

Lake Erie Regional Grape Program

PENNSTATE



CROP UPDATE - APRIL 19, 2018

Building Strong and Vibrant New York Communities
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.

Dates of interest:

May 2, 2018- Coffee Pot
Season Begins!

10:00am- Clover Hill
Farm, 10401 Side Hill
Rd., North East, PA 16428

See full coffee pot schedule in this edition, and
on <https://lergp.cce.cornell.edu/>

Tuesday, May 1, 2018- LERGP Hopyard Tour-
6:00pm-7:30pm at CLEREL, \$5.00 per person,
light refreshments

Tuesday, June 5- LERGP Hopyard Tour-
6:00pm-7:30pm at CLEREL, \$5.00 per person,
light refreshments

Saturday, June 30- Hops Conference, CLEREL

Tuesday, July 10- LERGP Hopyard Tour-
6:00pm-7:30pm at CLEREL, \$5.00 per person,
light refreshments

Thursday, August 2- LERGP Summer Confer-
ence at CLEREL 9:00am-4:00pm

Tuesday, August 7, 2018- LERGP Hopyard
Tour- 6:00pm-7:30pm at CLEREL, \$5.00 per
person, light refreshments



Mosier-Maille Ag Consulting Soil and Crops

Jared Mosier
Consultant
(814) 923-1372



Dave Maille
Consultant
(814) 572-5781

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Business Management

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

Labor Supply and Demand: Ag Survey of Labor Costs

We know both locally and nationally wages are increasing. These trends are holding across most industries, including agriculture. In the short-term, lower wage jobs are seeing additional increases due to state minimum wage increases. Farmers in NYS, for instance, will pay a minimum of \$12.50 per hour in 2021.

Economic growth, immigration and minimum wage are all dynamic factors that create volatility in wages. Cornell University is working to create a database of wage rates. With enough farmer responses this will offer the ability of a grower to track and monitor wage rates. This can be used to keep expectations of what wages should be in line with what the market is requiring.

Trends and indicators both point toward rising wages over the medium term. In 2017, overall wage growth outpaced inflation by .3%. Most wage growth, however, seems to be at the bottom. The lowest 20% of earners saw growth approaching 4%. Temporary workers' wages increased by 5%. Meanwhile the upper 50% of wages grew by less than inflation, around 2.5% - 3%. Theoretically, this means full-time vineyard managers and other salaried agriculture positions may have relatively stagnant wages. Migrant workers and temporary harvest help, at least according to this data, would demand higher wages.

That macro-economic data, however, is just not specific enough. While it does reflect casual observations, specific patterns down to the nearest percent will require better data. It will need to be region and industry specific. Not only would I suggest that you participate in the survey, more important than that, as the database of information grows, use the results to assist you when making changes to wages.

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Dear Agricultural Producer,

Would you like to know more about farm worker compensation trends? Do you want to compare and manage your compensation strategy with accurate, up-to-date, and relevant information? Then participate in the Farm Employee Compensation Benchmark!

How can you participate?

1. Gather information about one or a few of your workers for the year 2017. How much did you pay them: wages, bonus/incentive, benefits? And how many hours did they work?
2. Log into this website: https://cornell.qualtrics.com/jfe/form/SV_d6h8UvVmdm9zsOx
3. Enter another employee by simply clicking the link in Step 2 again. If you have different types of employees such as front line, middle, and senior managers, add a few representative employees to the benchmark.
4. That's all, you're done. Just look for the summary report from me in your email.

What do you get for this?

- Every person who submits at least one usable survey will get a summary and analysis of the benchmark data in a written report.
- Additionally, you can request a "My Employee" report to compare one or more of your employees to relevant peers in the benchmark. Just ask me to provide you with the "My Employee" report.

All of your individual farm data remains confidential. Reports will only be issued in aggregated form as analysis and summary of the data with no way to identify individuals.



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Viticulture

Jacqueline Dresser, LERGP Viticulture Extension Support Specialist

GDD update and Concord Summit Recap

Editors Notes and Checking in with GDD

At the last crop update, we were tracking chilling hours and growing degree days leading up to budbreak. Before we recap the Concord Summit, I have a couple of corrections to the last update. Our historical phenological data indicated budbreak usually occurs between 46 and **172** GDD (Base 50°F) from April 1st with a mean of 110 GDD. I also posted about using NEWA (newa.cornell.edu) to track GDD. If weather stations are down, NEWA pulls data from neighboring stations to estimate values for missing data. The Portland Lab weather station has had some errors in the month of April that NEWA has smoothed out. Using NEWA's GDD calculator on April 18, 2018, we have accumulated **3** GDD (base 50°F) from April 1st and 22 GDD from Jan 1st.

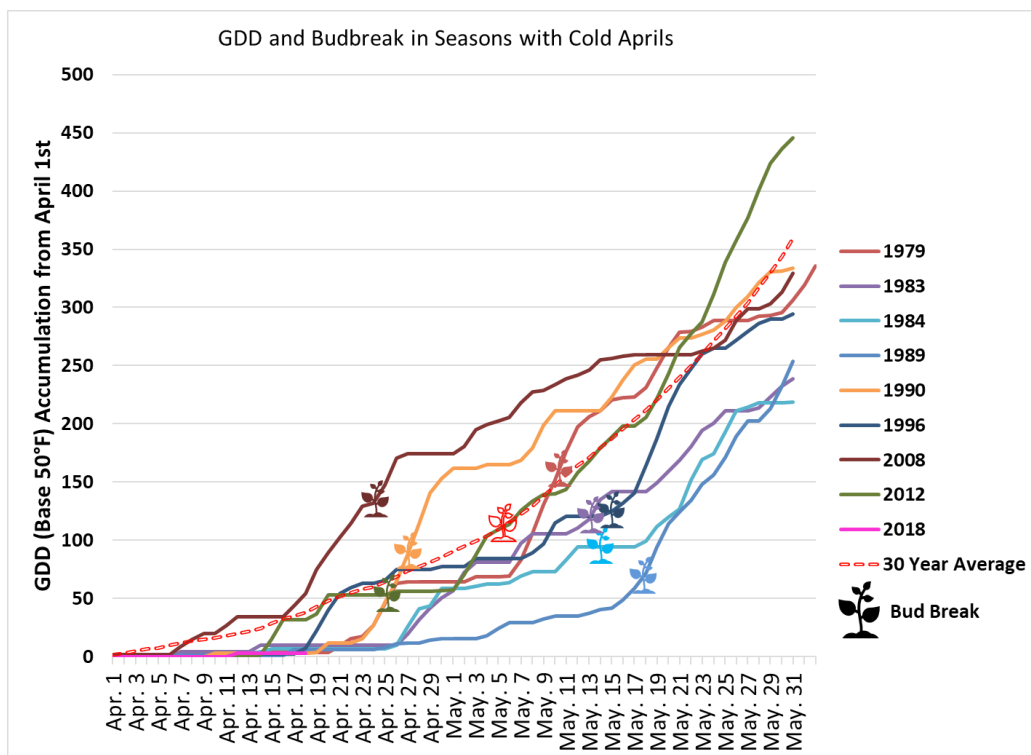


Figure 1. Accumulation of GDD from April 1st and budbreak date in seasons with cold Aprils.

Based on the extended forecast, we may accumulate some growing degree days next week, but we will be tracking far below average (Figure 1).

Highlights from the Concord Summit

I wrote a more thorough recap of the Concord Summit for our April LERGP newsletter, so refer there for more detail. There is also a press release from New York State Department of Agriculture and Markets if you'd like more information (<https://www.governor.ny.gov/news/governor-cuomo-announces-first-ever-concord-grape-summit-promote-continued-growth-new-yorks>) The Concord

Summit brought together elected officials, growers, processors, researchers and administrators to discuss issues related to the Concord industry with a focus on western NY production. We will bring you updates as the following initiatives develop, but here were the key outcomes announced after the meeting:

- Continued support for advanced viticulture and enology sciences, specifically Dr. Sacks' denaturing work to remove Concord character from juice and create a neutral blending resource for wine production
- Re-invest in the vine certification program with Cornell University to ensure disease-free planting stock available in April of 2019
- Continue to support Cornell's breeding program to develop new varieties

- Facilitate development of new products and new markets by providing funding to food and beverage manufacturers to develop new product lines using Concord. – “Grape State of New York Competition”
- Fund market development matching grants
- Senator Young founded Wine and Grape Caucus to help funnel funds to NYS wine and grape industry and secured \$300,000 for the Food Venture Center at Cornell.
- Potential for tax breaks from NYS to growers looking to plant new cultivars.
- Focus on institutional purchasing of grape juice
- Host workshops to help facilitate new product development and connection with new markets and export opportunities
- Increase representation of Concord industry at domestic and international trade shows (May 2018 American Food Pavilion at the National Restaurant Show, October 2018 PMA Produce Marketing Show, December 2018 New York Produce Show and Conference)
- Start discussion with Commissioner of Health to look at incorporating Concord grape products in the WIC program
- \$1.2M investment in a “Vineyard Improvement Program” for renovation, planting of new vines, or diversification. This will be a cost sharing program for growers to remove “poorly performing or underutilized vineyards, help growers with the cost of new planting stock...”
- Add Concord products as one of ten core products featured at Taste NY welcome centers statewide
- Concord grapes will be featured at the “Grape New York State Fair” with a day designated for grapes.
- Add a category at the Governor’s Cup craft beverage competition for Concord based signature brandy.
- Open New York State Grown and Certified program up to Concord processors (already an option for Concord growers) to communicate to consumer that a product is a New York product, it has food safety embedded in the process of its production, and there is an environmental stewardship aspect to the growing and production of that product

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IPM

Tim Weigle, NYSIPM, Cornell University, LERGP Team Leader

eNEWA for Grapes – a Daily Reminder of Pest Potential in Your Vineyard Operation

With the cost of inputs continuing to rise, wouldn't it be nice if you could get a daily reminder of the current weather and grape disease and insect model information found on NEWA (Network for Environment and Weather Applications) <http://newa.cornell.edu>? If so, then eNEWA is for you. eNEWA is a daily email that contains current weather and grape pest model information from a station, or stations, near you. The email will contain; 1) high, low and average temperature, rainfall, wind speed and relative humidity 2) the 5-day forecast for these weather parameters, 3) GDD totals (Base 50F), 4) 5-day GDD (Base 50F) forecast and 5) model results for powdery mildew, black rot, Phomopsis and grape berry moth. The weather information is provided

for not only the current day but for the past two days as well. eNEWA is a great way to get an idea of pest potentials for your vineyard operation without having to click around the NEWA website. eNEWA is not meant to be a replacement for the website, rather it is a quick and easy way to determine if a visit to the website is warranted to provide information specific to your site to increase the accuracy of the output of the disease and grape berry moth models.



powdery mildew on grapes

When you sign up for eNEWA, you can choose from any number of stations located near you for delivery of this information via email each day at a time specified by you. Please keep in mind that you will receive a separate email

(approximately 3 pages in length) for each station you choose. Once during the growing season and again after harvest, you will be asked to complete a short survey to assist us in improving the eNEWA for grapes email system. If you would like to be a part of this project just fill out the form found in this Crop Update and return to: thw4@cornell.edu or send to me at Tim Weigle CLEREL 6592 West Main Road Portland, NY 14769.

One of the comments that is heard often at grower meetings and in personal conversations is that there is not a NEWA station close enough to be of use in a particular vineyard site. Keep checking the NEWA website <http://newa.cornell.edu> as there will be a number of new Rainwise stations being set up across the Lake Erie region. If you have not checked NEWA lately, you may have missed two new stations **Lake City (Erie, PA)** and **East Westfield (Chautauqua)** becoming available after the 2017 harvest. Coming soon, two more stations have recently been added with **East Fredonia (Chautauqua)** and **Hanover (Chautauqua)** joining the Lake Erie network of stations. These improvements are possible through a grant from National Grape Cooperative, Constellation Brands, Walker's Fruit Basket and the NY Wine & Grape Foundation.

2018 eNEWA Grape Subscription Sign-Up

Subscriber information

Name _____

Email address _____

City _____

Select Location(s) (circle as many as you like, or write in below)

<u>Lake Erie</u>	<u>Lake Erie</u>
Appleton, North	Ransomville
Burt	Ripley
Corwin	Sheridan
Dunkirk	Silver Creek
East Fredonia	Somerset
East Westfield	Versailles
Erie	Westfield
Fredonia	
Hanover	Other: Please fill in
Harborcreek	
Lake City	
North East Escarpment	
North East Lab	
Portland	
Portland Escarpment	

Select eNEWA Delivery Times (write in times below) Delivery requests should be on the hour.



LERGP

2018 COFFEE POT MEETING SCHEDULE

Date	Time	Location	Address
May 2, 2018	10:00am	Clover Hill Farm	10401 Sidehill Rd. North East PA 16428
May 9, 2018	10:00am	Ann & Martin Schulze Winery	2090 Coomer Rd. Burt NY 14028
May 16, 2018	10:00am	Sprague Farms	12435 Versailles Rd. Irving NY 14081
May 23, 2018	10:00am	NE Fruit Growers	2297 Klomp Rd. North East PA 16428
May 30, 2018	10:00am	Double A Vineyards	10277 Christy Rd. Fredonia NY 14063
June 6, 2018	10:00am	Fred Luke Farm	1755 Cemetery Rd. North East PA 16428
June 6, 2018	3:00pm	Thompson Ag	Corner of Hanover and Dennison, Silver Creek NY 14136
June 13, 2018	10:00am	Jim Vetter Farm	12566 Versailles Rd. Irving NY 14081
June 13, 2018	3:00pm	Jerry Chessman Farm	11725 Middle Rd. North East PA 16428
June 20, 2018	10:00am	Duane Schultz	3692 Wilson Cambria Rd. Wilson NY 14172
June 20, 2018	3:00pm	Brant Town Hall	1272 Brant Rd. Brant NY 14027
June 27, 2018	10:00am	Betts Farm	7365 East Route 20 Westfield NY 14787
June 27, 2018	3:00pm	Beckman Farms	2386 Avis Dr. Harborcreek PA 16421
July 11, 2018	10:00am	CLEREL	6592 W. Main Rd. Portland NY 14769
July 18, 2018	10:00am	Tom Tower Farm	759 Lockport St. Youngstown NY 14174
July 25, 2018	10:00am	Ziesenheim	8760 W. Lake Rd. Lake City PA 16423



INSURING GRAPES

NY, 2017

Crop insurance is a safety net for farmers that helps you **manage risk**. If you have a crop failure, crop insurance can help you farm again next year.

Important Insurance Deadlines

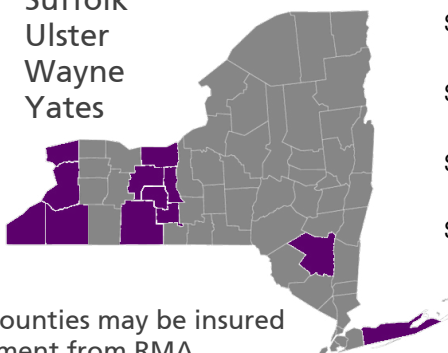
- **Aug. 15, 2017:** Premium Billing Date
- **Nov. 20, 2017:** Sales Closing, Policy Change, Cancellation, Termination Date
- **Nov. 20, 2017:** End of Insurance Period
- **Jan. 15, 2018:** Acreage / Production Report Date



Over 40 grape varieties are insurable in these counties:

Cattaraugus
Chautauqua
Erie
Niagara
Ontario
Schuyler
Seneca
Steuben

Suffolk
Ulster
Wayne
Yates



Grapes in other counties may be insured by written agreement from RMA

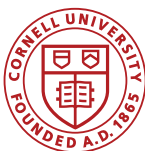
NYS Grape Crop Insurance Performance



for every \$1 grape producers spent on crop insurance premiums from 2012 to 2016, **they received \$2.07** in losses paid, on average

Learn more & sign up:

Explore your personalized crop insurance costs and loss payments under different yield outcomes at ag-analytics.org. To sign up, contact a crop insurance agent. Find an agent using the Agent Locator tool at rma.usda.gov/tools/agent.html



LERGP Links of Interest:

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.

LERGP Web-site:

<http://lergp.com/>

Cornell Lake Erie Research & Extension Laboratory Facebook page

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

Efficient Vineyard 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:

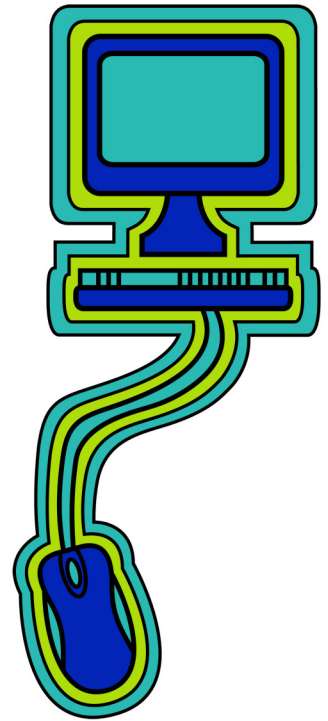
<http://grapesandwine.cals.cornell.edu/cals/grapesandwine/appellation-cornell/>

Veraison to Harvest newsletters:

<http://grapesandwine.cals.cornell.edu/cals/grapesandwine/veraison-to-harvest/index.cfm>

NEWA:

<http://newa.cornell.edu/>





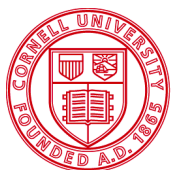
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This publication may contain pesticide recommendations. Changes in pesticide regulations occur constantly, and human errors are still possible. Some materials mentioned may not be registered in all states, may no longer be available, and some uses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

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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
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