our take on the classic Northern Rhone appellation
- 5 This grape is used in small amounts to give structure to the classic Bordeaux blend
- 7 This House Mountain grape is a Southern Rhone Varietal and is one of the allowable Chateauneuf-du-Pape grapes

See Answers: <http://pagespringscellars.com/wp/wp-content/uploads/PSC-Q2-Crossword-answers.jpg>

TOURS

By Lauren Maldonado,
Winery and Vineyard Tours Manager

As the Tours Manager for Page Springs Cellars, one of my daily tasks is representing the winery and all that it has to offer – this includes sharing with our guests the number of ways PSC has become a leader in sustainability. In addition to the sustainable efforts made by the winery, there are many earth-friendly practices that are intertwined within the grape-to-bottle process that are also worth sharing. As a whole, PSC is highly conscious of its environmental footprint and joining a Tour is just one of the ways to learn how.

Our Tour begins near the Tasting Room entrance with PSC's solar panels in clear view.

When I share how much solar power these



panels are generating, this gets a wave of excitement and applause. As we continue our tour of the property, I highlight the organic farming practices in the vineyard,

the state-of-the-art waste water treatment system, how the leftover grape skins and seeds are being used to create Second Harvest Body Butter, the usage of plant-based corks, our reusable wine totes... the list goes on. There is no doubt that in reading this newsletter you'll discover many other ways that PSC is working to limit its impact on the environment.

The Tours department functions as a low impact department too. We require minimal supplies to conduct our Tours and utilize the same eco-friendly and recyclable materials as the rest of the company. We are respectful of the earth that we all walk upon, and we always make sure that not a drop of good wine goes to waste! ;-) Without a doubt, PSC is a company that will continue to evolve and nurture new ideas to minimize its environmental footprint. I look forward to explore more ways that our Tours department can aid PSC in this pursuit. Book a Tour to learn about the ever-evolving sustainable projects happening here at the winery we all love! ❖

Private EVENTS

By Brooke Bates, Private Events Manager



As the Private Events Department grows and evolves each year, we have been implementing simple changes along the way to help reduce our environmental footprint. In a throwaway society of quick and easy disposable dinnerware, it's important to be aware of how our waste products affect the environment. By introducing reusable china, flatware and glasses, we have significantly reduced this amount of waste. Not only is this an environmentally friendly decision, but it also provides for an elevated dining experience overall. We may still utilize disposable plates sparingly and when necessary, however we have chosen 100% biodegradable products that keep us in line with our environmental values and efforts.



As an aficionado of all things aesthetically pleasing, this implementation was a true win-win for us. Our team is dedicated to providing beautiful events that are environmentally conscious. Allow us to create a memorable experience for you and yours here at PSC!

Contact our Private Events Team at 928-639-3004 x106 or email brooke@pagespringscellars.com ❖

NOTES FROM THE CELLAR

By Bree Nation, Winemaker

Sustainability has always been something that I find very important. In fact, before I got into the business of producing wine, I was one of the first graduates from the Global Institute of Sustainability at ASU. I was originally going for a conservation biology degree when GIOS was founded and I decided to see what it was all about. Of course, I had no idea what I intended to do with either of these degrees and was only getting them because I found them interesting and relevant. The classes I took ranged from economic and social sustainability to environmental. We learned how to look at systems critically, think outside the box, and step back to see the larger picture. Over the years, people have actually made a lot of problems worse by implementing solutions with unintended consequences that were more problematic than the original issue.

As many of you already know, Eric and the Page Springs family have always been concerned with sustainability and feel a strong need to make our processes as environmentally conscious as possible. Here in the winemaking department, some of our biggest issues are water use (winemaking is about 80% cleaning stuff), the grape waste during harvest, electricity to operate our heavy machinery, and our wine packaging materials. Long before I got here some of these issues had already been addressed: we have solar power to offset our electrical impact and have an on-site water treatment facility so that our waste water can get treated, and filter back down into the water table. Gayle (Eric's wife) has also been using some of the grape pomace to make her Second Harvest Body Butter and Chapstick.

What else could we be doing? Corey and I are currently looking into more sustainable packaging materials like foil capsules that are recyclable and lighter weight (and partially recycled) glass bottles that are more economical to transport. We are also talking with our

label supplier about using more recycled paper in the process. Even though we have the water treatment, it is still better to use less water in the first place. One way we are hoping to do that is with a new heated pressure washer- this will not only use less water but will also be way more efficient for us! The largest quantity of waste that we seem to be sending to the landfill in our department is probably the grape pomace during harvest. While Gayle is able to repurpose some of it in her products, we still have a lot of waste. We hope to get a composting situation going in the future so that we send a lot less materials to the landfill. Corks are another interesting area when thinking about sustainability in wine production. There are a lot of cork forests being sustainably managed but we see a lot of flawed bottles due to cork inconsistency on our wines that we've used natural corks. You've probably noticed that in our larger production blends we use a synthetic cork which seems like plastic. It is actually plant based and is made from sugar cane! We've finally made the decision to switch to those corks for the smaller production wines as well, which should help mitigate waste due to cork failure related wine spoilage.

While it has nothing to do with environmental sustainability, I would also like to point out that the family and community centric atmosphere that Eric and the Glomski family have worked so hard to cultivate here make it a socially sustainable place to be. The culture here lends to happy employees; I can only speak for myself but working here is such a cool thing to be a part of. I don't feel like this is just a job, it is a truly amazing family to be a part of and I am constantly thankful to be here and be so happy at work. That being said, if any one of you have any creative ideas about how we can improve our environmental sustainability we would love to hear them! ❖



In This RELEASE

Q3 Preview:

Last Day to Make Changes: August 28
Charge Day: September 1
Ship Window: September 7-10**
Pickup Window: September 1 – October 5
Ship Pickups: October 6-8**
**Temperature Permitting

INNER CIRCLE

2017 Coronado Cabernet- IC
Suggested Cellaring 5-8 years

2018 Keeling-Schaefer Mourvedre
Suggested Cellaring 3-6 years

2017 Colibri Petit Verdot
Suggested Cellaring 5-8 years

2018 Mule's Mistake
Suggested Cellaring 2-5 years

2017 House Mountain Syrah 471 Whole Cluster
Suggested Cellaring 4-8 years

2017 El Serrano
Suggested Cellaring 5-8 years

CELLAR DOOR

2018 Keeling-Schaefer Mourvedre
Suggested Cellaring 3-6 years

2017 Colibri Petit Verdot
Suggested Cellaring 5-8 years

2018 Mule's Mistake
Suggested Cellaring 2-5 years

2017 El Serrano
Suggested Cellaring 5-8 years

2017 Dos Padres Syrah 470 pick 1
Suggested Cellaring 4-8 years

2018 Yavapai Syrah
Suggested Cellaring 4-8 years

FAMILY

2018 Keeling-Schaefer Mourvedre
Suggested Cellaring 3-6 years

2018 Mule's Mistake
Suggested Cellaring 2-5 years

2017 El Serrano
Suggested Cellaring 5-8 years

2017 Dos Padres Syrah 470 pick 1
Suggested Cellaring 4-8 years

2018 Yavapai Syrah
Suggested Cellaring 4-8 years

FRIENDS

2018 Keeling-Schaefer Mourvedre
Suggested Cellaring 3-6 years

2018 Mule's Mistake
Suggested Cellaring 2-5 years

**2017 House Mountain Syrah 471
Whole Cluster**
Suggested Cellaring 4-8 years

PRIMA

2018 Graham County Chardonnay

2018 La Serrana

**2018 Keeling-Schaefer Picpoul
Blanc**



The Wine Club WORD

By Chris Vlangas,
Wine Club Concierge

Dear Wine Club

Spring is a time of change and here at PSC we are no different. Change is good when the end results benefit everyone. One thing we are continually trying to change and improve upon is our impact on the environment. You may notice some of the ways we are implementing our decisions, for example, we will no longer be using paper bags for wine bottle purchases, and other ways you may not. One such way is we have stopped using plastic jars for our cheesecake, instead we are plating each delicious piece you enjoy. When you come to PSC and are planning to buy some Vino de la Familia or Highlands please bring a PSC wine bag to take them home and you too can help in our efforts.

For everyone that joined us at Barrels and Burgers we say THANK YOU and hope you had as much fun as we did. Diablo Burgers out did themselves yet again. For those who couldn't make it not to worry our



next event is coming April 18th and 19th. It is our Build-a-Blend, the Mixology addition. Here you will be able to blend your own wine and have it voted upon by other members and PSC staff.

As always, if you are looking for that special bottle of wine to celebrate any occasion, just ask and we will do our best to help get it for you. Our cellar is stocked with a wide variety of Library Wines dating back many years, both white and red. Don't forget that your discount applies to all purchases. ❖

TILTED EARTH

SAT. JUNE 20TH AT PAGE SPRINGS CELLARS

JOIN US FRIDAY FOR THE
HENRY SCHUERMAN
COMMEMORATIVE

**WINE
DINNER**
JUNE 19ST



**LOCAL WINE
GREAT FOOD
LIVE MUSIC
MASSAGE
KIDS WELCOME**

WITH A SILENT AUCTION BENEFITTING
YAVAPAI BIG BROTHERS BIG SISTERS, PRESCOTT CREEKS & FRIENDS OF THE VERDE RIVER

DOORS OPEN AT 5:30, MAIN STAGE MUSIC FROM 6:30 TO MIDNIGHT

**FREE
TICKETS**

THE UPROOTED BAND

FEATURING MICHAEL GABLICKI OF RUSTED ROOT

JOSH HOYER AND SOUL COLOSSAL • LITTLE CLOUD

FOR TICKETS AND DETAILS VISIT TILTED-EARTH.COM