

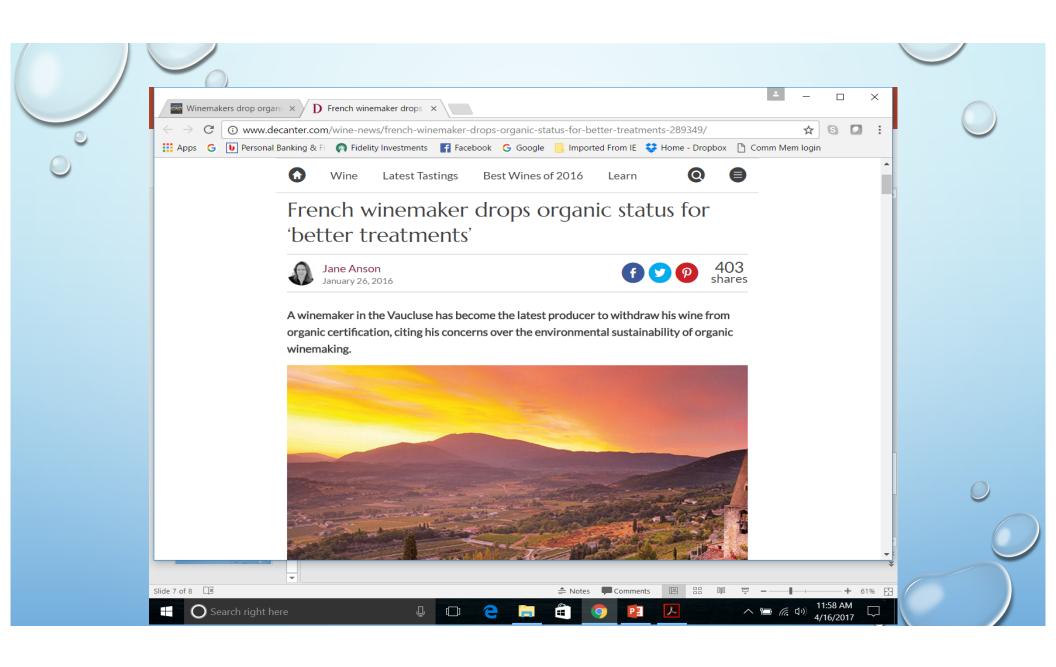


SCIENTIFICALLY, RIPE FOR GM

- TENS OF THOUSANDS OF WINE VARIETIES AVAILABLE
- ONLY A HANDFUL USED OVER 8,000 YEARS—PINOT, CHARDONNAY, CABERNET, ETC.
- CAN'T CONVENTIONALLY BREED NEW TRAITS—INTRODUCES NEW VARIETIES NOBODY WANTS
- INDUSTRY HYPER-FOCUS ON QUALITY AND TRADITION
- INCREASED RISK OF DISEASE: DOWNY MILDEW, LEAFROLL VIRUS, AND PIERCE'S DISEASE



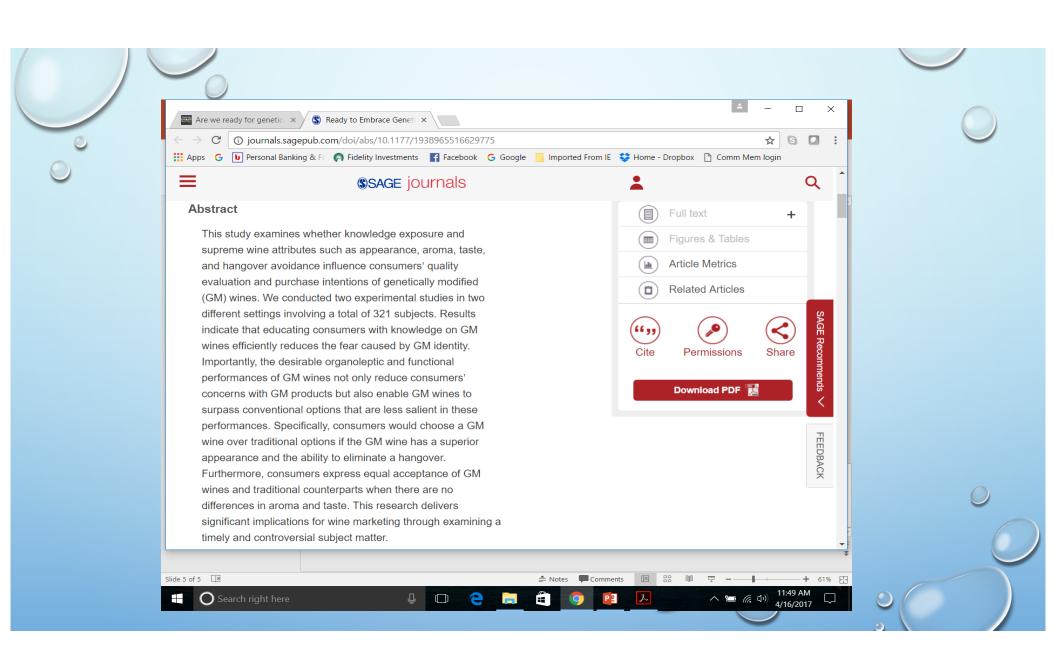
- RONG DI, RUTGERS: USING CRISPR-CAS9 TO EDIT RESISTANCE TO DOWNY MILDEW
- SYNTHETIC WINE YEAST PATHWAY--RASPBERRY KETONE AROMA
- HANGOVER-FREE WINE, THANKS FOR RNA-CAS9 EDITING
- HTTPS://PORTAL.NIFA.USDA.GOV/WEB/CRISPROJECTPAGES/1005372-IMPROVEMENT-OF-CROP-DISEASE-RESISTANCE-AND-STRESS-TOLERANCE-BY-CRISPRCAS-GENE-EDITING.HTML
- HTTP://DX.DOI.ORG/10.1080/07388551.2016.1214945
- HTTPS://WWW.EUREKALERT.ORG/PUB_RELEASES/2015-03/UOIC-YC031615.PHP





GROWERS SEEKING SOLUTIONS

- ORGANIC GROWERS MOVING AWAY FROM DESIGNATION—COPPER SULFATE BUILDUP
- ORG. GROWERS COMPLAINED ABOUT CONVENTIONAL PESTICIDES IN FIELDS—DRIFT OR CHEATING?
- MANY FARMERS WOULD LIKE A MIX OF ORGANIC SOIL TREATMENT, GMO USE





HOW TO GET ACROSS

- YOU'RE NOT ALONE—OPPONENTS TO GMOS ARE POLITICAL; THEY BUILD ALLIANCES, GATHER EXPERTISE, AND SO SHOULD YOU
- IT'S NOT JUST ABOUT DATA
- OPPOSITION CAN BE CULTURAL, ATTITUDINAL, AS WELL AS ACTIVELY POLITICAL
- FIND OUT WHY TRUST IS LACKING (PERSONAL EXPERIENCE, POST-MODERN THINKING)
- US VERSUS EUROPEAN ATTITUDES TOWARD FOOD, WINE (CLOTAIRE RAPAILLE)



ISSUES TO CONSIDER

- TANGIBLE BENEFITS?
- FAMILIARITY WITH PRODUCT/TECHNOLOGY (OFTEN IN CONTEXT)
- TRUST IN SOURCE
- MORAL INTERFERENCE

BRUCE, D.M. (2002) A SOCIAL CONTRACT FOR BIOTECHNOLOGY: SHARED VISIONS. J. AGRIC. ENVIRON. ETHICS 15, 279-289



PEOPLE LOVE SCIENTISTS

- USE PERSONALITY TO CONNECT TO PEOPLE
- TALK ABOUT HOW YOU APPROACH PROBLEMS—HYPOTHESIS, TESTING, IS THERE EVER "100% PROOF"
- TELL STORIES—HOW AN EXPERIMENT STARTED, QUESTIONS RAISED AND ANSWERED
- RELATE DIRECTLY TO THINGS THEY USE—GENETICS MAKING BREAKTHROUGH DRUGS IS USED IN CROPS
- LOOK AT HOW CORN, STRAWBERRIES HAVE CHANGED BECAUSE OF GENETICS
- BLUR THE BOUNDARY BETWEEN "NATURAL" AND "ARTIFICIAL"



PR TACTICS

- HOMEWORK! RESEARCH, INTERVIEWS, POLLS
- WHAT MESSAGES MIGHT STICK?
- FIND BEST WAYS TO REACH
- DON'T STOP (700 IMPRESSIONS RULE)



PEOPLE DON'T KNOW ABOUT GM

- 2016 PEW STUDY
- 71% KNOW LITTLE TO NOTHING ABOUT GENETIC ENGINEERING
- 48% THINK GMS HAVE NO EFFECT ON HEALTH
- 39% THINK GMS HAVE WORSE HEALTH EFFECTS
- MOST VIEWS ARE SOFT, DEPEND ON HOW QUESTION IS PHRASED
- RIPE AUDIENCE OVERALL—AIM FOR THAT 71%
- HTTP://WWW.PEWINTERNET.ORG/2016/12/01/THE-NEW-FOOD-FIGHTS/

