

## Lake Erie Regional Grape Program ELECTRONIC CROP UPDATE for February 2, 2012



Go to <u>http://lergp.cce.cornell.edu/EventsCalendar.htm</u> 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! <u>Please email Edith at: emb35@cornell.edu</u>.



#### GRAPE INTEGRATED PEST MANAGEMENT: Tim Weigle

#### Building a Vineyard IPM Strategy: Know the Pests that Affect your Crop

Knowing the pests of a crop is critical in developing an IPM strategy. A good place to get a handle on the different types of pests that are present in a particular crop is through Cornell University Pesticide Management Education Program (PMEP) NYS Crop Profiles. These profiles were developed to provide information on the productions of a crop, its pests, and management practices including chemical and non-chemical controls. These Crop Profiles are specific to New York State and were published in 2000. Care needs to be taken when using the pesticide information they contain as some materials may no longer be registered. Always read the label of any pesticide that is going to be applied to ensure that it is labeled for the intended use.

A complete list of Crop Profiles for NYS can be found at <u>http://pmep.cce.cornell.edu/fqpa/crop-profiles/index.html</u>

You will notice on the list that Crop Profiles were developed for both Labrusca grape production as well as Vinifera and French Hybrid grape production

Crop Profile: Grapes (Labrusca) in New York http://pmep.cce.cornell.edu/fqpa/crop-profiles/download/LabruscaGrape\_Profile.pdf

Crop Profile: Grapes (Vinifera and French Hybrid) in New York http://pmep.cce.cornell.edu/fqpa/crop-profiles/download/ViniferaGrape\_Profile.pdf

#### Elements of IPM

Another excellent resource to use in collecting information on the pests and the tools available for a crops IPM toolbox are the Elements of IPM found on the NYS IPM website at

#### http://www.nysipm.cornell.edu/elements/default.asp

IPM Elements have a number of uses in the development of an IPM strategy. They are used to provide an outline of research based, tried and true, IPM practices for a crop, are the rubric used to measure IPM adoption and practices and in some crops they are used by growers to qualify for IPM labeling. IPM Elements have been developed for 31 crops and commodities ranging from alfalfa to winter squash as well as greenhouses. The Elements of IPM for grapes was last revised in 2007 and can be found at

http://www.nysipm.cornell.edu/elements/grapes.asp

Next week, Know Your Pests...

Fruit loss to birds is a longstanding and costly problem that has received little coordinated attention from researchers, until now. Attention to these issues is about to increase, as a new multi-state, multi-year research project kicks off this year. See at the end of this Update the complete article!

**WEBSITE MAKEOVER CONNECTS FRUIT GROWERS WITH CORNELL RESOURCES:** Thanks to a total makeover, the Cornell Fruit website (<u>fruit.cornell.edu</u>) makes it even easier for commercial fruit growers to find the information they need! Check out the new website!

The 2012 edition of the *New York and Pennsylvania Pest Management Guidelines for Grapes* is now available. This annual publication provides up-to-date pest management information for those producing grapes in New York State and Pennsylvania. It has been designed as a practical guide for grape producers, pesticide dealers, and others who advise those involved in grape production.

The 2012 *New York and Pennsylvania Pest Management Guidelines for Grapes* can be obtained through your local Cornell or Penn State Cooperative Extension office or directly from the Pesticide Management Education Program (PMEP) Educational Resources Distribution Center at Cornell University. To order from the PMEP Educational Resources Distribution Center, call (607) 255-7282, send an email to patorder@cornell.edu, or order online at

https://psep.cce.cornell.edu/store/guidelines.

Cost for the *Grape Guidelines* is \$25, shipping included.

The on-line version of the Guidelines still remains free of charge and when updated will be found at: <u>http://ipmguidelines.org/grapes/</u> or if you would like a hard copy it can be ordered through the information provided in the article above.

*NOTE:* Erie County, PA growers and extension members: Due to a different funding structure of Penn State Cooperative Extension, the guidelines are still included through participation in the Lake Erie Regional Grape Program.

#### GRAPE CULTURAL PRACTICES: Jodi Creasap-Gee, Ph.D.

Well, Dunkirk Dave predicts an early spring, Punxsutawney Phil predicted 6 more weeks of winter; Buckeye Chuck predicts an early spring; and Neil DeGrasse Tyson states that Groundhog's Day is another example of "evidence that Weather Forecasters still haven't convinced people that they know what they're talking about."

What does that mean for Lake Erie vineyards? The same as every year – spring will get here when it gets here, but in the meantime, we can track bud cold hardiness in selected varieties in selected vineyards across the state. The Cornell Bud Cold Hardiness continues this week, with samples taken on Monday (Jan.30). A quick look at the graphs (see below for Cabernet Franc and Concord graphs) on Cornell's Bud Cold Hardiness <u>website</u> reveals that so far, the Lake Erie (Portland, NY) region has not reached temperatures that would cause even 10% bud damage – even in Cabernet Franc. Some questions have come in about chilling requirements for Concord; while the temperatures have been cool enough (below 45°F for between 1000-1400 hours, which we have had by now).

01/30/2012 Bud Low Temperature Exotherms				
Variety	LT10 °F	LT50 °F	LT90 °F	
Cab Franc	-5.0	-9.9	-11.9	
Noiret	-6.7	-9.0	-12.0	
Concord	-5.9	-13.4	-17.5	
Riesling	-5.8	-11.2	-13.7	
Niagara	-12.4	-15.0	-18.2	
Traminette	-7.8	-9.0	-12.0	

Table 1. LT10, LT50, and LT90 data for the varieties collected at and near CLEREL. LT10, LT50, and LT90 indicate the temperature at which 10%, 50%, or 90% - respectively – of the buds die.





One concern recently brought up was that with Concord reaching its usual super cooling temperatures, it is highly likely that once the warm temperatures hit, the buds will break out of dormancy quickly – possibly increasing the likelihood of damage from spring frosts. What to do? Monitor vineyards with your own thermometer or closest weather station for daily lows. Closer to March might be a good time to collect buds and section a few to assess mortality. This can be done for any variety, although it is more typical to check wine grapes at this time to assess and possibly adjust pruning practices.

#### eViticulture WEBSITE SURVEY

eViticulture.org is an online resource that is available to assist grape growers across the county. The website contains scientifically-based articles created by land-grant university Extension Specialists, photographs, videos, glossary terms, and Frequently Asked Question (FAQ). If you use this resource – or know someone who has or does (please forward this survey to him or her!) -Please take a moment to complete this survey on your experience using this resource. Or, if you do not use it, you can also complete the survey to let the group know that you choose to get your viticulture information elsewhere. Many thanks!

From the Grape Community of Practice collaborators

(The Grape CoP is composed of extension viticulturalists across the USA.)



Cool Climate Oenology & Viticulture Institute

**Brock University** 

The Cool Climate Oenology and Viticulture Institute (CCOVI) at Brock University is presenting speaker Antonia Mantonakis, CCOVI Fellow and Associate Professor of Marketing at Brock University as part of the Annual CCOVI Lecture Series. When: Wednesday, Feb. 8, 2012 at 3 p.m.

Where: Brock University, H Block of Mackenzie Chown Complex, room H313. **Topic:** Does a wine's name influence consumer taste perception? **Cost:** Free.

Parking is available at a rate of \$2.50 per hour.

The webcast will also be available via live webcast at www.brocku.ca/ccovi For more information, including upcoming speakers and topics, visit www.brocku.ca/ccovi

#### SUCCESSION PLANNING SEMINAR

**DATE:** Tuesday, February 14, 2012 TIME: 10:00am - 12:00pm LOCATION: CLEREL - 6592 West Main Road; Portland, NY 14769





**The Northern Grapes Project Webinar Series Nuts and Bolts of Canopy Management** DATE: Tuesday, Tuesday, February 14, 2012 **TIME:** 12:00 Noon Eastern (11:00 AM Central); 7:00 PM Eastern (6:00 PM Central)

Canopy management involves manipulation of vine growth to achieve production goals – whether optimizing light interception, managing or minimizing disease pressure, adjusting cropping levels or maximizing fruit quality. It is one component of a vineyard management system that includes site selection, cultivar, vine spacing, training system, fertility and water management. These attributes will then determine the required

intensity of shoot and cluster thinning, shootpositioning, shoot tipping, and fruit zone leaf removal thoughout the season. Tim Martinson and Mike White will cover the when, where, how and why of these canopy management practices, and explore costs and benefits associated with them.

**To Register: Registration is free, but required.** To register, fill out the online form posted at: https://cornell.qualtrics.com/SE/?SID=SV\_9GngQM00cfgnxxa

A few days prior to the webinar, those who register will be sent the web address (URL) for the Adobe Connect session.

PLEASE NOTE: Only those who complete the online registration form will receive connection details to participate in the webinar. Even if you have registered for past webinars, you still must register for this webinar in order to receive the email. Further webinar information is available on-line at: http://blogs.cornell.edu/northerngrapeswebinars/

The Northern Grapes Project is funded by the USDA's Specialty Crops Research Initiative Program of the National Institute for Food and Agriculture, Project # 2011-51181-30850

Chrislyn Particka, PhD, Project Manager, Northern Grapes Project, <u>cap297@cornell.edu</u>

V

e

S





*DATE:* Monday, February 20, 2012 *TIME:* 4:00pm - 6:00pm *LOCATION:* CLEREL – 6592 West Main Road; Portland, NY 14769

These are informal meetings designed to provide a venue for sharing information, getting to know each other and increasing our collective knowledge and winemaking skills to raise the quality and visibility of wines from our regions.

Please bring wines that you wish to discuss, whether problem wines or wines with merit. All provide an opportunity for learning! This meeting is open to all commercial winemakers in the region and beyond, so encourage your colleagues to attend. Lake Erie and Niagara regions share commonalities that do not exist between our regions and other regions in NY, PA or OH; exploring these similarities will help us all understand the potential of our own region. Please make the effort to attend as many of the meetings as you can as each of us has something to contribute to the greater good. No RSVP is required, and there is no charge.

For more information, contact Bob Green (814.860.1452 or <u>rgreen@mercyhurst.edu</u>) or Kris Kane (<u>kris\_kane26@yahoo.com</u>)

DISCUSSION: Vinifera whites (Pinot Grigio, Riesling, etc.)



TWO TRAC SOFTWARE WORKSHOPS SCHEDULED SPRING 2012! Learn about using Trac Software and receive DEC credits! DATE: Tuesday, February 21, 2012 TIME: 1:00am - 4:00pm LOCATION: CLEREL – 6592 West Main Road; Portland, NY 14769

DATE: Wednesday, February 22, 2012TIME: 9:00am - 12:00pmLOCATION: Niagara County CCE, Lockport, NY

DEC Credit, Agenda and *More* information below at end of this update!



#### Northern Grapes Project Symposium

**DATE:** Thursday, February 23, 2012 **TIME:** 1:00-4:00 PM 8th Annual Cold Climate Conference St. Paul Crowne Plaza, St. Paul, MN Go to: <u>http://mngrapegrowers.com/northern-grape-project</u> to see Agenda, Press Release and Register!



р С О

m

i

n

g

E v e

n

t

#### MARK YOUR CALENDARS NOW! LERGP 2012 WINTER GRAPE GROWERS' CONFERENCE

**DATE:** Thursday, March 8, 2012

**LOCATION:** CLEREL, 6592 West Main Road, Portland, NY 14769 Deadline for registration is February 24, 2012. *Space is limited to first 80 registrants. Please call Kate at 716-792-2800 ext 201 with any questions.* 



AGENDA AND REGISTRATION FORM IS BELOW AT BOTTOM OF THIS UPDATE!



WINE GRAPE PRUNING WORKSHOP

**DATE:** Wednesday, March 28

**TIME:** 10:00am – 12:00pm

LOCATION: Schulze Winery, 2090 Coomer Road, Burt, NY 14028-9733

#### **COST: Free!**

It's time for our annual workshop on pruning wine grapes! Be sure to dress for the weather and bring your pruning shears.

Please RSVP to Jodi – jec53@cornell.edu or 716-792-2800 ext. 204.

WINERY SANITATION WORKSHOP

# **1**

**DATE:** Wednesday, April 11, 2012 **TIME:** 8:00am – 4:00pm **LOCATION:** CLEREL, 6592 West Main Road, Portland, NY 14769 Cost: \$50/person (includes morning coffee/snack and lunch)

Plan to join Cornell extension enologists – Anna Katharine Mansfield and Chris Gerling – and Penn State's extension enologist – Denise Gardner – for a workshop on winery sanitation. Topics covered will include:

- Importance
- Basics & Terms
- Microbiology of Spoilage
- Protocols & Evaluating Effectiveness
- Tasting Wine flaws

#### <u>Please register by Friday, April 6</u>

Contact Jodi Creasap Gee (<u>jec53@cornell.edu</u> or 716-792-2800 ext. 204) for more information.

#### Next Electronic Crop Update will be: Thursday, February 9, 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 <u>http://lergp.cce.cornell.edu/Join\_Lergp.htm</u>.

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

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

For any questions or comments on the format of this update please contact Tim Weigle at: <u>thw4@cornell.edu</u>.

0	P	Subscribe to <u>Appellation Cornell newsletter</u> : <u>http://grapesandwine.cals.cornell.edu/cals/grapesandwine/appellation-cornell/index.cfm</u>
t h e r	u b l	2010 Appellation Cornell Newsletter Index: http://grapesandwine.cals.cornell.edu/cals/grapesandwine/appellation-cornell/2010-
CORNE	i C a t	index.cfm <u>Veraison to Harvest newsletters</u> : http://grapesandwine.cals.cornell.edu/cals/grapesandwine/veraison-to-harvest/index.cfm
	i O N S	NY Grape & Wine Classifieds – New Address! - <u>http://flgclassifieds.cce.cornell.edu/</u>

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

#### Survey of fruit producers kicks off a study of bird damage to fruit crops

**Dr. Juliet Carroll**, Fruit IPM Coordinator, New York State IPM Program, Cornell University, NYSAES, 630 W. North St, Geneva, NY 14456, <u>jec3@cornell.edu</u>



Fruit loss to birds is a longstanding and costly problem that has received little coordinated attention from researchers, until now. Attention to these issues is about to increase, as a new multi-state, multi-year research project kicks off this year.

In March 2012, fruit producers across New York will be receiving a mail survey focused on assessing bird damage to 'Honeycrisp' apples, sweet and tart cherries, wine grapes, and blueberries. The survey is being conducted by the Human Dimensions Research Unit at Cornell University, in cooperation with the New York Apple Association, the New York Wine & Grape Foundation, the New York State Berry Growers Association and the Department of Horticulture.

The official title of the project is "Limiting bird damage in fruit crops: integrating economic, biological, and consumer information to determine testable management strategies for the future." It is sponsored by the National Institute of Food and Agriculture (USDA). The project involves a diverse group of university and fruit marketing collaborators in Michigan, California, Washington and New York. Faculty at Michigan State University are coordinating the project nationally.

The primary long-term goal of the project is to provide fruit producers with effective, environmentally sustainable bird management strategies, based on clearly identified costs and benefits. Secondary goals include providing citizens and officials in fruit-growing areas with economic information about the costs of bird damage and increasing information available to consumers about birdmanagement strategies.

For more information about the fruit producer survey, please contact Dr. William (Bill) Siemer (202 Brucker Hall, Department of Natural Resources, Cornell University, Ithaca, NY 14853; tel: (607) 255-2828; email:<u>wfs1@cornell.edu</u>).



### Trac Software Workshops

#### Learn about using Trac Software and receive DEC credits!

Category	Credits
1a	2.50
10	2.50
22	2.50

Must attend the full workshop to receive full credits

#### <u>Two Workshops in Western New York are scheduled during spring 2012:</u>

Location	Date	Time
CLEREL, Lake Erie Regional Grape Program, Portland, NY	Feb 21	1:00-4:00 PM
Niagara County CCE, Lockport, NY	Feb 22	9:00 AM-12:00 PM

#### Workshop Outline

workshop outline	
First Hour – Using Trac Software, the Basics	
Opening Trac, Enabling Macros and Saving Files	
Protecting Your Software and Hidden Rows	
Updating Trac from the Previous Year, Excel Shortcuts and Trac Tips	
Setting Up Your Information in Trac – NameAddress, Applicators, Sit	eLists
ChemTable, Inventories and Tank Mixes	
Keeping Records in Trac, SprayData, FertData and HarvestData	
EPA WPS Central Posting Form, Applicator Records	
Creating and Printing Reports with Trac	
break	The sult as we have stime to a stall
Second Hour – Advanced Features of Trac Software	Thank our location hosts!
More about SiteLists	Tim Weigle
Advanced ChemTable Features	Kevin Martin
Customizing Trac Software	
Create Report Files to Submit Electronically	Debbie Breth
Working with Data, Filtering and Sorting	
Where to Access Technical Support	
break	
Wrap-up – Question & Answer Discussion Session	
In this session the floor will be open to questions and discussion from	n the audience. Questions will

In this session the floor will be open to questions and discussion from the audience. Questions will be taken throughout the Workshop, but those of a more individual or highly advanced nature will be addressed during this session.

#### Participants attending the workshop will receive DEC recertification credits.

#### For more information contact

Juliet E. Carroll, Fruit IPM Coordinator, NYS IPM Program jec3@cornell.edu 315-787-2430



## 2012 LAKE ERIE REGIONAL GRAPE GROWERS' CONFERENCE

#### March 8, 2011

#### Cornell Lake Erie Research and Extension Laboratory (CLEREL) 6592 West Main Road, Portland, NY 14769

7:30 AM	Registration
8:30 - 8:35 AM	Welcome
8:35 – 9:00 AM	Farm Cost Survey Results – Kevin Martin, LERGP, Penn State
9:00 – 9:30 AM	Using NEWA resources in Your Vineyard IPM Strategy – Tim Weigle, NYS IPM Program, Cornell University
9:30 – 10:00 AM	Underground Battles - Japanese Beetle and Phylloxera – Greg Loeb, Dept of Entomology, Cornell University
10:00 – 11:00 AM	Break
11:00- 11:30 AM	LERGP Grape Grower of the Year Award
11:30 - 12:00 PM	Brown Marmorated Stink Bug and Spotted Wing Drosophila – Peter Jentsch, Hudson Valley Lab, Cornell University
12:00 - 12:30 PM	Managing Powdery, Downy, Black Rot and Phomopsis through the growing season. – Wayne Wilcox, Dept of Plant Pathology, Cornell University
12:30-2:00 PM	LUNCH AND VISIT TRADE SHOW
2:00-2:30 PM	The Future of Grape Research in New York State Jim Bedient, New York Wine Grape Growers Association
2:30 - 3:00 PM	Pesticide Safety, Efficacy, and Integration into a Vineyard Pest Management Program. – Andy Muza, LERGP, Penn State
3:00 - 3:30 PM	Integrated Approach to Concord Productivity and Juice Quality – Terry Bates, Dept of Horticulture, Cornell University
3:30 - 4:00 PM	Title to be determined. – James Taylor, Post Doc, CLEREL, Cornell University

#### Thursday, March 8, 2012 LAKE ERIE REGIONAL GRAPE PROGRAM 2012 GRAPE GROWERS' CONFERENCE REGISTRATION FORM

to be held at CLEREL, 6592 West Main Road, Portland NY 14769

Deadline for registration is February 24, 2012. Space is limited to first 80 registrants.

Name (1 <sup>st</sup> attendee)		\$	-
Farm Name			
Address, City, State, Zip Code			-
Phone	E-mail		-
Are you enrolled in Lake Erie Re	gional Grape Program (LERGP)? Yes_	No	
	<b>REGISTRATION FEES</b>		
LERGP Member 1 <sup>st</sup> attendee			\$ 40.00
Additional attendee on same	farm		\$ 30.00
Non- member			\$100.00
Non- member joining today (in	n program region-Chautauqua & Niagara county	()	\$105.00
Non-member joining today (or	itside of program region)		\$140.00
Additional Attendees:			
		3	e add a <b>\$25.00 late fee</b> for
		\$ reserva 2012	ition received after Februa
		\$ 2012	
		\$	
		Ś	
		TOT	AL \$
Please make check payable to L	RGP (Lake Erie Regional Grape Program	LE 65	te Robinson RGP 92 W Main Rd ortland NY 14769
Name	NY DEC/PA PDA NUMBE	R	
Name	NY DEC/PA PDA NUMBE	R	
Name	NY DEC/PA PDA NUMBE	R	
Date Ck. Rec'd Amoun	t Call Kate at 716-792-28	300 ext 201 with an	y questions.



January 2012

#### Producers' Opinions on MarketMaker Impacts

Khin Mar Cho and Donald J. Tobias Cornell University Cooperative Extension-New York City

MarketMaker is a free, web-based resource created to link farmers, processors, retailers, consumers, and other food chain participants. The national MarketMaker network, currently supported by 23 states, contains one of the most extensive collections of searchable food industry businesses in the United States.

#### **Producer Evaluation Survey**

In 2009, a producer evaluation survey was conducted to measure farm-level impact of NY MarketMaker usage by producers registered with the site. The questionnaire was sent to 700 producers who actively visit and use the site. The survey received a very high response rate of 53% (374 responses).

Figure 1 shows how producers use the NY MarketMaker site. Thirty-two respondents reported they frequently search for sales contacts, 89 said sometimes, 49 said rarely, and 68 said never. Fourteen respondents said that they frequently look for other farm products, 57 said sometimes, 31 said rarely, and 120 said never. Fifty-two said they frequently look for food industry contacts, 80 said sometimes, 49 said rarely, and 58 said never. Forty-three producers responded that they frequently check their business profile, 90 said sometimes, 120 said rarely, and 20 said never.



Figure 1. Producers' Responses to How They Use NY MarketMaker

Producers estimated the dollar value of their business sales helped or started by MarketMaker (see Figure 2). Eight producers responded that MarketMaker helped their business sales in the dollar value of \$5,000-\$9,999; 36 responses showed the estimated dollar values of \$1,000-\$4,999; 132 producers responded the dollar value of \$500-\$9,999; 136 responded \$100-\$499, and the remaining 52 answered under \$100.



Figure 2: The Dollar Value of the Business Sales Helped by NY MarketMaker

Source: Survey Results (2009)

Source: Survey Results (2009)

The majority of the respondents, 56.3%, reported that 10-25% of their farm-level income increased from direct and niche marketing activities conducted through MarketMaker (Figure 3). The survey results also indicate that NY MarketMaker helps small- and mid-sized producers in making marketing contacts, connecting direct to individual consumers, restaurants, farmers markets, and institutional buyers as well as finding producers and their farm products; and finding food industry business partners.



Figure 3. Producers' Responses to Percentage of Farm-Level Income Increased from Direct Marketing through NY MarketMaker

The survey results were shared with producers, consumers and food industry related stakeholders and are available through our website (<u>http://nyc.cce.cornell.edu</u>). Other publications, brochures, fact sheets, annual reports, PowerPoint presentation slides, harvest calendar, Adobe-connect online training curriculum, and "How-to" manuals are available online at <u>http://nymarketmaker.conell.edu</u> and <u>http://nyc.cce.cornell.edu</u>.

"Smart Marketing" is a marketing newsletter for extension publication in local newsletters and for placement in local media. It reviews elements critical to successful marketing in the food and agricultural industry. *Please cite or acknowledge when using this material*. Past articles are available at <a href="http://marketingpwt.aem.cornell.edu/publications.html">http://marketingpwt.aem.cornell.edu/publications.html</a>.

Source: Survey Results (2009)



**NEWS RELEASE** 

United States Department of Agriculture NATIONAL AGRICULTURAL STATISTICS SERVICE NEW YORK FIELD OFFICE 10B Airline Drive Albany, NY 12235



FOR IMMEDIATE RELEASE February 1, 2012

Contact: Keith R. Miller (800)821-1276

#### USDA TO SURVEY FARMERS' PLANTING INTENTIONS FOR 2012

Albany, New York – How will the uncertain economy affect U.S. farmer's planting intentions in 2012? How many acres of corn or soybeans do farmers intend to plant this growing season? The March Agricultural Survey conducted by the U.S. Department of Agriculture's National Agricultural Statistics Service (NASS) will survey 82,000 U.S. farmers in March 2012 to ask such questions about farmers' plans for the 2012 season.

"Each year, the agricultural industry watches for the results of the March Agricultural Survey, which provides the first official estimates of U.S. farmers' planting intentions for 2012," said King Whetstone, director of the NASS New York Field Office. "When producers finalize their cropping and marketing plans, this survey will be one of the most important sources of information for them," he added.

NASS will mail the survey questionnaire in late February, asking producers to provide information about the types of crops they intend to plant in 2012, how many acres they intend to plant, and the amounts of grain and oilseed they store on their farms. NASS encourages producers to respond via the Internet but also welcomes mail or fax responses and offers non-responding producers the opportunity for a telephone or personal interview.

NASS will compile and analyze the survey information and publish the results in a series of USDA reports, including the annual *Prospective Plantings* report and quarterly *Grain Stocks* report, both to be released on March 30, 2012.

As with all NASS surveys, information provided by respondents is confidential by law. "NASS safeguards the privacy of all responses and publishes only state- and national-level data, ensuring that no individual operation or producer can be identified," stated Whetstone.

All reports are available on the NASS web site: *www.nass.usda.gov*. For more information on NASS surveys and reports, call the NASS New York Field Office at 1-800-821-1276.

###

NASS provides accurate, timely, useful and objective statistics in service to U.S. agriculture. We invite you provide occasional feedback on our products and services. Sign up at <a href="http://usda.mannlib.cornell.edu/subscriptions">http://usda.mannlib.cornell.edu/subscriptions</a> and look for "NASS Data User Community."

USDA is an equal opportunity provider, employer and lender. To file a complaint of discrimination, write: USDA, Director, Office of Civil Rights, 1400 Independence Ave., S.W., Washington, D.C. 20250-9410 or call (800) 795-3272 (voice), or (202) 720-6382 (TDD).