

2012 Finger Lakes Grape Price Survey



Cornell University
Cooperative Extension
Finger Lakes Grape Program

Prices/ton

Name	Anthony Road	Bully Hill Vineyards	Constellation Wines	Cott (Cliffstar)	Fall Bright	Fox Run Vineyards	Fulkerson Winery	Glenora Wine Cellars	Hazlitt 1852 Vineyards	Heron Hill Winery	Hunt Country Vineyards	Inspire Moore	King Ferry Winery	Lakewood Vineyards	Lucas Vineyards	Spring Ledge (Royal)	Swedish Hill Vineyard	Average	Low	High	# of Responses	2011 Avg Price	% change
Aurore		440	415				300									385		385	300	440	4	370	4.1%
Baco Noir		650			600		600	525		600				600	650	325		569	325	650	8	557	2.1%
Cabernet franc, high	1000	800			1750	1000	1400	1100		1475	1350	1500	1000	1200			1650	1269	800	1750	12	1250	1.5%
Cabernet franc, low												1100					1100	1100	1100	2	900	22.2%	
Cabernet sauvignon		1200			1850		1400	1625		1650	1700	1800	1850				1800	1653	1200	1850	9	1620	2.0%
Castel		700					700											700	700	700	2	595	17.6%
Catawba, high		290	275		340		340		355					400	344	335	350	338	275	400	10	337	0.3%
Cayuga White	550	600			600	600	500	575		600	600	650		550		500	525	571	500	650	12	560	1.9%
Chambourcin		700			885		800				700						860	789	700	885	5	785	0.5%
Chancellor		700			700		600											667	600	700	3	667	0.0%
Chardonnay, high	1300	1200			1550	1125	1100	1100		1375	1300	1100	1225	1200			1450	1252	1100	1550	12	1169	7.1%
Chardonnay, low																	950	950	950	1	900	5.6%	
Chardonee		750																750	750	750	1	750	0.0%
Chelois		900			675													788	675	900	2	788	-0.1%
Colobel		700			700		600											667	600	700	3	606	10.0%
Concord, high		340	280	290	325		300		355					450		335	285	324	275	450	10	304	6.4%
Concord, low														375				375	375	375	1	282	33.0%
Concord, organic				375														375	375	375	1	0	N/A
Corot noir							600				600				700		625	631	600	700	4	590	7.0%
De Chaunac					450		450				450			475	630			491	450	630	5	491	0.0%
Delaware, high					400		350				450			600		270		414	270	600	5	394	5.1%
Delaware, low														450				450	450	450	1	315	42.9%
Diamond					450		460										475	462	450	475	3	467	-1.1%
Dornfelder							1200											1200	1200	1200	1	1200	N/A
Elvira, (ripe) high		290	295													290		292	290	295	3	283	3.1%
Foch		700					600							600				633	600	700	3	0	N/A
Gewurztraminer, high	1600	1200			1700	1000	1600	1600		1650			1600	1600			1475	1503	1000	1700	10	1444	4.1%

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Gewurztraminer, low																	1440	1440	1440	1	0	N/A	
Golden Muscat									375								375	375	375	2	375	0.0%	
Geneva Red (GR7)		650						525							630			602	525	650	3	579	3.9%
Himrod							700											700	700	700	1	550	27.3%
Hybrid - Red								450	500		450				600	350	375	454	350	600	6	390	16.5%
Hybrid - White								450			500					315	375	410	315	500	4	399	2.8%
Isabella								475									475	475	475	2	450	5.6%	
Ives		350												450				400	350	450	2	400	0.0%
Landot noir																	535	535	535	1	275	94.5%	
Lakemont							500											500	500	500	1	500	0.0%
Lemberger, high	1300						1400			1400		1400		1500			1500	1417	1300	1500	6	1325	6.9%
Leon Millot		700			625		625						625	600				635	600	700	5	625	1.6%
Marechal foch					625					600							700	642	600	700	3	638	0.6%
Melody																	550	550	550	1	535	2.8%	
Merlot, high	1800	1500			2000		1700	1650		1900		1800	2025				2000	1819	1500	2025	9	1783	2.0%
Native - Red								400									225	313	225	400	2	0	N/A
Native - White								400									225	313	225	400	2	0	N/A
NY76.0844.24																	700	700	700	1	0	N/A	
Niagara, high		340	235	235	350		300	450	355		350			375	344	280	300	326	235	450	12	334	-2.3%
Niagara, low																	335	335	335	1	232	44.4%	
Noiret		650			650		600		500		700	800					860	680	500	860	7	628	8.3%
Organic Blend																600		600	600	1	0	N/A	
Pinot blanc								1300		1525								1413	1300	1525	2	1400	0.9%
Pinot gris, high	1600	1500					1550			1525	1700	1700		1650			1725	1619	1500	1725	8	1572	3.0%
Pinot noir, high	2000	1650			1750	1400	1550	1600		1600		1600	1750	1700			1850	1677	1400	2000	11	1605	4.5%
Pinot noir, sparkling																	1600	1600	1600	1	1500	N/A	
Riesling, high	1500	1300			1750	1300	1500	1400		1475	1500	1600	1550	1400			1475	1479	1300	1750	12	1362	8.6%

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Riesling, low																	1000	1000	1000	1000	1	1000	0.0%
Riesling, sparkling																	1400	1400	1400	1400	1	2400	N/A
Rosette							375	525										450	375	525	2	375	20.0%
Rougeon	550	650					500	525									535	552	500	650	5	494	11.7%
Sangiovese								1825										1825	1825	1825	1	1825	0.0%
Seyval		550			650		700	575		600	600							613	550	700	6	613	-0.1%
St. Croix		800																800	800	800	1	800	0.0%
St. Vincent							500											500	500	500	1	0	N/A
Syrah								1750										1750	1750	1750	1	1750	0.0%
Traminette - high		950			850	700	900		800	900		925					900	866	700	950	8	858	0.9%
Traminette -low																	700	700	700	700	1	859	-18.5%
Valvin muscat		800					900			1000	750			1000			740	865	740	1000	6	763	13.4%
Verdelet		700					400											550	400	700	2	472	16.5%
Vidal blanc		600			675		600	575		600				500			700	607	500	700	7	621	-2.2%
Vidal blanc, late harvest		1650																1650	1650	1650	1	1650	0.0%
Vinifera (other)						700		700		1100	1200						400	820	400	1200	5	623	31.6%
Vignoles (Ravat)	850				700		800	525						700			700	718	525	850	7	739	-2.9%
Vignoles Late Harvest	1600																	1600	1600	1600	1	1600	0.0%
Viognier																	1700	1700	1700	1700	1	1650	3.0%
Villard blanc																	700	700	700	700	1	700	0.0%
Vincent							600	525						600		600	625	590	525	625	5	585	0.9%

Note:

1. Some 'premium' prices may not be listed. Some processors may have sliding price scales, based on
2. Where there are multiple prices for a variety, the high and low prices are listed. Higher prices may have different quality standards, harvesting methods, etc.
3. If in doubt, check with the buyer. We have made every effort to be accurate, but the range of price categories was edited
4. The 'average' price listed is merely an average of the stated prices. It is not weighted based on tons purchased at each price.