

# LERGP Crop Update

*\*\* February 18, 2016 \*\**



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*Diversity and Inclusion are a part of Cornell University's heritage. We are a recognized employer and educator valuing AA/EEO, Protected Veterans, and Individuals with Disabilities.*



Reminder!

Crop Update Password will be changing soon.  
If you have not yet renewed, please do so by  
February 26.

If you have not yet enrolled, please do so ASAP so you don't miss out on important information. You can enroll through CCE Chautauqua County.

# 2016 Agenda

## LERGP Winter Grape Grower Conference

7:50 AM	<b>Welcome</b>
8:00 AM	Overview of SCRI
8:30 AM	Crop Insurance
9:00 AM	Grape Berry Moth from A to Z
10:00 AM	<b>Break</b>
10:30 AM	Worker Protection Standard Updates
11:00 AM	Control of Perennial and Invasive Weeds
11:30 AM	Modes of Action
Noon	Lunch - Visit Trade Show
1:30 PM	Breakout sessions
<b>Breakout session 1</b>	
1:30 PM	Cover crops and EQUIP
2:45 PM	Frost Protection and Delaying Budbreak
<b>Breakout Session 2</b>	
1:30 PM	Health Insurance for Employers
	Labor Efficiency
2:45 PM	Health Insurance for Employees
	Labor Efficiency
<b>Breakout session 3</b>	
1:30 PM	Invasive Species - So What?
2:00 PM	Disease Management Update
2:45 PM	Grower experience with using NDVI

**LAKE ERIE REGIONAL GRAPE PROGRAM**  
**2016 GRAPE GROWERS' CONFERENCE REGISTRATION FORM**

to be held at SUNY Fredonia Williams Center  
on Tuesday, March 22, 2016

**Deadline for registration is Friday, March 4, 2016.**

Name (1<sup>st</sup> attendee) \_\_\_\_\_ \$ \_\_\_\_\_

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

Address, City, State, Zip Code \_\_\_\_\_

\_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

Are you enrolled in Lake Erie Regional Grape Program (LERGP)? Yes \_\_\_\_\_ No \_\_\_\_\_

REGISTRATION FEES	
LERGP Member 1 <sup>st</sup> attendee	\$ 50.00
Additional attendee on same farm	\$ 40.00
Non- member	\$100.00

**Additional Attendees:**

	\$
	\$
	\$
	\$
	\$

\*Please add a **\$25.00 late fee** for each reservation made after March 4, 2016

**TOTAL \$** \_\_\_\_\_

Please make check payable to **LERGP (Lake Erie Regional Grape Program)** and mail to:  
(US funds only)

Kate Robinson  
LERGP  
6592 W Main Rd  
Portland NY 14769

Name \_\_\_\_\_ NY DEC/PA PDA NUMBER \_\_\_\_\_

Name \_\_\_\_\_ NY DEC/PA PDA NUMBER \_\_\_\_\_

Name \_\_\_\_\_ NY DEC/PA PDA NUMBER \_\_\_\_\_

<u>Date Ck. Rec'd</u>	<u>Amount</u>

Call Kate at 716-792-2800 ext 202 with any questions.

## Southern Tier Agricultural Enhancement Grants: Excitement and Potential Investment in the Lake Erie Region.

Southern Tier Agricultural Grants are coming in fast. A lot of counties, crops and support infrastructure are involved in this project. Based on the foot traffic we are seeing just at CLEREL, this funding is not likely to last.

There are a number of barriers to qualifying as the request for applications (RFA) specifically defines how NYS will define farmers and how farmers can document their eligibility. Much of that information was discussed in the crop update last week and can be found at [agriculture.ny.gov](http://agriculture.ny.gov).

Extension has been assisting farmers and the LERGP program has been assisting vineyards, wineries and hops growers with a portion of the application. The application must include a written business plan or an environmental plan. Extension can provide advisement, editing and approval of written business plans.

Applications must also include documentation of AEM. For grape growers, this means completion of the vine balance workbook sometime in the last three years. If you do not have that documentation or need to revise your workbook, please visit [vinebalance.com](http://vinebalance.com). Upon completion Tim Weigle can verify your workbook and score sheet for documentation.

Below you can find an outline for what a sample business plan looks like. This business plan includes the required elements as detailed by the RFA.

- **Heading**
  - Logo
  - Farm Name
  - Farm Address
- **Statement of Purpose**
  - Underlying goal of business operation
- **Description of Farm Business**
  - Farm Ownership
  - Farm Size
  - Crops in Production
  - Other Related activities
- **Assessment of Farm Profitability**
  - Graph illustrates requirements efficiently, but a graph is optional



- If using a schedule F:
    - Line 9
    - Line 33
    - Line 34
  - Three years history
  - Two Year Forecast
- Narrative
  - Past successes and challenges
  - Future successes and challenges
- **Description of Strategies Identified To Improve Farm Profitability**
  - Focus on broad stroke strategies, no more than four
  - Labor, Yield or Mechanization are examples
  - General description of executing strategies should be included
- **Description of Project & Evaluation as to how this project will address an identified strategy**
  - How does the project relate to one or more strategies?
  - A machine pruner relates to mechanization
  - Drainage relates to yield increases
- **Evaluating Impact of Project on Profitability**
  - Why do you think the strategy will increase net income?
  - Positive net income: What year does the project yield net income? How much? Do you expect net income to grow more significantly than inflation in some or all years?
  - Net Present Value of the project
  - $NPV = \sum \{ \text{Net Period Cash Flow} / (1+R)^T \} - \text{Initial Investment}$
  - In Excel: Column A is the date. Column B is the Year number. Column C is the net income for that particular year. Cell C1 is the discount rate. Column E contains both the formula as well as the Net present value of this hypothetical project.

Once you have completed the outline of your business plan, please contact me for review. I can also assist, in most cases, with the evaluation of project on profitability. For projects related to vineyards, wineries and hops, I'll be able to verify your assumptions. Once we have defined your assumptions I can also help calculate Net Present Value if you need assistance.

The deadline is approaching quickly and in the next ten to fourteen days, I will not be able to make any promises about helping you meet the March 7<sup>th</sup> deadline. It is possible, of course, that funding will extend to the second pool of applications. Not exactly a six-figure bet that I would make, though.

	A	B	C	D	E	F
1	Discount Rate		5%			
2	2016	1	-50000	NPV =	\$101,808.72	
3	2017	2	-50000	Formula	"=NPV(C1,C2:C21)"	
4	2018	3	0			
5	2019	4	20000			
6	2020	5	20000			
7	2021	6	20000			
8	2022	7	20000			
9	2023	8	20000			
10	2024	9	20000			
11	2025	10	20000			
12	2026	11	20000			
13	2027	12	20000			
14	2028	13	20000			
15	2029	14	20000			
16	2030	15	20000			
17	2031	16	20000			
18	2032	17	20000			
19	2033	18	20000			
20	2034	19	20000			
21	2035	20	20000			

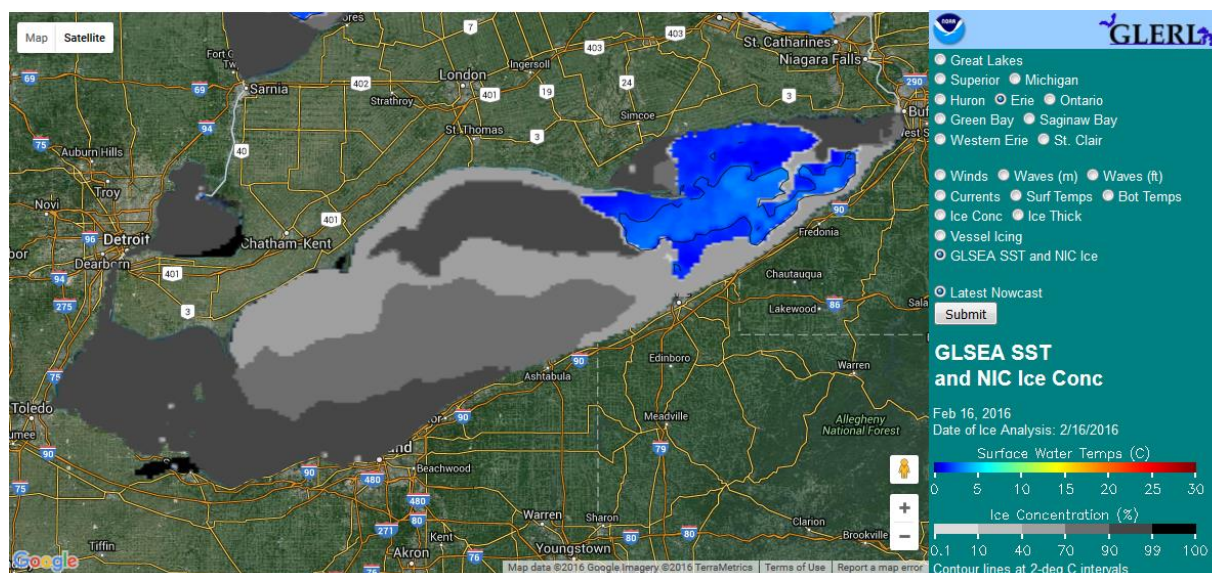
## Close Call: Low Temps and Ice Cover

**Low Temps:** Over the weekend the region received temperatures below zero for the first time this year. Although temperatures dipped below zero in some areas they stayed above the bud damage threshold. From the table you can see that the northeastern part of the belt received the coldest temps. A great resource to gain access to all weather information throughout the region is the NEWA website, <http://newa.cornell.edu>. We are missing information from a few locations as some weather stations were sent off to be recalibrated. They should be back on line soon.

Lake Erie Grape Region NEWA Weather Data		
Location	Date	Low (°F)
North East Lab, PA	2/14/16	4.8
Harborcreek, PA	2/14/16	5.4
North East Escarpment	2/14/16	3.1
Ripley	2/14/16	3.2
Portland CLEREL	2/14/16	-1.8
Portland Escarpment	2/14/16	-2.5
Dunkirk Airport	2/14/16	-2.9
Silver Creek	2/14/16	-5.7
Sheridan	2/14/16	-7.3
Appleton	2/14/16	-6.9
Somerset	2/14/16	-5.3

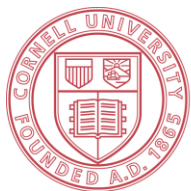
**Bud Hardiness:** The fourth batch of bud samples were sent off Monday (Feb. 15<sup>th</sup>) and we are expecting to see results by Friday (Feb. 19<sup>th</sup>). To follow this information go to: <http://grapesandwine.cals.cornell.edu/extension/bud-hardiness-data/>

**Lake Erie Ice Cover:** The recent low temperatures froze a good portion of the Lake. As of February 17<sup>th</sup> 61% of the lake had ice cover. As long as a small portion of the lake stays open the area will still receive the beneficial moderating effects we count on.



<http://www.glerl.noaa.gov/res/glcfs/glcfs-ice.php?lake=e&type=N&hr=00>





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**Cooperative Extension**

**Cornell and Penn State Cooperative  
Extension**

**Lake Erie Regional Grape Program**

6592 West Main Rd, Portland, NY 14769 716-792-2800  
662 N. Cemetery Road, North East, PA 16428-2902 814-725-4601  
850 East Gore Road, Erie, PA 16509-3798 814-825-0900

**“CORE” Pesticide Training and Pesticide Applicators License Exam**  
**April 5, 2016**  
**Cornell Lake Erie Research and Extension Laboratory (CLEREL)**  
**6592 West Main Road**  
**Portland, NY 14769**

***Space is limited ---Pre-registration is required for both sessions***

**CORE TRAINING**

**WHEN:** 9 AM to 12:15 PM  
**WHERE:** CLEREL Meeting room  
**COST:** \$15

3.0 Pesticide recertification credits in the CORE category have been applied for.

The CORE training session is also designed as a review prior to taking the Commercial or Private Pesticide Applicator exam but is not required prior to taking the exam.

Preregistration for the training using the enclosed course registration form is required by **March 30, 2016**.

Questions on the training session should be directed to Kate at (716) 792-2800 ext 201

**PRIVATE AND COMMERCIAL NYS PESTICIDE EXAMINATIONS**

**WHEN:** 1 PM  
**WHERE:** CLEREL Meeting room  
**COST:** \$100  
**REGISTRATION:** **NYS Department of Environmental Conservation (DEC) requires you to register for entrance to the exam session with the Buffalo DEC office at (716) 851-7220.**

**DEADLINE for registration to take the test is **March 30, 2016**. To register, call the DEC at (716) 851-7220. You will then be sent an exam application form and test instructions by the DEC.**

Any questions about your eligibility to take an exam or the status of your current certification should be directed to the Buffalo DEC office at (716) 851-7220.

Commercial Applicators: You will need the “Core Manual” and the category manual for the area(s) in which you will be certifying.

Private Applicators: You will need to get the “Core Manual” plus the private category manual for the area in which you will be certifying.

CORE and category training manuals are available through the Cornell Store by using the attached order form or by calling (800) 624-4080 or the web-site link: <http://store.cornell.edu/c-876-manuals.aspx>

Questions on Pesticide Examinations should be directed to the NYS DEC at (716) 851-7220.

**2016 CORE PESTICIDE TRAINING REGISTRATION FORM**

**Tuesday, April 5, 2016**

Space is limited – pre-registration is required.

To register for the training, fill out and return registration form to:

ATTN: Kate  
Lake Erie Regional Grape Program  
CLEREL  
6592 West Main Road  
Portland, NY 14769

Name(s) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_

Phone \_\_\_\_\_

Number attending \_\_\_\_\_

**Registration and payment by Thursday, March 30, 2016 (\$15 per person)** \_\_\_\_\_

Make Checks Payable to: Lake Erie Regional Grape Program

IMPORTANT: This registration is for the CORE training session only.

**If you wish to take the exam for a NYS DEC Pesticide Applicators License you must contact the Buffalo office of the NYS DEC by calling Mike Nierenberg or Shaun Conrad at (716) 851-7220 no later than March 28, 2016 to provide ample time for them to provide you with an exam application form and test instructions.**

# You are invited to attend the Reporting Session:

A project reporting session is scheduled for Friday, February 26, 2016 at the Cornell Lake Erie Research and Extension Laboratory located at 6592 West Main Rd. Portland, NY. This location will serve as the main location with a satellite location at the Geneva station. The meeting will begin at 10:00am and run until approximately Noon. Updates on projects funded by the Lake Erie Regional Grape Program Research and Extension Program, Inc. (the group charged with dispersing the 75 cents per ton voluntary assessment for Concords produced in the Lake Erie Region), New York Wine and Grape Foundation, and New York Wine Grape Growers Association, will be presented, as well as, short presentations on proposed new projects.

The meeting format is designed to encourage discussion between those who are conducting or proposing projects, the funders, and the grower community by limiting presentations to 5 minutes and eliminating the use of visual aids.

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of Professional Consultants

DAVID J. MAILLE  
Consultant  
Phone: (814) 898-0755  
Cell: (814) 572-5781  
maillecon@aol.com

**MAILLE CONSULTING SERVICES**  
Agricultural-Environmental

7653 Dutton Rd.  
Harborcreek, PA 16421

Jared Mosier  
Phone: (301) 512-3977  
jsmosier1@gmail.com

## LERGP Website Links of Interest:



Check out our new Facebook page!!

Cornell Lake Erie Research & Extension Laboratory Facebook page

<https://www.facebook.com/Cornell-Lake-Erie-Research-and-Extension-Laboratory-678754995584587/?fref=ts>

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-cor>

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

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

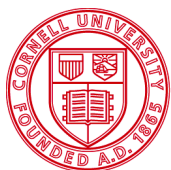
This publication may contain pesticide recommendations. Changes in pesticide regulations occur constantly, and human errors are still possible. Some materials mentioned may not be registered in all states, may no longer be available, and some uses may no longer be legal. Questions concerning the legality 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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