



# Finger Lakes Vineyard Update

## In The Vineyard

*Hans Walter-Peterson*

Harvest is off and running in the Finger Lakes this week, with Constellation Brands opening up for Aurore grapes starting this past Monday, and some early red hybrids like Baco Noir being picked this week as well. Except for some early table grapes, that's about all that is moving right now. The results from our first set of Veraison to Harvest samples (published in [last week's Veraison to Harvest newsletter](#)) show that, on average, Brix development in is behind where we stood last year at this early point in the season – in some cases, fairly significantly (e.g., Seyval, Vignoles, Lemberger). In a few cases, the berries were too hard to even get enough juice for a sample. Things seem to have progressed a fair bit since then, however, so it will be interesting to see where the fruit stands after a week of some (mostly) warmer temperatures.



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### *Petiole Sampling*

While it may not be the case for varieties that are being picked now, there is still time to take petiole samples to analyze for nutrient status of your vines. At this point in the season, nutrient levels are fluctuating a lot less than they are at bloom, so there is a larger window of time to collect samples (70 to 100 days after bloom – in other words, about now for most everything out there).

### *Upcoming Events*

**Pinot Noir and Burgundy: “Still Made For Each Other?”**

***September 8, 2014***

## **In The Vineyard** (Continued from page 1)

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We have a short video on YouTube that talks about the need for petiole sampling in the vineyard, as well as how to collect samples, at <https://www.youtube.com/watch?v=IrvpQWUEQKw>.

Below is a list of several laboratories that will analyze petiole samples for nutrient status. There are others as well, but here are a few that are close to the area or are used by some people in the region. Any laboratory should provide you with information on pricing, what nutrients get included in their analysis, how to submit samples to them and the necessary forms to send with your samples.

Agro One

<http://dairyone.com/analytical-services/agronomy-services/plant-tissue-testing-services/>

1-800-344-2697 or 607-257-1272

A&L Eastern Laboratories

<http://al-labs-eastern.com/agricultural.aspx>

804-743-9401

Spectrum Analytic

<http://www.spectrumanalytic.com/>

1-800-321-1562

Penn State Agricultural Analytical Services Lab

<http://agsci.psu.edu/aasl/plant-analysis>

814-863-0841

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<sup>+</sup> Inclusion on this list doesn't constitute an endorsement by the Finger Lakes Grape Program, Cornell Cooperative Extension, Google, the Surgeon General, the United Nations, etc. etc. etc.

## 2014 Finger Lakes Grape Price List

*Hans Walter– Peterson*

The Finger Lakes Grape Price List for 2014 is included at the end of this week's Vineyard Update. It is also posted on our website at [http://flgp.cce.cornell.edu/business\\_management.php](http://flgp.cce.cornell.edu/business_management.php).

As usual, there is a wide variety of movement in the average prices for various varieties – 21% of the 84 varieties or categories dropped in price this year compared to 2013 (indicated in red on the table), 43% remained essentially flat (less than 0.5% movement up or down, indicated in yellow), and 36% increased in average price over last year (indicated in green). Remember that the average prices listed are simply the average of prices reported to us – they are not weighted by the number of tons purchased by each processor.

We want to thank all of the wineries and processors who provided us with their prices this year. We appreciate their cooperation in helping us to produce this important resource for the industry each year.

Anthony Road Wine Company  
Bully Hill Vineyards  
Casa Larga Vineyards  
Constellation Brands  
Cott

Fox Run Vineyards  
Fulkerson Winery  
Glenora Wine Cellars  
Heron Hill Winery  
Hunt Country Vineyards

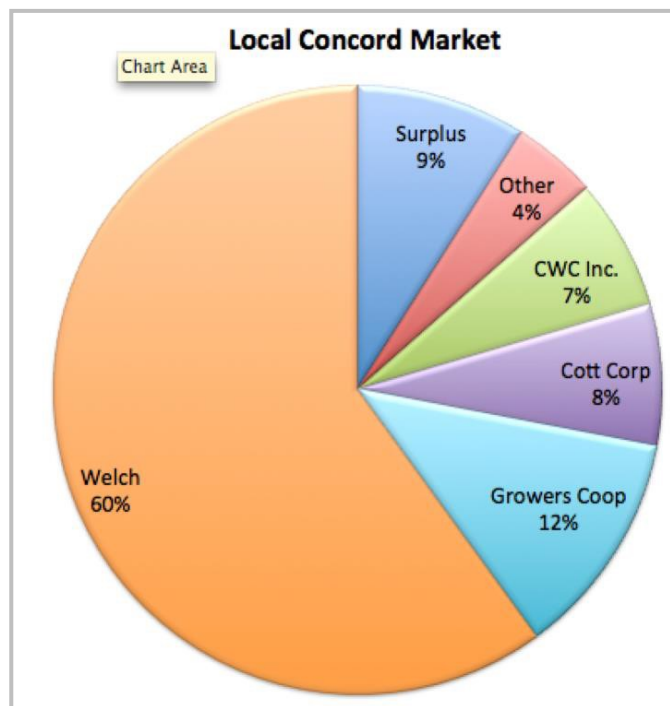
Inspire Moore Winery  
Keuka Spring Vineyards  
Lakewood Vineyards  
Lucas Vineyards  
Spring Ledge Farms  
Swedish Hill Vineyard

## Concord Grape Market & Management Strategies for Growers

Kevin Martin, Penn State University, LERGP, Business Management Educator

*This article was originally published in the LERGP's Crop Update on August 21, 2014.*

If you missed Extension meetings and presentations, most growers without contracts plan on speculating this year. Many plan on continuing into next year, even if the 2014 crop remains unsold.



As we near harvest and crop estimations became clear and accurate, the market for surplus Concord tightened considerably.

Prices for contracted grapes have also begun to fall for most markets. Cash market prices will be in the range of \$235 – 265 per ton. Interestingly, some Niagara prices remain low despite winter

A larger concern is the potential flood of non-contracted and allocated tonnage. As market speculation was the planned consensus strategy in April, the surplus may range between 6% and 15% of the total market. This range will depend on how well injury. Despite the decline in price, most growers with reliable markets and a full crop should continue to build modestly on the financial success of last year. Some acreage contracts swallowed tonnage contracts. It will also depend on the size of market

allocations. A market allocation could be defined as a temporary and partial reduction in contracted tonnage, for those unfamiliar with cash contracts.

On the Cooperative side, payments have been somewhat lower in certain cases. In all cases the competitive juice market is expected to erode future payments. Prices across the juice category are significantly lower than recent years. Volume also continues to be challenging. These challenges have appeared across the industry and are not limited to grape.

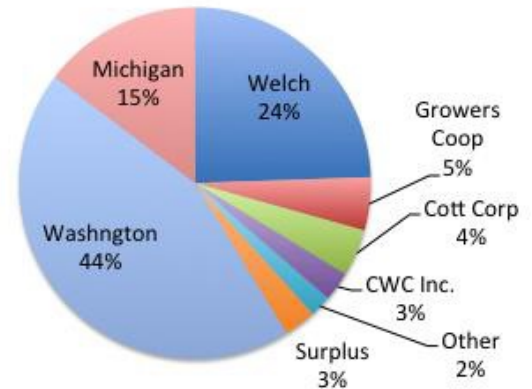
For growers that attended the annual conference, we gathered information with the audience response system clickers. Growers with contracts are very nervous about future declines in price and demand. There is a consensus that a reduction in acreage would strengthen the market.

Economies of scale and regional strength are far more important than the so-called “local” competition for existing grape sales. Shrinking acreage over the long-term will erode the business strength of processors, their ability to efficiently distribute product and maintain baseline retail sales. In other words, it is cheaper to do business where there is a concentration of a commodity. As acreage declines, processing and marketing costs rise.

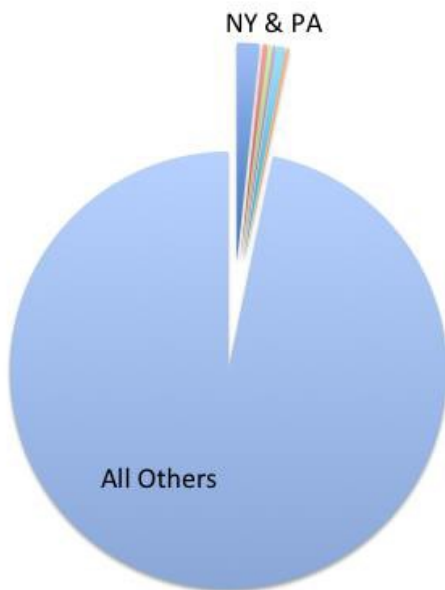
## Concord Grape Market & Management Strategies for Growers (continue from page 3)

Figure One illustrates the scale of recent contract cancellations. A 7% surplus is nothing to sneeze at. In the scale of the overall juice market (figure 2) and the overall grape market (figure 3), the amount is insignificant. In fact, as most of you know, the amount of NYS and PA production is fairly insignificant. The local Concord has some unique characteristics that demand a bit of a premium price. However, significant declines in acreage have the potential to erode the competitive edge this region has over others.

### Grape Juice Market



### National Grape Market



I'll continue to help growers with general and specific strategies to weather the declining market, or exit the business. 90% of growers attending our conference were not directly impacted. Given the rapid erosion of the bulk juice market, we need to continue to strategically use 2013 crop payments and revenue to position grape vineyards to successfully weather a bear market.

## Upcoming Events

Don't forget to check out the calendar on our website (<http://flgp.cce.cornell.edu/events.php>) for more information about these and other events relevant to the Finger Lakes grape industry.

### **Pinot Noir and Burgundy: “Still Made For Each Other?”**

*Monday, September 8, 2014 5:00 – 6:30 PM*

*Fox Run Vineyards*

*670 Route 14, Penn Yan NY*

Presenter: Benjamin Bois

Assistant/Associate Professor in Viticulture and Climatology –  
University of Burgundy



Benjamin Bois is an assistant/associate professor at the University of Burgundy, in Dijon, France. He teaches viticulture, GIS, terroir and climatology at the University Institute of Vine and Wine (IUVV). His research at the University of Burgundy's Climate Research Center is focused on climate / viticulture relationships, with a specific interest in the role of climate in the terroir effect.

Benjamin will be visiting the Finger Lakes for a couple of days next week, hosted by Dr. Alan Lakso, and has graciously agreed to give a talk to our industry about his work on Pinot noir growth and production in Burgundy while he is visiting. Benjamin's talk will include topics like:

- The “ecology” of Pinot noir (origin, soil and climate requirements)
- Burgundy's terroir for Pinot noir and how it is changing
- Pinot noir management in Burgundy (in the vineyard and in the winery)

Benjamin will bring one or two examples of Pinot noir from Burgundy to share with the group after his presentation. Local producers are invited to bring a bottle of Pinot noir to share for tasting and discussion as well.

There is no cost to attend the meeting, but we ask everyone to register so we know how many people to expect. To register, please visit our website, <http://flgp.cce.cornell.edu> (click on the meeting announcement under ‘Events’ on the right hand side) or call our office at 315-536-5134. We may need to limit the number of people who can attend due to space constraints, so please make sure to register early if you would like to attend.



### **Save The Dates!**

#### **B.E.V. NY 2015**

*Thursday, February 26 – Saturday, February 28*

*RIT Inn & Conference Center*

*5257 West Henrietta Road*

*Henrietta, NY*

# Finger Lakes Vineyard Update

Finger Lakes Grape Program

September 3, 2014

## 2014 GDD Accumulation

### 2014 GDD & Precipitation

FL Teaching & Demonstration Vineyard – Dresden, NY					
Date	Hi Temp	Lo Temp	Rain (inches)	Daily GDDs	Total GDDs
8/27/14	79.4	62.2	0.00	20.8	2080.6
8/28/14	68.3	57.5	0.00	12.9	2093.5
8/29/14	74.8	52.3	0.00	13.6	2107.1
8/30/14	82.0	57.7	0.00	19.9	2126.9
8/31/14	77.1	69.0	0.26	23.1	2150.0
9/1/14	84.6	65.6	0.00	25.1	2175.1
9/2/14	83.8	64.4	0.88	24.1	2199.2
Weekly Total			<b>1.04"</b>	<b>139.4</b>	
Season Total			<b>21.45"</b>	<b>2199.2</b>	

GDDs as of September 2, 2013: 2345.5

Rainfall as of September 2, 2013: 18.25"



### Seasonal Comparisons (at Geneva)

### Growing Degree Days

	2014 GDD <sup>1</sup>	Long-term Avg GDD <sup>2</sup>	Cumulative days ahead (+)/behind (-) <sup>3</sup>
April	52.1	65.6	-3
May	298.3	247.3	+3
June	516.9	480.6	+4
July	573.3	642.3	+1
August	519.3	590.3	-3
September	45.6	347.5	-3
October		104.6	

<sup>1</sup> Accumulated GDDs for the month.

<sup>2</sup> The long-term average (1973-2013) GDD accumulation for that month, or up to the most recent records in the current month.

<sup>3</sup> Numbers at the end of each month represent where this year's GDD accumulation stands relative to the long-term average. For example, at the end of April 2014, we were 3 days behind average accumulation. The most recent number represents the current status.

## 2014 GDD Accumulation (continued from page 7)

### Precipitation

	2014 Rain <sup>4</sup>	Long-term Avg Rain <sup>5</sup>	Monthly deviation from avg <sup>6</sup>
April	2.90"	2.90"	0.00"
May	3.64"	3.11"	+0.53"
June	3.23"	3.60"	-0.37"
July	7.81"	3.31"	+4.50"
August	2.93"	3.18"	-0.25"
September	0.26"	3.69"	
October		3.26"	

<sup>4</sup> Monthly rainfall totals up to current date

<sup>5</sup> Long-term average rainfall for the month (total)

<sup>6</sup> Monthly deviation from average (calculated at the end of the month)


## 2014 Finger Lakes Grape Price Survey

Prices/ton

	Anthony Road	Bully Hill Vineyards	Casa Larga Vineyards	Constellation Wines	Cott (Cliffstar)	Fox Run Vineyards	Fulkerson Winery	Glenora Wine Cellars	Heron Hill Winery	Hunt Country Vineyards	Inspire Moore	Keuka Spring Vineyards	Lakewood Vineyards	Lucas Vineyards	Spring Ledge (Royal)	Swedish Hill Vineyard	Average	Low	High	2013 Avg Price	% change
Aromella																750	750	750	750	750	0.0%
Aurore		440		415			420									285	390	285	440	360	8.3%
Baco Noir		650		510			600	600	600				600	650			601	510	650	555	8.4%
Cabernet franc, high	1200	800					1400	1200	1475	1350	1500	1500	1300			1650	1338	800	1650	1317	1.6%
Cabernet franc, low																1350	1350	1350	1300	1300	3.8%
Cabernet sauvignon		1200	1800				1400	1700	1650	1800	1850	1800	1400			1800	1640	1200	1850	1645	-0.3%
Castel		700		385			700										595	385	700	595	0.0%
Catawba		290		280			340	350		350		400	400	344	250	350	335	250	400	334	0.3%
Cayuga White	650	600	560	415		600	500	575	600	600	550	600	550		500	475	555	415	650	548	1.3%
Cayuga White (Night)																550	550	550	550	550	0.0%
Chambourcin		700					800			700						860	765	700	860	799	-4.3%
Chancellor		700					600										650	600	700	667	-2.5%
Chardonnay		750															750	750	750	750	0.0%
Chardonnay, high	1400	1200	1275			1175	1100	1200	1400	1300	1250	1500	1250	1200		1450	1285	1100	1500	1271	1.0%
Chardonnay, low																1050	1050	1050	1050	1000	5.0%
Chelois		900															900	900	900	788	14.3%
Colobel		700		425			600										575	425	700	606	-5.2%
Concord		340		260	240		300			275			450		260	285	301	240	450	318	-5.3%
Corot noir				425			600			600						600	556	425	600	585	-4.9%
De Chaunac		650					450			450			475				506	450	650	484	4.6%
Delaware, high				295			350						675		225		386	225	675	403	-4.1%
Delaware, low													475				475	475	475	475	0.0%
Diamond							460									440	450	440	460	478	-5.8%
Diamond (Night)																500	500	500	500	500	0.0%
Dornfelder							1200										1200	1200	1200	1200	0.0%

# 2014 Finger Lakes Price Survey

Prices/ton

																					
	Anthony Road	Bully Hill Vineyards	Casa Larga Vineyards	Constellation Wines	Cott (Cliffstar)	Fox Run Vineyards	Fulkerson Winery	Glenora Wine Cellars	Heron Hill Winery	Hunt Country Vineyards	Inspire Moore	Keuka Spring Vineyards	Lakewood Vineyards	Lucas Vineyards	Spring Ledge (Royal)	Swedish Hill Vineyard	Average	Low	High	2013 Avg Price	% change
Dutchess				415													415	415	415	415	0.0%
Edelweiss							700										700	700	700	0	N/A
Elvira		290		300											250		280	250	300	280	0.0%
Foch		700					600		600				600				625	600	700	625	0.0%
Frontenac													900				900	900	900	700	28.6%
Geneva Red (GR7)		650		510				550									570	510	650	585	-2.6%
Gewurztraminer, high	1600	1200					1600	1600	1650			1500	1600			1600	1544	1200	1650	1510	2.2%
Gewurztraminer, low																1500	1500	1500	1500	1400	7.1%
Golden Muscat							400									375	388	375	400	363	6.9%
Gruener Veltliner							1500			1700							1600	1500	1700	1600	0.0%
Himrod							700										700	700	700	700	0.0%
Hybrid - Red								450		450					285	350	384	285	450	424	-9.5%
Hybrid - White								450		500					280	350	395	280	500	383	3.3%
Isabella				425				475								450	450	425	475	455	-1.1%
Ives		350											450				400	350	450	400	0.0%
Lakemont							500										500	500	500	500	0.0%
Labrusca - white																175	175	175	175	0	N/A
Landot noir																600	600	600	600	600	0.0%
Lemberger	1300						1400		1400		1500		1500			1500	1433	1300	1500	1417	1.2%
Leon Millot		700					625						600				642	600	700	635	1.0%
Marechal foch																700	700	700	700	675	3.7%
Melody																550	550	550	550	550	0.0%
Merlot	1700	1500					1700	1700	1900	1700	1850	1800				2000	1761	1500	2000	1810	-2.7%
Native - Red								400								225	313	225	400	275	13.6%
Native - White								400								275	338	275	400	292	15.7%

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Prices/ton

	Anthony Road	Bully Hill Vineyards	Casa Larga Vineyards	Constellation Wines	Cott (Cliffstar)	Fox Run Vineyards	Fulkerson Winery	Glenora Wine Cellars	Heron Hill Winery	Hunt Country Vineyards	Inspire Moore	Keuka Spring Vineyards	Lakewood Vineyards	Lucas Vineyards	Spring Ledge (Royal)	Swedish Hill Vineyard	Average	Low	High	2013 Avg Price	% change
Niagara		340		250	235		300	400		350			375	344	220	335	315	220	400	332	-5.3%
Noiret		650		425			600			700	675					860	652	425	860	626	4.1%
Organic Blend															550		550	550	550	550	0.0%
Pinot blanc								1300	1525								1413	1300	1525	1300	8.7%
Pinot gris	1700	1500					1550		1525	1700	1500		1650			1725	1606	1500	1725	1604	0.2%
Pinot noir	2000	1650				1600	1550	1650	1600	2200	1750		1700				1744	1550	2200	1682	3.7%
Pinot noir, sparkling																1700	1900	1900	1900	1900	0.0%
Riesling, high	1750	1300	1500			1500	1500	1475	1475	1500	1450	1400	1500			1550	1492	1300	1750	1479	0.9%
Riesling, low																1100	1100	1100	1100	1100	0.0%
Riesling, sparkling																1400	1400	1400	1400	1400	0.0%
Rosette							375	525									450	375	525	450	0.0%
Rougeon	650	650		425			500	525				450				500	529	425	650	526	0.4%
Sangiovese								1825									1825	1825	1825	1825	0.0%
Sauvignon blanc							1500				1700						1600	1500	1700	1500	6.7%
Seigfried				415													415	415	415	415	0.0%
Seyval		550		415			700	600	600	600							578	415	700	608	-5.0%
St. Croix		800															800	800	800	800	0.0%
St. Vincent				435			500										468	435	500	468	0.0%
Syrah								1750									1750	1750	1750	1875	-6.7%
Traminette - high		950				700	900		900		675					900	838	675	950	871	-3.8%
Traminette -low																700	700	700	700	667	5.0%
Valvin muscat				415			900		1000	750			1000			700	794	415	1000	754	5.4%
Valvin muscat (Night)																800	800	800	800	768	4.2%
Verdelet		700		415			400										505	400	700	505	0.0%
Vidal blanc		600					600	600	600			700	550			700	621	550	700	625	-0.6%

## 2014 Finger Lakes Grape Price Survey

Prices/ton

	Anthony Road	Bully Hill Vineyards	Casa Larga Vineyards	Constellation Wines	Cott (Cliffstar)	Fox Run Vineyards	Fulkerson Winery	Glenora Wine Cellars	Heron Hill Winery	Hunt Country Vineyards	Inspire Moore	Keuka Spring Vineyards	Lakewood Vineyards	Lucas Vineyards	Spring Ledge (Royal)	Swedish Hill Vineyard	Average	Low	High	2013 Avg Price	% change
Vidal blanc, late harvest		1650															1650	1650	1650	1650	0.0%
Vignoles (Ravat)	900						800	650		750			700			750	733	600	900	772	-5.0%
Vignoles Late Harvest	1600																1600	1600	1600	1600	0.0%
Vincent							600	525				600	600		600		585	525	600	592	-1.1%
Vinifera - Red								1000									1000	1000	1000	0	N/A
Vinifera - White								1000									1000	1000	1000	0	N/A
Vinifera (other)						700			1100	1200						400	850	400	1200	760	11.8%
Viognier																1725	1725	1725	1725	1725	0.0%
Zweigelt							1500										1500	1500	1500	1500	0.0%

Color Key:

	= Avg price increased more than 0.5% over previous year
	= Avg price within ±0.5% of previous year
	= Avg price decreased more than 0.5% over previous year

Note:

1. Some 'premium' prices may not be listed. Some processors may have sliding price scales, based on brix.
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.

## Additional Information



Become a fan of the [Finger Lakes Grape Program on Facebook](#), or follow us on [Twitter \(@cceflgp\)](#) as well as YouTube. Also check out our website, “The Grape Lakes – Viticulture in the Finger Lakes” at <http://flg.cce.cornell.edu>.

Got some grapes to sell? Looking to buy some equipment or bulk wine? List your ad on the [NY Grape & Wine Classifieds website](#) today!

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### FINGER LAKES VINEYARD UPDATE

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