

LERGP Crop Update ** November 19, 2015 **

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Cornell University

Business Management

Kevin Martin Penn State University, LERGP, Business Management Educator

The Grower Successes of 2016: Silver Linings Create Long-term Promise

Annual meetings for processors are underway. Thus far, themes have been somewhat consistent. With the struggling bulk market, it can be challenging to think about the successes our industry has had in the last twelve months.

When research and extension work together with industry, sometimes 5% or 10% of growers adopt new practices within five years. That can look exciting and even revolutionary at times. It's not like the struggle to change is unique to farmers. Financial, capital, philosophical and external forces delay change across all industry. For example, in 1948 the first mechanical palletizer was introduced. Over 50 years later I found myself on a factory line palletizing products by hand. Our grape region may not instantaneously adopt new production practices or technology, but they've got the manufacturing industry beat.

For this year, pruning strategy and bud numbers appeared to have a significant and meaningful impact on the long-term sustainability of the industry. Variable rate pruning has really taken the industry by storm. The research to improve crop load balance began in 1997. It was timed very well with the widespread adoption of top-wire cordon. Minimal pruning and 80 - 90 node pruning were commonplace. Almost 20 years later the impact of that research has really hit the entire region. Growers are more willing and able to adjust pruning based on crop size expectations than was common in the 1980s and 1990s.

In the mid-2000s more and more growers adopted the practices and recommendations of pruning trials conducted at the Fredonia Lab between 1997 and 2002. In part, low prices led to the adoption of higher bud numbers. As bulk juice prices rose, pruning became more nuanced in vineyards.

In 2015, that's exactly what growers did. Anything pruned after the freeze event had more buds. Geographical difference in low temperatures led to geographical differences in pruning practices in an attempt to create a balanced crop. There were isolated areas with damage to Concord significant enough to reduce crop size. Overall, however, Concord production per acre was very close to long-term averages.

In the short-term this is great news for Concord growers. A recent coffee pot survey indicated that 70% of growers were not concerned about cash flow over the next year. Another 10% simply did not have enough information to respond accurately. While the bulk juice market continues to struggle, the one positive appears to be that the market found a floor in early 2015. Bulk juice prices are actually up slightly from their bottom. Many markets that growers sell to were able to plan enough to return or maintain crop advance payments at historically normal levels. That, combined with an average crop, should mean that there will not be a significant increase on the number of growers reporting cash flow issues in 2016.

The primary goal of processors is still to sell the 2014 crop in order to begin selling the 2015 crop. Their concern is not about 2016 and 2017 crop size. As a grower, however, that is now where you are looking. Growers able to adjust pruning practices now have the benefit of avoiding cyclical crop loads. The vines look mostly healthy and mostly fruitful. We haven't had the type of disaster that will create 20 - 30 ton crops per acre as we did in 2013. Rather than asking processors to market 300,000 tons one year and 100,000 tons the next, there may be the ability for growers to take some of the swing out of cyclical production if this trend continues.

Cultural Practices

Luke Haggerty Viticulture Extension Associate Lake Erie Regional Grape Program

Time to Pull the Grow-Tubes

With an extension of more than favorable weather this fall, many growers are taking advantage by applying nutrients (lime/potash), late season weed sprays, and getting an early start on pruning. All of these practices are important and take precedent over most tasks especially when the weather stays relatively warm. For growers who planted vines this year, a task that often gets over-looked, is pulling off grow tubes.

Although grow tubes protect newly planted vines throughout the growing season, they can cause problems if left on the vines over the dormant season. Finding a mouse nest when pulling tubes happens, however later in the season it becomes a more common occurrence. I'm not sure of the nutritional benefits of a young vine's vascular tissue, but when a mouse has a nest in a grow tube



they will find out! When a mouse girdles a vine it does not necessarily kill the vine as it will most likely send up a sucker in the spring. However, if a vine is starting from the ground the following season, the tube would need to stay... and the mouse would still call that location home. Pulling the tubes in the fall will force mice to find a new home and reduce the chances of rodent damage.

A second reason to take off tubes in the fall is heat. Most types of tube are colored to reflect direct sunlight, but some light makes it through causing a greenhouse effect. During the growing season this greenhouse effect is beneficial. In March and April when we are seeing our first warm days of the season, the tubes heat up faster than the air outside of the tube. This temperature difference can cause premature/early bud break increasing the chance of frost damage.



Employment Opportunity

LERGP is hiring. We currently have 3 part time temporary positions open. The full job descriptions can be found at the following link:

https://cornellu.taleo.net/careersection/10165/jobsearch.ftl

the Job titles and Numbers are as follows:

Videographer – Job Number 30204 Program Aide II – Project Research – Job Number 30203 Extension Aide I – Web Maintenance – Job Number 30205

The application process can be completed on-line at the above link.

LERGP MEMBERSHIP 2016: Important changes, please take note!

Enrollment is shifting back to being managed by the CCE office of Chautauqua County. You will have received or, soon will receive, the combined enrollment form in the mail. The form has been reorganized and is very easy to understand and utilize. There are just 2 lines to mark for LERGP members. You will see that the base fee is already pre-filled, then you can opt for LERGP membership and if you want hard copy mailings, you will opt to pay the extra \$35.00 fee. Total the columns, make the check out to CCE-Chautauqua County and mail it to them (not the LERGP Office) at 3542 Turner Rd, Jamestown NY 14701.

You will still have the opportunity to order Guidelines for Grapes through CCE- Chautauqua County as well. As indicated on the enrollment form, they will send out an order form once the guideline booklets are available. (look for this in January) This will be conducted completely through the Chautauqua county office as well.

If you have any questions, please feel to contact me by phone at 716-792-2800 ext. 202, or e-mail me at kjr45@cornell.edu.

LERGP Website Links of Interest:



Check out our new Facebook page!!

Cornell Lake Erie Research & Extension Laboratory Facebook page https://www.facebook.com/pages/Cornell-Lake-Erie-Research-Extension-Laboratory/146971918664867

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

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, registration, membership, and to view past and current Crop Updates and Newsletters.







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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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