

Lake Erie Regional Grape Program

PENNSTATE



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CROP UPDATE – DECEMBER 13, 2018

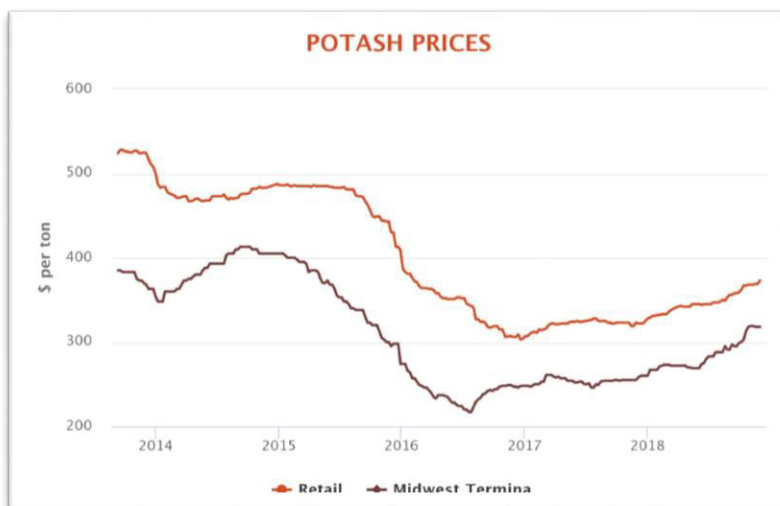
Business Management

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

Soil Test Results

While we still have not filled the viticulturist position, LERGP is still assisting growers with the interpretation of soil tests. Our recommendations differ somewhat from the recommendations of many labs. These differences are sometimes slight and sometimes dramatic. It depends on both the lab and the actual results.

A few things we have seen this year that are important to keep in mind. Recommendations of 5 ton of lime might be mathematically correct but will result in short-term problems. Lime applications should be limited to 2 tons per year per acre in almost all instances. As lime applications intensify short-term potassium deficiency issues can be problematic. Additional potash should be applied to compensate. Around 1/2 the time soil pH is low, potassium availability is also low. All the more reason to be generous with potassium applications in these conditions.



Potash prices continue to slowly climb from the bottom of the market (December 2016). Average retail price is \$373 per ton. This is up \$69 per ton from the bottom and \$38 from one year ago. Prices still remain down from \$528 per ton in 2013. At most, as a result of severe deficiency, potash prices could be as high as \$150 per acre. An average application will run \$50 - \$75 per acre in materials cost. While we can hope for prices

below \$300 per ton, it's far more likely prices will exceed \$450 per ton. At these levels I would encourage growers to apply rates that allow potassium availability in the soil to increase to the higher end of optimal.

Urea prices have reversed trends and are down after increasing fairly steadily since mid-2017. The retail market has not caught up with this downward trend. I would expect modest declines in the retail price unless outside



factors change supplies or costs. The spread between retail and contract, however, is not sustainable for more than a few months. Material costs for average applications could fall from \$20 per acre to \$18 per acre. That will look pretty dramatic on the chart but will obviously not materially change costs for growers. As far as the bottom line is concerned, purchasing timing is insignificant.

Phosphorus prices are also starting to soften on the wholesale market and those savings have not yet translated into savings at the retail level. Phosphorus is a relatively expensive application when severe deficiency is present. In that situation a dedicated material like Super Phosphate can be efficient. Moderate needs are often satisfied by DAP. MAP was once thought to be a superior product but under most soil conditions, DAP may actually have advantages for grape growers.

With my focus on economics and management, I continue to advocate that all of these soil amendments be broadcasted across the entire vineyard floor. If roots are only located on 1/3 of your acreage, efforts should be made to expand the rooting zone.

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IPM

Tim Weigle, NYSIPM, Cornell University, LERGP Team Leader

Spotted Lanternfly Update

As 2018 comes to a close, an update on the distribution of Spotted Lanternfly is in order. As you can see by the map below, Spotted Lanternfly adults were found in eight New York counties. While most of the finds involved dead adults, Albany, Suffolk and Yates counties each had a verified report of a live adult in 2018. The New York State Departments of Agriculture and Markets and Environmental Conservation responded to each sighting (live or dead) with extensive grid searches in the surrounding areas. No infestations were found in conjunction with any of the sightings. In Southeast Pennsylvania, you can see that Spotted Lanternfly were found in the counties surrounding those making up the quarantine zone but again no infestations were found. Connecticut joined the list of states where SLF has been sighted.

New Jersey and Delaware joined Pennsylvania with counties under quarantine for this pest. Frederick County Virginia does not have a local quarantine but is covered under the external quarantine put in place by NYSDAM. For information on the external quarantine, please visit:

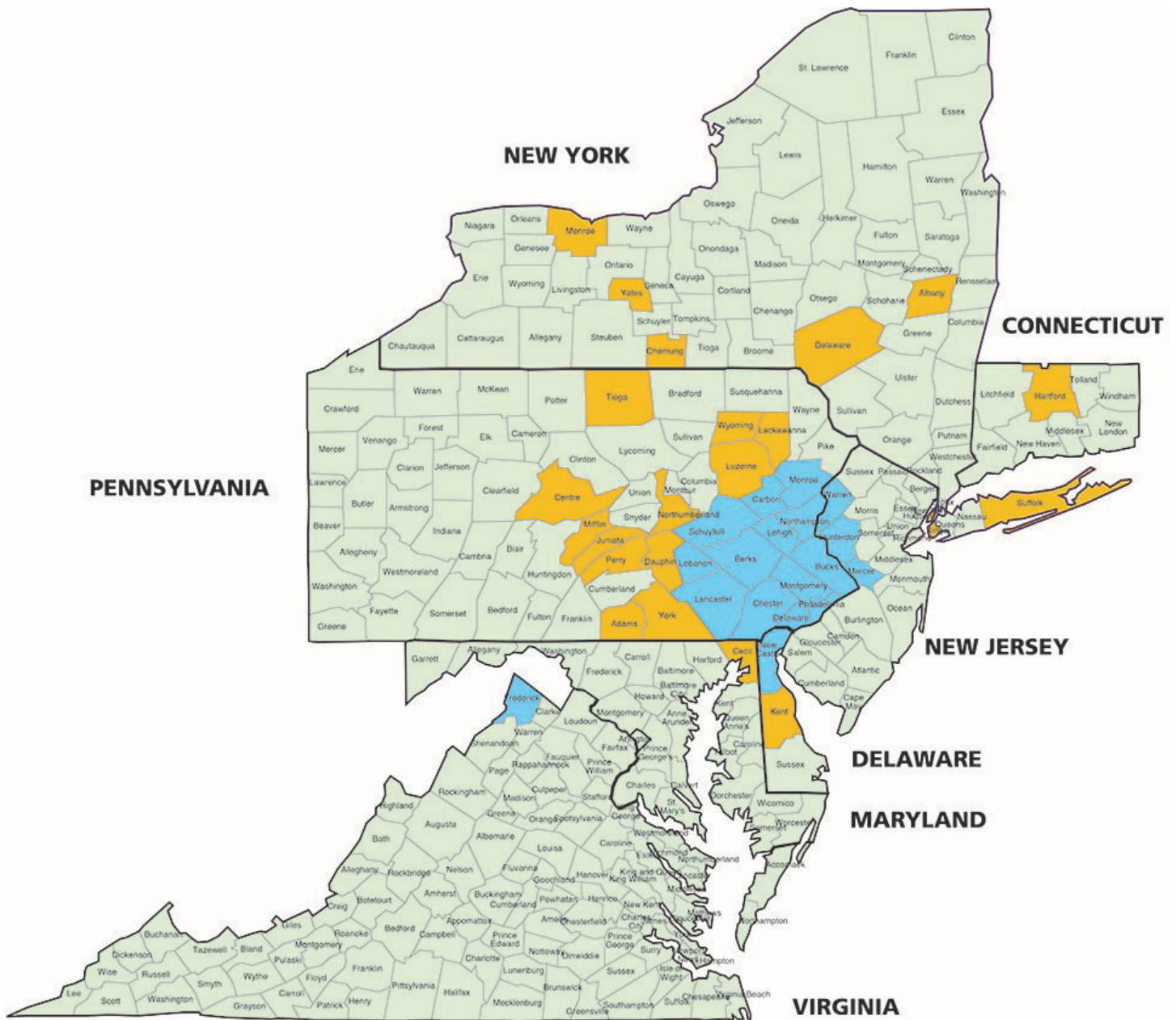
<https://www.agriculture.ny.gov/AD/release.asp?ReleaseID=3821>

I have had a number of people ask about what they can spray for SLF. In areas without an infestation, the management strategy we are suggesting is to 1) learn how to properly identify all life stages of SLF, 2) monitor for SLF – keeping in mind that they are excellent hitchhikers and move primarily through human activity and 3) report sightings to the correct agency in your state. In New York, take a photo and send it, along with the location, to spottedlanternfly@dec.ny.gov. In Pennsylvania report SLF sightings by calling 1-888-4BADFLY (1-888-422-3359) or visit:

<https://extension.psu.edu/have-you-seen-a-spotted-lanternfly>

For more information on SLF please visit the NYS IPM SLF webpage that was developed as a repository of information related to SLF as well as links to information from other universities, states and federal agencies. The webpage can be found at <https://nysipm.cornell.edu/environment/invasive-species-exotic-pests/spotted-lanternfly/>

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Quarantine areas as of December 2018.

Spotted lanternfly has been seen here.

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Ag Workforce Development Council's ***Labor Road Show II***

If you have employees, then you need to be at the New York Labor Road Show II. Experts from farms, private industry and the university will focus on critical topics that affect all farm employers including: employee housing, onboarding, sexual harassment prevention, employee engagement, safety, wage and hour laws, and worker care.

Featured Speaker: Attorney Michael Sciotti

Mike's practice includes jury trials, investigations, labor audits, supervisory and employee training and claims under federal and state labor laws. He is a frequent speaker and author of articles regarding labor and employment issues. Mike is admitted to practice in New York and the District of Columbia. He is a member of the New York State Bar Association's Labor Law Section: Equal Opportunity Law as well as the Committee on Legislation.

Featured Topics:

- Better Farm-Provided Employee Housing Management and Compliance
- Onboarding New Employees
- Sexual Harassment Prevention Policies and Training for NY Employers
- Everyone Needs a Voice: Building Great Employee Relations
- Dairy Safety and Compliance Update
- Fruit & Vegetable Safety and Compliance Update
- Federal and State Wage and Hour Laws
- Worker Care: Let's Get Ahead of Our Customers and Regulators

Ag Workforce Development Council Member Organizations

NEDPA, Cornell Cooperative Extension, Cayuga Marketing, AgriMark, Upstate Niagara, New York Farm Bureau, New York Vegetable Growers Association, New York Animal Ag Coalition, Agri-Placement Services, New York Horticultural Society, Dairy Farmers of America, Farm Credit East

Jan. 28, 2019
Livingood's Restaurant
697 Bear Swamp Rd
Peru, NY

Jan. 29, 2019
CCE Saratoga County
50 West High St., Ballston Spa,
NY

Jan. 30, 2019
NYS Fairgrounds Art & Home
Center Building
581 State Fair Blvd.
Syracuse, NY

Jan. 31, 2019
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480 North Main Street
Canandaigua, NY

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Agworkforce.cals.cornell.edu

2018 eNEWA Grape Subscription Sign-Up

Subscriber information

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

| | |
|------------------------------|------------------------------|
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| Appleton, North | Ransomville |
| Burt | Ripley |
| Corwin | Sheridan |
| Dunkirk | Silver Creek |
| East Fredonia | Somerset |
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| Erie | Westfield |
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Select eNEWA Delivery Times (write in times below) Delivery requests should be on the hour.



INSURING GRAPES

NY, 2018

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.

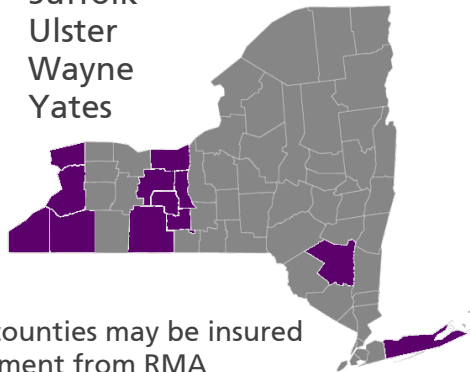
Important Insurance Deadlines

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



Over 40 grape varieties are insurable in these counties:

| | |
|-------------|---------|
| Cattaraugus | Suffolk |
| Chautauqua | Ulster |
| Erie | Wayne |
| Niagara | Yates |
| Ontario | |
| Schuyler | |
| Seneca | |
| Steuben | |



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

NYS Grape Crop Insurance Performance



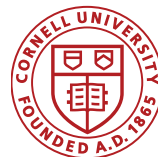
Learn more & sign up:

To sign up, contact a crop insurance agent. Find an agent using the Agent Locator tool at rma.usda.gov/tools/agent.html

Find crop insurance information at ag-analytics.org/cropinsurance/

Cornell University delivers crop insurance education in New York State in partnership with the USDA Risk Management Agency.

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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>

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

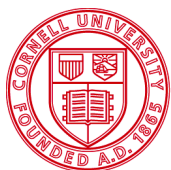
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