



# The Lake Erie Regional Grape Program



Crop Update for March 28, 2014



## Upcoming Event Dates to put on your calendar:

Please note the deadline for each event.



### Bud Assessment Workshops:

**April 8, 2014-** Penn State Extension, 850 East Gore Rd. Erie PA. 16509 **4:00pm-5:00pm**

**\*\*call Luke at 716-792-2800 ext 204 to register or e-mail at llh85@cornell.edu\*\***

**April 8, 2014- NEWA Training** at CLEREL 10:00am-Noon\*\*

**NEWA Training** at Penn State Ext Office, 850 East Gore Rd. Erie PA 2:00pm-4:00pm

Class agendas are identical, 2 location offerings

Deadline for pre-registration- April 1, 2014

**April 17, 2014- Training Your Customers:Effective Tasting Room Techniques**

CLEREL

Deadline for pre-registration-Friday, April 11, 2014

**May 7, 2014- COFFEE POT MEETINGS\*\*** begin- a schedule for these is in progress. Check the web-site for updates as they become available. Dates will also be posted in the Crop Update.

**June 21, 2014- Hops Production in the Lake Erie Region**

Full day conference focusing on the process of commercial Hops production. The morning program will consist of oral presentations and then after lunch the group will move outside to the hopyard at CLEREL.

Deadline for pre-registration: Friday June 13, 2014

Information and registration forms for all of the listed events are available in this update.

Registration is also available on-line for most programs at our web-site:

**[lergp.cce.cornell.edu](http://lergp.cce.cornell.edu)**

## Accelerated Depreciation

*Kevin Martin*

As tax deadlines for most growers pass, changes in accelerated depreciation brought new challenges. Accelerated depreciation was a drug small businesses have been addicted to for the better part of a decade. Complicating the drug use was the typical constant background noise of the expiration of the deduction. Both the media and this crop-update publicized the changes in tax law just over a year ago. Growers were mostly aware of the change but some were caught a bit off guard on the impact it had on their operation.

Graduated depreciation actually makes a lot more sense from a business standpoint. The taxable definition still remains more aggressive than actual depreciation. No longer will farmers have large gains on selling lightly used equipment. Also, there is less of a temptation to use new paint as the sole tax management strategy. Numerous researchers point out that shortening equipment life for tax reasons is less efficient over the long-term anyway.

Over the short term there is the immediate problem that growers often have little to no depreciation expenses carried over from before 2013, all of those investments were accelerated. Additional capital expenditures will not fix the problem, as they continue to be averaged over a longer period of time. In part, growers that consistently relied on accelerated depreciation will have to accept higher tax rates for a short period of time. There are some basic strategies to help with this burden.

- Shift non-capital expenses toward 2014 when possible and away from 2015
- Be careful with long-term capital gains
  - Rates are now progressive, avoid realizing gains if you are in a bracket that is unusually higher than your typical rate
  - If income is unusually low, realize capital gains to take advantage of low rates
- Go for broke
  - Use higher income to avoid FICA
  - Marginal total tax rates are typically lower between 117,000 – 175,000 as compared to 73,800 – 117,000.
  - If shifting expenses won't get you below 73,800, it may be advantageous to use those expenses in 2015.
- Consider SEP, Simple or Keogh IRA
  - Profitable years like 2014 may provide flexibility in personal finance
  - SEP IRA
    - Higher contributions rates
    - Employee + Employer
  - Simple IRA
    - Employee + Employer program
    - Low contribution limits

- Keogh
  - More expensive to administer
  - Extremely high maximum contributions
  - Cannot have common law employees

Please keep in mind I am not an accountant. Talk to your accountant about these and other strategies. Grape growing does provide a unique payment schedule relative to other businesses and crops. In some ways you and I will understand that side of the business better than your accountant.

## Winter Injury Assessment & Upcoming Workshop

Luke Haggerty

*Viticulture Extension Educator*

*Lake Erie Grape Program*

With the cold weather it's hard to believe that this was our first week of spring. Although it's cold and the ground is still frozen in most vineyards, the vines are beginning to wake up. In this week's differential thermal analysis (DAT) shown in the figure below we can see the buds are becoming less hardy as the average temperature increases. DAT is used to estimate the temperature a bud can withstand before death by recording the 'Low Temperature Exotherms' (LTE). The purple shading shows the temperatures throughout the winter season and even though it does not seem like it, the temps are rising. To follow bud hardiness LTEs for the Lake Erie or other New York grape regions go to:

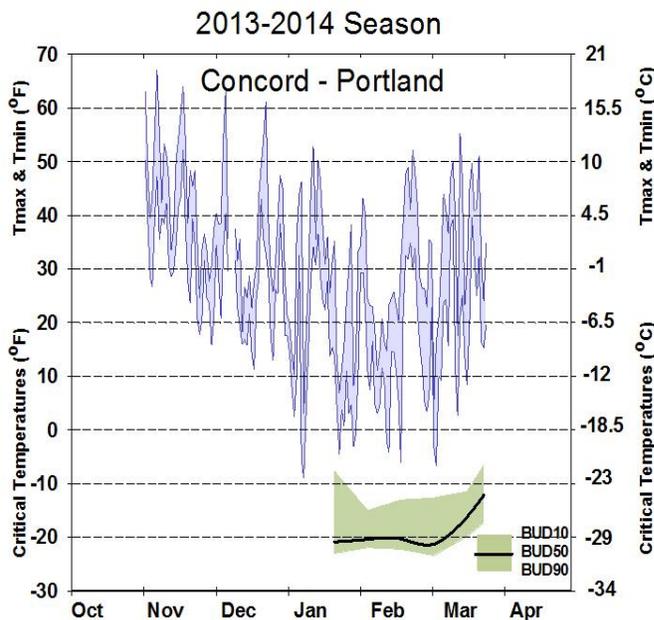
<http://grapesandwine.cals.cornell.edu/cals/grapesandwine/outreach/viticulture/weather.cfm>



Sap emerging from trunk cracking in 'Niagara'

While collecting canes for bud assessments I found clear evidence of trunk damage. In our *V.*

*vinifera* blocks there was significant splitting in a few Riesling trunks. In a low spot in our Niagara block I located multiple trunks with sap coming out of cracks (picture above). Small trunk wounds like the cracking in the picture above can be an access point for crown gall infections. Crown gall infections will reduce vigor and can kill young vines. There is no chemical treatment for crown gall. Infected trunks will need to be phased out and replaced by growing up suckers.



**Our final bud workshop will be held on April 8<sup>th</sup> from 4-5:00 pm at the Penn State Extension building 850 east Gore Rd Erie, PA. Please bring 7 to 10 canes from all the varieties you would like assessed.**



**Promoting a Toxic Free Future in New York State**

**This is an environmentally safe way to get rid of unwanted pesticides.**

**Pre-registration is required by calling  
877-793-3769 or  
visit the web-site: [info@cleansweepny.org](mailto:info@cleansweepny.org)**

See the flyer on the following pages for more detailed information.

## HOW TO PARTICIPATE

- 1** PRE-REGISTRATION IS REQUIRED to participate in CleanSweepNY. Obtain a registration packet from NYSDEC by telephone at 877-793-3769 or by e-mail at: [info@cleansweepny.org](mailto:info@cleansweepny.org)
- 2** RETURN COMPLETED REGISTRATION FORMS TO NYSDEC BY THESE DEADLINES: **April 4, 2014** FOR PARTICIPANTS WITH UNKNOWN PRODUCTS AND GAS CYLINDERS OR **April 25, 2014** FOR ALL OTHER PARTICIPANTS. Shortly before the collection event, participants will be sent CleanSweepNY information which will include your drop-off date, time and location.
- 3** Safely transport unusable pesticides and chemicals to the assigned collection site. Once there, please stay in your vehicle and present your shipping papers that were provided with the CleanSweepNY instructions.
- 4** If you are bringing in chemical wastes that are NOT pesticides, please be prepared to pay a nominal disposal fee to the collection waste hauler.

*Be a Part of CleanSweepNY!  
Help Manage  
Unwanted/Unusable Pesticides*



The CleanSweepNY Program will be held during the week of April 28, 2014 and will target Allegany, Cattaraugus, Chautauqua, Erie, Niagara and Wyoming Counties.

**Collection locations will be posted at:**  
[www.cleansweepny.org](http://www.cleansweepny.org)

**Register to Participate**  
See "How to Participate" for  
Registration Deadlines

**Have Questions or Need Information?**  
Contact CleanSweepNY Staff at:

Telephone: 877-793-3769

E-Mail: [info@cleansweepny.org](mailto:info@cleansweepny.org)

Website: [www.cleansweepny.org](http://www.cleansweepny.org)

NYSDEC Region 9 Pesticides Staff:

716-851-7220

CleanSweepNY gratefully  
acknowledges the support and  
assistance of Cornell Cooperative  
Extension, NY Farm Bureau, ACRC  
and NYSDOT



**CLEAN SWEEP**  **NY**

*Spring 2014 Program*



## SPRING CLEANSWEEPNY

### COLLECTION OF PESTICIDES AND OTHER TARGETED MATERIALS

CleanSweepNY is sponsored and administered by the NYS Department of Environmental Conservation through its Central Office Pest Management Program in Albany. CleanSweepNY provides for the safe economic collection and disposal of unwanted or unusable pesticides, lab chemicals, elemental mercury, and mercury containing devices such as thermometers.

CleanSweepNY also collects for recycling triple rinsed high density polyethylene (HDPE, #2) plastic pesticide containers from agriculture and certain non-agricultural entities.

CleanSweepNY results in enhanced stewardship of the environment through improved management of unusable pesticides and chemicals wastes. These materials can pose human health risks upon exposure and a significant hazard to groundwater and surface water resources. Through CleanSweepNY, these materials are properly collected and disposed.



## SPRING CLEANSWEEPNY

The next CleanSweepNY event will be held during the week of April 28, 2014 and will target Allegany, Cattaraugus, Chautauqua, Erie, Niagara and Wyoming Counties

**PRE-REGISTRATION IS REQUIRED**  
(See "How to Participate" on reverse side for details)

[www.cleansweepny.org](http://www.cleansweepny.org)

The following is CleanSweepNY information on the types of materials collected, who can participate, and what materials are accepted for disposal at no or low cost:

- ✦ Unwanted or unusable pesticides
- ✦ School laboratory chemicals
- ✦ Elemental mercury and mercury containing devices such as thermometers
- ✦ Triple-rinsed HDPE #2 plastic containers
- ✦ Compressed gas cylinders (which must be pre-registered and identified)

If unknown materials are present, an onsite visit may be necessary to assess any potential hazard with their transport.

[www.cleansweepny.org](http://www.cleansweepny.org)

## SPRING CLEANSWEEPNY

### WHO CAN PARTICIPATE?

- ✦ Farmers and owners of former farms
- ✦ All categories of NYS certified pesticide applicators
- ✦ Cemeteries, golf courses and marinas
- ✦ Retailers of agricultural, commercial or home/garden pesticide products

CleanSweepNY collection efforts are directed towards private and professional applicators and schools, and not towards homeowners. See household hazardous waste events in your area at:

[www.dec.ny.gov/chemical/8780.html](http://www.dec.ny.gov/chemical/8780.html)

### FREE OR LOW FEE?

- ✦ No charge for pesticides.
- ✦ Other materials - nominal fee
- ✦ Refer to [www.cleansweepny.org](http://www.cleansweepny.org) for pricing

Information provided is kept confidential and there is **NO ENFORCEMENT** potential for any products turned in such as DDT and other banned pesticides.



Cornell University  
Cooperative Extension

# Training your Customers: Effective Tasting Room Techniques

PENNSTATE



College of  
Agricultural  
Sciences

Thursday, April 17, 2014

Registration: 8:30am; Program- 9:00am-4:00pm

Cost:\$50.00 per person(includes morning coffee and lunch)

Where: CLEREL, 6592 West Main Rd. Portland NY 14769

716-792-2800 ext-201



Denise Gardner, Extension Enologist, Penn State University  
Chris Gerling, Enology Extension Associate, Cornell University  
Luke Haggerty, Viticulture Extension Associate, Cornell University  
Kathy Kelley, Professor of Horticultural Marketing & Business Management,  
Penn State University  
Anna Katharine Mansfield, Assistant Professor of Enology, Cornell University

## Welcome and Introductions

Mansfield

- Who are you, and why are you here?

## Typicity Tune-up (tasting) Riesling

Gardner

- Avoiding 'cellar palate' means understanding the market and tasting representative wines of the world

## Intro to Viticulture -Growing wine

Haggerty

- Where grapes come from and how they get to the winery

## Break

## Frequently Asked Winemaking Questions

Gerling

- Explanations for common questions

## Lunch

## Selling at the Cellar door Connecting with consumers

Kelley

- Understanding your customers and reaching them in the tasting room or through social media

## Sensory Evaluation & Flaws Training (tasting)

Mansfield

We're all wired differently- but no one likes stink!

- Basic sensory principles, and a session of wine flaws

This is a great learning opportunity for winery owners and their staff!

**Please Register by Friday April 11, 2014**

Name of Winery represented: \_\_\_\_\_

Name(s) of attendees: 1) \_\_\_\_\_ 2) \_\_\_\_\_

3) \_\_\_\_\_ 4) \_\_\_\_\_

Total cost @ \$50.00/person x \_\_\_person/people = \$ \_\_\_\_\_

Please make checks payable to LERGP and mail to:

LERGP, 6592 West Main Rd. Portland NY 14769, ATTN: KATE

Contact Kate at [kjr45@cornell.edu](mailto:kjr45@cornell.edu) or 716-792-2800 ext 201 for more information.

\*\*\*You may also register on-line at <http://lergp.cce.cornell.edu/>. You can register up to 10 participants and pay with a credit card.

# Hops Production in the Lake Erie Region

When: Saturday, June 21, 2014  
Time: 8 AM – 4 PM  
Where: Cornell Lake Erie Research and Extension Laboratory  
6592 West Main Road  
Portland, NY 14769



Cost: \$100, \$75 for members of the Northeast Hops Alliance

Class size is limited; sign up early to ensure a spot in the class.

To register:

Contact Kate at (716) 792-2800 x 201 or [kjr45@cornell.edu](mailto:kjr45@cornell.edu)

Registration is available on-line at [lergp.cce.cornell.edu](http://lergp.cce.cornell.edu) or you can use the form in this update to mail in.

Participants will learn about commercial hops production; starting with classroom instruction on production practices from commercial hops growers from Pennsylvania and New York as well as Cornell University extension staff. The talks will provide an overview of hops production from before they are planted in the ground to the processing and marketing after harvest.

In the afternoon participants will head out to the CLEREL hop yard for a firsthand look at hop yard construction and a discussion with hops growers on the practices they use in their hop yards. A small scale harvester prototype will be available for viewing in the afternoon.

## Topics to be covered:

**Planting a hop yard**

**Nutrition basics**

**Short trellis hops production**

**Processing – what to do with your hops after harvest**

**Marketing hops**

**Determining pricing for selling hops**





# Hops Production in the Lake Erie Region

Saturday, June 21, 2014  
at

Cornell Lake Erie Research & Extension Laboratory  
6592 West Main Rd.  
Portland, NY 14769

*\$100.00 General*

*\$75.00 NeHA Members*

*(you can join or renew your membership at: [www.northeasthopalliance.org](http://www.northeasthopalliance.org))*

Name: \_\_\_\_\_  
St.Address: \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Phone Numbers: Home \_\_\_\_\_ cell \_\_\_\_\_  
E-mail address: \_\_\_\_\_  
# of hills you have: \_\_\_\_\_

Names of additional registrants:	NeHA Member	Non-member
_____	\$75.00	\$100.00
_____	\$75.00	\$100.00
_____	\$75.00	\$100.00
_____	\$75.00	\$100.00
_____	\$75.00	\$100.00

Total number of registrants: \_\_\_\_\_ Total paid: \_\_\_\_\_

Registration questions:

Contact: Kate Robinson at 716-792-2800 ext 201 or e-mail: [kjr45@cornell.edu](mailto:kjr45@cornell.edu)

Mail form and payment made out to LERGP to:

LERGP, c/o Kate Robinson 6592 West Main Rd. Portland, NY 14769

# 2014 Lake Erie Regional Grape Program Enrollment

**\*\*This form is for NY Growers ONLY- PA Growers call 814-825-0900 to register**

**Fees:**

\$70.00 \$ \_\_\_\_\_ **GRAPE Program** -Chautauqua county landowner  
(*\$45.00 program fee, \$25.00 Chautauqua County Base Fee*)

\$65.00 \$ \_\_\_\_\_ **GRAPE Program**- Cattaraugus, Erie, NY or Niagara  
(*\$45.00 program fee, \$20.00 County base fee*)

\$100.00 \$ \_\_\_\_\_ **GRAPE Program** -Out of Program Region Resident

\$25.00 \$ \_\_\_\_\_ 2014 Cornell Guidelines for Grapes

\$25.00 \$ \_\_\_\_\_ Hardcopy mailing of Newsletters\*\*\*

Total \$ \_\_\_\_\_ (Please make check payable to LERGP)

Program fees do not include 2014 Cornell Guidelines for Grapes

I am interested in the educational work of Cornell Cooperative Extension in Niagara, Chautauqua and Cattaraugus County. Any current recorded enrollee 18 years of age and older shall have voting and nominating privileges to hold office in the Association of their local county.

I am 18 years of age or older and signed \_\_\_\_\_

New  Renewal

Farm Name: \_\_\_\_\_

Name: \_\_\_\_\_ Spouse's Name: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Zip Code \_\_\_\_\_

Home phone: \_\_\_\_\_ Cell Phone : \_\_\_\_\_

\*\*\*Due to budget constraints, all correspondence will be conducted through e-mail. Please provide your e-mail address below. If you would like to receive hardcopies, mark the \$25.00 additional fee line above and include with payment.\*\*\*

EMAIL ADDRESS \_\_\_\_\_

Please return form and payment to:

Feel free to call w/ questions:

LERGP

716-792-2800 Ext 201

6592 West Main Rd.

Portland NY 14769

Attn: Katie



Cornell University

PENNSSTATE



College of Agricultural Sciences



Cornell University  
Cooperative Extension

LERGP Website Links of Interest:

Table for: Insecticides for use in NY and PA:

<http://lergp.cce.cornell.edu/submission.php?id=69&crumb=ipm|ipm>

Crop Estimation and Thinning Table:

[http://nygpadmin.cce.cornell.edu/pdf/submission/pdf65\\_pdf.pdf](http://nygpadmin.cce.cornell.edu/pdf/submission/pdf65_pdf.pdf)

Appellation Cornell Newsletter Index:

<http://grapesandwine.cals.cornell.edu/cals/grapesandwine/appellation-cornell/>

Veraison to Harvest newsletters:

<http://grapesandwine.cals.cornell.edu/cals/grapesandwine/veraison-to-harvest/index.cfm>

Go to <http://lergp.cce.cornell.edu/> for a detailed calendar of events.

Please remember to RSVP for those events that require one!



Thank you to all who attended  
our Annual Winter Grape Grower  
Conference

Next Crop Update: April 10, 2014

**Lake Erie Regional Grape Program Team Members:**

Andy Muza, (ajm4@psu.edu) Extension Educator, Erie County, PA Cooperative Extension, 814.825.0900

Tim Weigle, (thw4@cornell.edu) Grape IPM Extension Associate, NYSIPM, 716.792.2800 ext. 203

Kevin Martin, (kmm52@psu.edu) Business Management Educator, 716.792.2800 ext. 205

Luke Haggerty, (llh85@cornell.edu) Grape Cultural Practices, 716.792.2800 ext. 204

This publication may contain pesticide recommendations. Changes in pesticide regulations occur constantly, and human errors are still possible. Some materials mentioned may not be registered in all states, may no longer be available, and some uses may no longer be legal. Questions concerning the legality and/or registration status for pesticide use should be directed to the appropriate extension agent or state regulatory agency. Read the label before applying any pesticide. Cornell and Penn State Cooperative Extensions, and their employees, assume no liability for the effectiveness or results of any chemicals for pesticide usage. No endorsements of products are made or implied.

Cornell University Cooperative Extension provides equal program and employment opportunities.

Contact the Lake Erie Regional Grape Program if you have any special needs such as visual, hearing or mobility impairments.

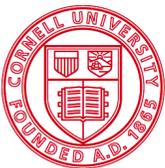
CCE does not endorse or recommend any specific product or service.

THE LAKE ERIE REGIONAL GRAPE PROGRAM at CLEREL

6592 West Main Road

Portland, NY 14769

716-792-2800



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