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Business Management

Go to http://lergp.cce.cornell.edu/EventsCalendar.htm for a detailed calendar of events including maps via Google calendar! Scroll to the bottom of the page for Google calendar and click on the event. Please remember to RSVP for those events that require one! UPCOMING EVENTS are also listed toward the bottom of this Electronic Update.

Please remember to let us know if you have changed or are in the process of changing your email address so we can keep the Electronic Crop Update coming to your inbox!

Please email Edith at: emb35@cornell.edu.

GRAPE INTEGRATED PEST MANAGEMENT: Tim Weigle

Grape Berry Moth

We continue to receive reports of late season grape berry moth damage in high risk vineyards. With the warm growing season we have experienced we are assured of having a full 4th generation of GBM this year.

Results from the predictive model found on NEWA for timing of GBM sprays are not good predictors of timing for the fourth generation as the overlap between generations increases with every generation. By the time we have reached the fourth generation it may be necessary to make multiple insecticide applications to cover the extended egg-laying.

Before applying an insecticide, check the label for the days to harvest interval. Also, make sure your sprayer can provide the coverage necessary for control of GBM at this point in the season. If you cannot get material into the clusters, the chance of control is greatly diminished.

Plan to harvest blocks where grape berry moth pressure is high during the first part of harvest. This may be the most practical way to reduce the amount of late season grape berry moth damage this year.
Word on the street is that harvest has been bumped up yet again to this Sunday, September 2, 2012. National Grape plans to open the North East, PA plant for Niagaras and the Westfield, NY plant for Concords. With the high Brix readings we are seeing at the lab, this is not too much of a surprise. We are seeing anywhere from 13Brix up to 18 Brix in our experimental blocks here at CLEREL, but most growers are reporting sugars to be around the 13-15 Brix range.

Hurricane Isaac is now Tropical Storm Isaac, which may result in a bit of rain for our region. According to most projections, though, the rains may only come as far east as the western edge of northwestern Pennsylvania. The forecasted thunderstorms for Monday and Tuesday though, may still pose a challenge to harvest.

Good luck out there!

Concord berry curve

<table>
<thead>
<tr>
<th>Days After Bloom</th>
<th>Berry Weight (g)</th>
<th>Berry Diameter (mm)</th>
<th>Brix</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010 (89 DAB)</td>
<td>2.82</td>
<td>15.13</td>
<td>Not recorded</td>
</tr>
<tr>
<td>2011 (89 DAB)</td>
<td>2.79</td>
<td>15.35</td>
<td>14.9</td>
</tr>
<tr>
<td><strong>2012 (87 DAB)</strong></td>
<td><strong>3.11</strong></td>
<td><strong>16.84</strong></td>
<td><strong>15.6</strong></td>
</tr>
</tbody>
</table>

As a reminder, last week’s numbers:

| 2012 (73 DAB) | 2.9 | 16.43 | 13.3 |
Healthcare for Employees

New Health care laws directly relate to the management of labor. The Affordable Care Act provides a substantial tax credit that growers should and may eventually need to take advantage of in order to stay competitive.

For small business, total paid labor less than 52,000 hours per year, the credit is currently 35% of premiums paid by the employer. By 2014 the credit will be increased to 50%. Of course, the cost of the premium expense will also be tax deductible. This should save typical growers another 15%. Providing these kinds of benefits allows employers to offer lower wages and remain competitive, because of the benefits package. In addition to the tax credit, payroll savings will also result. Those savings will likely cover 2% of the premium cost. By 2014, tax benefits and labor savings may cover 75% of employer health care costs. Ignoring these rules could lead to labor supply issues, as others will surely take advantage of them.

Another issue, particularly for wineries could be the 52,000 hours per year. Nearly all wineries stay below that level of paid labor. This credit is entirely unavailable if employers exceed that amount. This legislation provides a substantial barrier to growth that did not previously exist. With all of the small employers, perhaps you included, providing health insurance to your employees in 2015 crossing that threshold of hours would likely result in the loss of a $25,000 tax credit.

See Figure 1 for a timeline of updates between 2011 and 2013. Some provisions of the law could result in savings for business owners. Other provisions, depending on circumstances, may result in expenses for other individuals. Visit bankrate.com for a complete timeline of the ACA, from 2010 – 2020.
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PLEASE NOTE: Next Electronic Crop Update will be Thursday, September 6, 2012

Lake Erie Regional Grape Program Crop Update is an e-mail newsletter produced by the Lake Erie Regional Grape Program and sent out by subscription only. For subscription information, please call us at 716.792.2800 ext 201, or look for subscription forms at http://lergp.cce.cornell.edu/Join_Lergp.htm. For any questions or comments on the format of this update please contact Tim Weigle at: thw4@cornell.edu.

Lake Erie Regional Grape Program Team Members:

Andy Muza, Extension Educator, Erie County, PA Cooperative Extension, 814.825.0900
Tim Weigle, Grape IPM Extension Associate, NYSIPM, 716.792.2800 ext. 203
Jodi Creasap Gee, Viticulture Extension Associate, CCE, 716. 792.2800 ext. 204
Kevin Martin, Business Management Educator, 716.792.2800 ext. 205

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THE LAKE ERIE REGIONAL GRAPE PROGRAM at CLEREL
6592 West Main Road
Portland, NY 14769
716-792-2800