



The Lake Erie Regional Grape Program

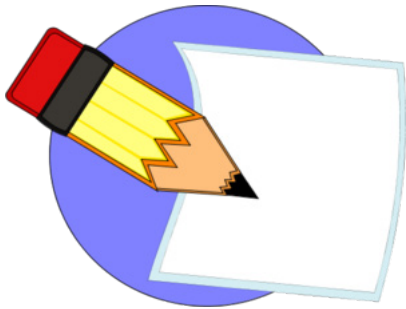


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DON'T FORGET TO REGISTER

Wednesday, March 15, 2017-
Annual Winter Grape Grower Conference



Register:

Use the registration form on next page or register on-line using the following link:

https://lergp.cce.cornell.edu/event_preregistration.php?event=281



2017 Lake Erie Regional Grape Program Growers' Conference
March 15, 2016
Williams Center SUNY at Fredonia Campus

6:30 AM	Tradeshow set up begins
7:00 AM	Registration and Tradeshow open
8:00 AM	Welcome
8:10 - 8:30 AM	The Efficient Vineyard SCRI Project – Potential Impacts for the Grape Industry <i>Mark Amidon, National Grape Cooperative</i>
8:30 – 9:15 AM	Efficient Vineyard, Year One Results <i>Dr. Terry Bates – Lake Erie Regional Grape Program, CLEREL Director</i>
9:15 – 10:00 AM	Precision Vineyard Imaging <i>Dr. Stephen Nuske, Carnegie Melon University</i>
10:00 – 10:30 AM	Break
10:30 – 11:15 AM	Collecting, Processing and Providing Info for Variable Rate Management <i>Jackie Dresser, Newcastle University and Rhiann Jakubowski, Lake Erie Regional Grape Program</i>
11:15 – Noon	Efficient Vineyard Roundtable <i>Thom Betts and Tracy Beckman and Efficient Vineyard Project Leaders</i> Moderated by Luke Haggerty
Noon	Excellence in IPM Award Presentation
12:10 – 1:30 PM	Lunch and Visit Tradeshow
1:30 – 1:45 PM	Climate Smart Farming <i>Speaker TBD</i>
1:45 – 2:15PM	Crop Insurance and Risk Management for Vineyard Owners Kevin Martin, Lake Erie Regional Grape Program, Penn State University
2:15 – 2:45 PM	Update on Changes in the Worker Protection Standard Regulations <i>Michael Nierenberg, NYS Department of Environmental Conservation</i>
2:45 – 3:15 PM	Respirator Fit Training and Other Requirements of WPS for Vineyard Owners <i>James Carrabba, New York Center for Agricultural Medicine and Health</i>
3:15 – 3:45 PM	Overview of Grape Insect Pests <i>Dr. Mike Saunders, Penn State University</i>
3:45 – 4:15 PM	NEWA – Where We Are and Where We Are Heading <i>Dan Olmstead, NYS IPM Program, Cornell University</i>
4:15 PM	Adjourn

LAKE ERIE REGIONAL GRAPE PROGRAM

2017 GRAPE GROWERS' CONFERENCE REGISTRATION FORM

to be held at SUNY Fredonia Williams Center
on Wednesday, March 15, 2017

Deadline for registration is Friday, March 3, 2017.

Name (1st 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 st 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 3, 2017

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.

Business Management

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

Harvest Costs Compared

With the expansion of bulk containers at Westfield, the talk of bulk harvest continues. While adoption will be slow, as other processors investigate the possibility, we can clearly demonstrate an increase in profitability for large growers. The savings realized from bulk adoption require a grower to right-size the size of their investment relative to the size of their harvest operation. With the availability of used equipment, traditional harvest operations do not necessarily require such rigid limitations.

The key to maximizing savings while switching to bulk is to remain flexible with the harvest crew. Bulk allows you to do more with less. If your operation would benefit from a reduced harvest crew, there is a potential for significant savings. Small harvest operations will be able to complete 200 acres of harvest with 1 tractor and 1 harvester in years where crop is light. The willingness of a manager to operate in this way is questionable.

Estimating the savings is difficult, as no harvest crew is the same. I'd be happy to go over numbers with anyone contemplating such an investment. If you'd like further general information the following is a series of typical harvest crews and conservative assumptions that result in savings.

A standard harvest crew consists of five people, three tractors, a harvester and a loader. It is possible, in fact, recommended most of the time, to operate harvest with a light crew. A light crew reduces harvest speed, but substantially reduces costs. A light crew consists of four people, two tractors, a harvester and a loader.

A typical bulk harvest crew may consist of four people, three tractors and a harvester. Operating with a light crew becomes even more sustainable with higher yields. A light crew would consist of three people, two tractors, and a harvester.

Either way, the transition to bulk involves the elimination of one position. It eliminates the need for a loader. While I would recommend the reduction of an additional person and tractor, if that recommendation is ignored, harvesting speed will increase in high yielding vineyards.

The elimination of the second position and tractor will, in many cases, eliminate the need of a tractor all together. In other cases, the tractor would still be needed by the operation but would depreciate more slowly.

Unloading time from gondola to truck is virtually eliminated. Truck tie down time is reduced from 40 minutes per load to 5 or less. Travel to and from a loading area is reduced from 40 minutes per load to 20 or 30 minutes per load. As all of these benefits reduce the time and labor required from the harvesting crew, the necessity of the third person and tractor decreases.

Eliminating a person saves the operation \$10 per acre. Eliminating two people would save the operation \$20 per acre. Fuel savings would total \$3 per acre, per tractor. Repairs and depreciation would save an additional \$8 per acre, per tractor. If one less tractor is necessary for the whole farm operation, savings would increase by \$11 more per acre.

The reconstruction of a loading area costs approximately \$3,600 and has a useful life of 10 - 15 years. The construction of loading areas for bulk would total \$1,200 per loading. The number of free loading areas, from farm parking lots to dead end roads, would double or triple and is included in this savings. Switching to bulk would save a grower \$4 - \$5 per acre.

I often hear one downside of switching to bulk is the upfront capital cost. The one-ton hardwood boxes are already owned. The upfront cost of these hardwood boxes is about ½ the cost of bulk trailers. Repair costs are at least double, if not more. I would imagine cables and lids may require repair from time to time. So far, the only significant repairs I have heard on bulk containers is caused by an accident and covered by insurance. Overall, the cost per trailer will increase but eliminating boxes from harvesting will result in a gross savings of \$6 or more per acre.

The range of savings per acre would total at least \$32, but give many farms the flexibility to save between \$51 and \$66 per acre.

The minimum upfront capital cost of switching to bulk is \$50,000. Larger operations may require an investment of \$75,000. A \$50,000 investment consists of two containers and two gondolas. This would be an appropriate investment for a grower in Westfield that harvests less than 1,000 tons per year. As a grower moves further from the Westfield area it may become necessary to have two semi-trailers, which would increase the cost to \$75,000. A third gondola would increase the cost to \$90,000 and a third trailer would increase the cost to \$112,000.

Gondolas depreciation would extend over 15 years, while containers would depreciate over 20. A smaller harvesting operation would see a gross increase in expenses of \$5,200. Spread over a 150-acre harvest operation, the costs would total \$35 per acre. A larger grower, spending \$75,000 could spread that investment over more acreage. While one might need to make that investment to cover 175 acres, it gives one the capacity to harvest 400 acres. Costs would range from \$26 per acre to \$52 per acre.

If a small grower only has unpaid labor completing harvest, the payback period for bulk is unacceptably long. The grower may realize savings in less work, rather than more money. This may not be acceptable for the goals of the operation. On the other hand, even a small harvesting operation that borrowed \$50,000 at 5% for 15 years would save at least \$7 per acre per year. For some, that savings would shift expenses away from labor and toward long-term capital. Shifting labor toward capital expenditures, when it results in a modest increase in profitability, increases sustainability.

For a grower harvesting 250 acres per year, an investment of \$75,000 would increase annual expenses by \$7,800 per year or \$31 per acre. A grower making this investment would not need any additional equipment to harvest 300 – 350 acres per year. A grower at this scale would see expenses increase by \$22, a net savings of \$10 – \$30 per acre.

Cultural Practices

Luke Haggerty, Viticulture Extension Associate, Lake Erie Regional Grape Program

Comprehensive Assessment of Soil Health

In November, a local grower and I submitted two soil samples to the Cornell Soil Health Laboratory. One sample was from the cover cropped portion of the vineyard and the other was from a non-cover cropped area of the vineyard. Although this was for a cover crop project I plan to write about in the future, today I wanted to talk about the ‘assessment’. With each assessment we received a 10 page report that was packed full of information. There were twelve different tests conducted on the soil that covered physical, biological, and chemical aspects. Each test received a color coded rating, but more importantly there was a detailed explanation of each test within the report and recommendations for improving the soil health.

Most soil tests out there focus on the chemical aspect of the soil. This assessment includes the physical and biological properties of the soil giving us information on things like water holding capacity, aggregate stability, and soil respiration. The table to the right shows the results from the samples we submitted.

Measured Soil Textural Class: **silt loam**

Sand: **14%** - Silt: **59%** - Clay: **25%**

Group	Indicator	Value	Rating
physical	Available Water Capacity	0.31	98
physical	Surface Hardness	178	43
physical	Subsurface Hardness	199	81
physical	Aggregate Stability	22.7	32
biological	Organic Matter	4.0	85
biological	ACE Soil Protein Index	7.7	64
biological	Soil Respiration	0.6	51
biological	Active Carbon	406	30
chemical	Soil pH	5.9	53
chemical	Extractable Phosphorus	3.9	100
chemical	Extractable Potassium	78.9	100
chemical	Minor Elements Mg: 173.8 / Fe: 27.1 / Mn: 7.0 / Zn: 0.5		56

Overall Quality Score: **66** / Excellent

If you are interested in learning more about the Soil Health Assessment the website is <https://soilhealth.cals.cornell.edu/>. You also find how to submit the soil sample. Assessments are \$95 each and you can expect your results in 4 – 6 weeks.

Updating and Calibrating North East Escarpment and Portland Escarpment NEWA Stations

In an effort to increase the reliability and accuracy of the weather and pest model information that you find on the Network for Environment and Weather Applications website <http://newa.cornell.edu>, the Lake Erie regional grape team is continuing the project started in 2015/2016 to calibrate and update the Rainwise weather stations found in our region. This requires the systematic removal of stations that will then be sent in to Rainwise to allow their technicians to do what is necessary under controlled conditions. We currently have two stations at Rainwise at this time; **North East Escarpment** and **Portland Escarpment**. However, if you are accessing the NEWA website you should not see an interruption in data as we are removing stations in a manner that allows data to be accessed from the sister station of the site that has been removed. For example, weather information from the Portland station (CLEREL) is being used to fill in the weather information for the Portland Escarpment.

Turnaround time is expected to be four to six weeks. While we run the risk of missing winter low temperatures by removing stations at this time of year, our hope is to get these done as quickly as possible to make sure they are available by the start of the growing season to ensure access to accurate weather and pest model information.

SCRI Update

Efficient Vineyard Website



The Specialty Crop Research Initiative project we call Efficient Vineyard, led by Terry Bates, Ph.D., is marching along. We are 1½ years into the project and have amassed quite a bit of research information already. In efforts to keep funders and growers up to speed on our progress we have created a website called www.efficientvineyard.com. We would like to encourage you to go see what it's all about. Beginning in August of 2016, we started blogging every other week about the various aspects of the project. These aspects are broken down into five groups:

- Precision Vineyard Sensing led by Stephen Nuske, Ph.D.

- Spatial Data Technology led by James Taylor, Ph.D.

- Differential Vineyard Management led by Kaan Kurtural, Ph.D.

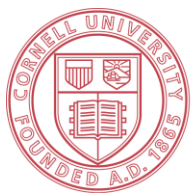
- Economic Evaluation and Assessment led by Julian Alston, Ph.D.

- and Technology Adoption and Outreach led by Tim Weigle

Our most recent blog post centered on Thom Betts and his involvement with the project as a grower.

In addition to blog posts, you will find a project overview, current research information submitted by the team leaders, outreach updates and results of the initial survey that you may have taken part in, as well as, the project participants. If you visit the website you can learn more about the people involved and what they are working on. Most of the group leaders have a brief interview posted that you can view.

If you are on Facebook, we are there too! Search for Efficient Vineyard and like our page, and when new posts are made on the website you will be alerted so you can keep up with the most recent news.



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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 26, 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 **April 17, 2017**.

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 April 17, 2017. 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.

**2017 CORE PESTICIDE TRAINING
REGISTRATION FORM
Wednesday April 26, 2017**

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 Monday April 17, 2017 (\$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 April 10, 2017 to provide ample time for them to provide you with an exam application form and test instructions.



Scholarship Opportunities

Eligibility

To apply, any individual pursuing a full-time, post high school education (this includes colleges and technical schools) during the upcoming fall semester who demonstrates, through their career plans, experience, program of study and extracurricular activities, significant progress toward and a clear intention for a career in agriculture, forestry or commercial fishing. An associates, bachelors or graduate degree, as well as technical school attendance, qualifies as post high school education.

Candidates for the scholarship must have a permanent home address within the area served by Farm Credit East and plan to attend post high school education in the upcoming fall semester. Applicants are eligible to win this scholarship only once.

Deadline

The deadline for this year's scholarship is Wednesday, April 5, 2017 at 5pm EST. Winners will be notified by June, 2017.

Diversity Scholarship

Farm Credit East embraces human diversity in the world and within our own cooperative. To be considered for the Diversity Scholarship, a candidate must appropriately identify their racial/ethnic status on the application. It is not required however, that racial/ethnic status is divulged in order to be considered for a scholarship.

Other Details

Scholarships can be used to defray the cost of tuition, room and board, books and other academic charges. Payment will be made directly to the student in June 2017. Proof of college and photo of student suitable for publicity is to be submitted by hard copy before check will be issued. Scholarship award is merit-based.

AG EDUCATION TEACHER SCHOLARSHIP

Farm Credit East is committed to supporting programs and initiatives that strengthen the Northeast agriculture, commercial fishing and forest products industries. Farm Credit East provides scholarships to teachers attending institutes offered by the Curriculum for Agricultural Science Education (CASE). Scholarships will cover up to 50 percent of the cost of the CASE institute, not to exceed \$1,000.

Eligibility

Educator must teach in school district within Farm Credit East's seven state territory: Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York and Rhode Island. Please note, this excludes Clinton and Essex counties in New York and Cheshire, Coos, Grafton and Sullivan counties in New Hampshire.

Educator must teach or will be teaching agricultural or natural resources courses.

Preference will be given to worthy candidates that are seeking support for the first time.

Funds will be provided directly to CASE.

Awards will be made at the sole discretion of Farm Credit East.

Deadline

All applications must be submitted no later than Friday, April 28, 2017. Recipients will be notified on a rolling basis, but no later than Friday, May 12, 2017.

For more detailed information and an on-line application, please visit the following link.

<https://www.farmcrediteast.com/industry-support/ag-education-teacher-scholarship>



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Jared Mosier
 Phone: (301) 512-3977
jmosier1@gmail.com
 7653 Dutton Rd.
 Harborcreek, PA 16421

LERGP Website Links of Interest:



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

SCRI project web-site:
<https://www.efficientvineyard.com/>

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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Lake Erie Regional Grape Program Team Members:

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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

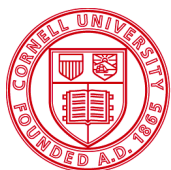
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Contact the Lake Erie Regional Grape Program if you have any special needs such as visual, hearing or mobility impairments.

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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