



# The Lake Erie Regional Grape Program



*Crop Update March 1, 2017*



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**Reminder!**

*Membership Enrollment is underway!  
Please contact your respective CCE  
office to enroll in LERGP.*

**Wednesday, March 15, 2017-  
Annual Winter Grape Grower Conference  
Register On-line!**

Use the registration form on page 4 or register on-line using the  
following link:

[https://lergp.cce.cornell.edu/event\\_preregistration.php?event=281](https://lergp.cce.cornell.edu/event_preregistration.php?event=281)

**Other dates of interest:**

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

*Wednesday, April 5, 2017- Pennsylvania Core Pesticide Training (see enclosed flyer)*

*Wednesday, April 26, 2017- Core Pesticide Training, CLEREL in the morning, followed by NYS-DEC pesticide Applicator exam in the afternoon*



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**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 Mellon 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 (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 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 \$52 per acre to \$26 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

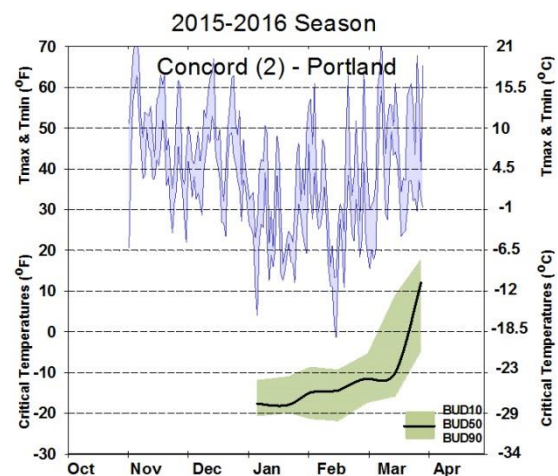
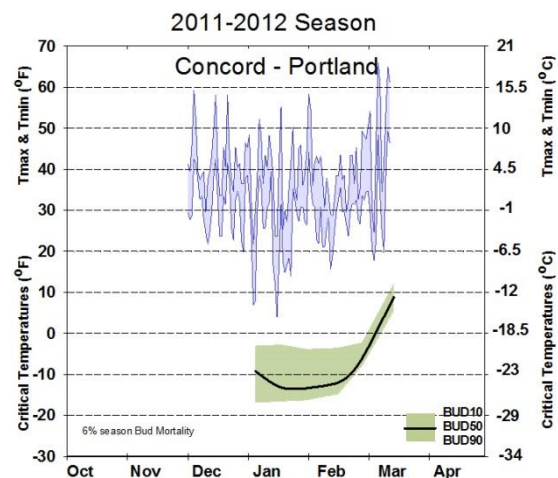
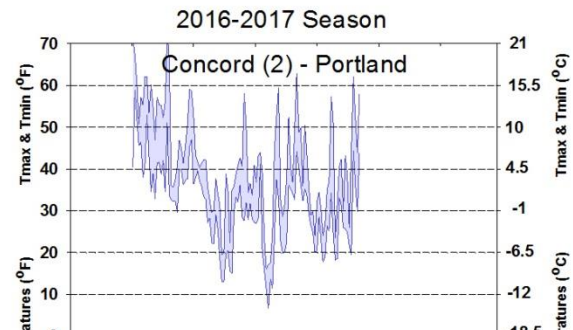
Luke Haggerty, Viticulture Extension Associate, Lake Erie Regional Grape Program

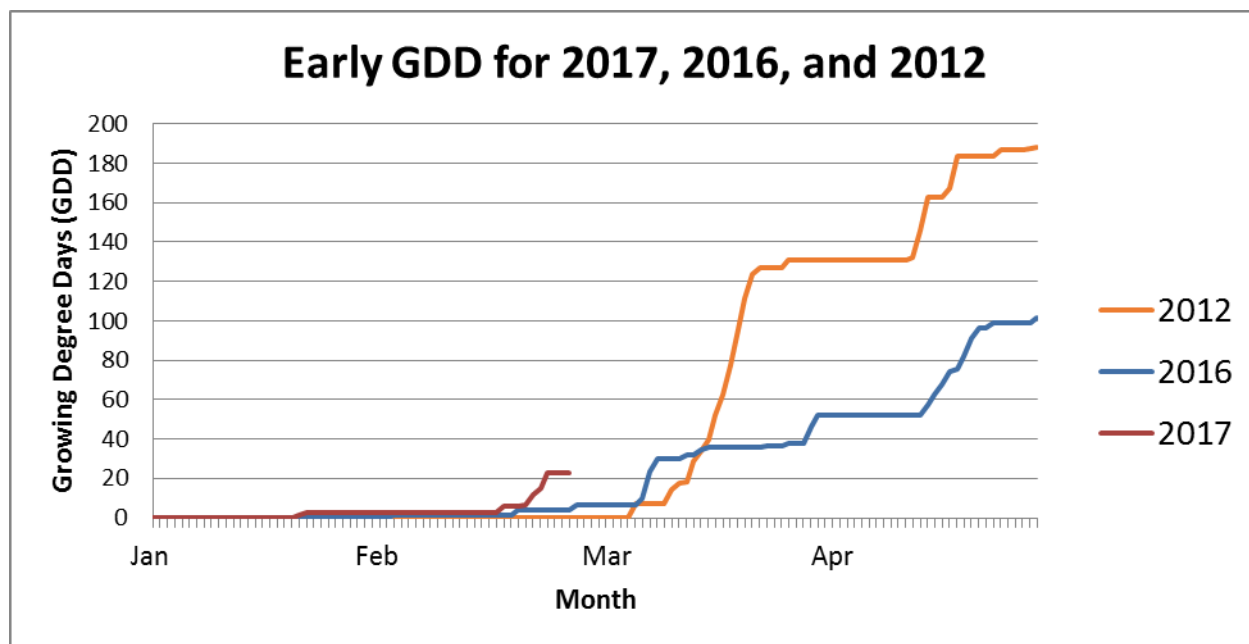
## Warm Weather and Bud Hardiness

The continued rollercoaster of weather has many growers wondering how hardy the buds are, and causing some anxiety of an early bud break. We have information on bud hardiness, but it's too early to speculate when we should expect bud break this year. I have not heard any reports of bleeding vines which lets us assume the vines are still in a dormant state. The bud hardiness models tell me the vines could be starting to deacclimate, but we will know more when we get the data from this week's samples (expected results March 7<sup>th</sup>). Vine deacclimation usually occurs in March and April. The speed at which that occurs depends on the weather. Long periods of warm weather does speed it up and cool weather prolongs deacclimation.

In the current model it's a little difficult to determine if the vines have started to deacclimate. Of the two Concord samples the LT<sub>50</sub> is between -10°F and -13°F. Again, we will know more when the data from the latest samples are processed.

The 2012 model shows a rapid increase starting late February and early March as a result of the prolonged warm weather. I think a better comparison than 2012 is last year. In 2016 we had some relatively short warm stretches, which were followed by cool stretches which is similar to what we are seeing now. The forecast is calling for some warm weather, but most lows are below freezing which should delay or prolong deacclimation.





## IPM

Tim Weigle, NYSIPM, Cornell University, LERGP Team Leader

### Make Your Opinion Heard!

Dan Olmstead, NEWA Coordinator with the NYS IPM Program, is coming to the 2017 LERGP Growers' Conference on March 15 at the Williams Center on Fredonia State University campus to gain an appreciation of what the needs of the grape industry are for NEWA now and in the future. Dan will provide an overview of NEWA resources that grape growers can currently implement in their vineyards in addition to giving growers the opportunity to express their opinions on how NEWA could be improved. And, in addition to a great opportunity for give and take of information, you will receive NY and PA pesticide recertification credits for attending.

To sign up for the conference go to the Events registration page on the LERGP website at: <https://lergp.cce.cornell.edu/event.php?id=281>

You can choose a registration form that you can download and print or choose the "Register for this Event now" link in the upper right hand corner of the announcement to register on-line. If you have any questions about registration, please contact Kate at (716) 792-2800.

**Not sure what NEWA is?** Then check out the latest LERGP podcast with Luke Haggerty and Tim Weigle discussing that very subject at: <http://lergp.com/podcasts/>



# 2017 PESTICIDE CORE CREDIT RECERTIFICATION MEETINGS

WEDNESDAY, APRIL 5, 2017

**North East Township Building**  
10300 West Main Road (Rt. 20)  
North East, PA 16428

-OR-

**Girard Township Municipal Building**  
10140 Ridge Road (Rt. 20)  
Girard, PA 16417

**Program 10:00 A.M. to Noon**

**Program: 2:00 P.M. to 4:00 P.M.**

## **Core Credit Topics:**

- Pesticide Resistance Management  
Andy Muza, Lake Erie Regional Grape Program
- Pesticide Safety Quiz Show featuring PPE and Exposure Review Quiz  
Ruth Benner, Penn State Extension Erie County.

The meeting is approved for **4 core pesticide re-certification credits** by the Pennsylvania Department of Agriculture. **No New York DEC Pesticide Credits are available for these meetings.**

**The cost for attending this meeting is \$10.00 per person.**

**Seating is limited so registration is required.** Please register via the CVENT registration system at <http://extension.psu.edu/erie/events> or call us at 814-825-0900 to complete your registration by phone.

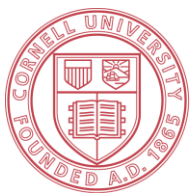
**- On Back -  
3/3/17 Worker Protection Standards  
Meeting**

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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 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.**



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## 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-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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### HOURS OF OPERATION:

MONDAY - FRIDAY 8:00AM - 5:00PM  
SATURDAY 8:00AM - NOON







**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

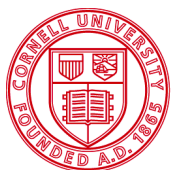
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Contact the Lake Erie Regional Grape Program if you have any special needs such as visual, hearing or mobility impairments.

CCE does not endorse or recommend any specific product or service.

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6592 West Main Road  
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