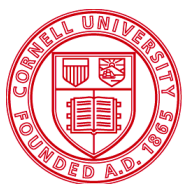




Lake Erie Regional Grape Program



Cornell University
Cooperative Extension



PennState Extension

Crop Update February 21, 2019



In this Crop Update:

- *2019 Winter Grower Conference Registration Information
- *Farm Succession Planning
- *How Low Did it Go? Low temperatures and bud damage
- *Information on SLF webinar
- *Welcome Jennifer Russo- Our New Viticulturalist
- *NY and PA Pesticide Credit Opportunities

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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.



Upcoming dates of interest:

B.E.V NY February 27- March 1, 2019 in Rochester

Spotted Lanternfly Webinar- Tuesday, February 26 at 10:00am and 1:00pm at CLEREL

Winter Grower Conference- Wednesday, March 13, 2019 at SUNY Fredonia William's Center

REGISTER TODAY ▶

Register Now!

[ONLINE REGISTRATION LINK](#)

or mail the form on page 4.

Pesticide Credit Opportunities- see the full list of dates and opportunities in this Crop Update in Andy Muza's section

Don't forget to register for the Winter Grower Conference on Wednesday, March 13, 2019-

I look forward to seeing everyone there!



2019 Lake Erie Regional Grape Program Growers' Conference
March 13, 2019
Williams Center
SUNY at Fredonia Campus

7:00 AM	Tradeshow set up begins
7:30 AM	Registration and Tradeshow open
8:20 AM	Welcome
8:30 - 9:00 AM	Succession Planning <i>Kevin Martin, LERGP, Penn State University</i>
9:00 – 10:00 AM	Land As Your Legacy Nationwide Insurance – Sponsored by NY Farm Bureau
10:00 – 10:30 AM	Break
10:30 – 11:00 AM	Alternative Weed Management Practices <i>Bryan Brown, NYS IPM Program, Cornell University</i>
11:00 – 11:30 AM	NEWA Updates and Resources for Lake Erie Grape Growers <i>Dan Olmstead, NYS IPM Program, Cornell University</i>
11:30 – Noon	Spotted Lanternfly – An Invasive Threat to the Lake Erie Grape Industry <i>Heather Leach, Department of Entomology, Penn State University</i>
Noon – 12:30 PM	New York State's Response to Spotted Lanternfly <i>William Ellsworth, NYS Department of Agriculture and Markets</i>
12:30 - 1:30 PM	Lunch and Visit Tradeshow
1:30 – 2:00 PM	Vineyard Nutrition <i>Terry Bates, CLEREL, Cornell AgriTech, Cornell University</i>
2:00 – 2:15 PM	Roll out of new Efficient Vineyard Website <i>Heather Barrett, NYS IPM Program, Cornell University</i> <i>Nicholas Gunner, Orbitist</i>
2:15 – 3:00 PM	Overview of Efficient Vineyard resources <i>Kevin Martin, LERGP, Penn State University</i>
3:00 – 3:30 PM	Disease Management Update, Tips for Resistance Management <i>Bryan Hed, LERGP, Penn State University</i>
3:30 – 4:00 PM	GBM Management – Was 2018 as different as we think? <i>Andy Muza, LERGP, Penn State University</i>
4:00 PM	Adjourn

LAKE ERIE REGIONAL GRAPE PROGRAM

2019 GRAPE GROWERS' CONFERENCE REGISTRATION FORM

SUNY Fredonia Williams Center

Wednesday, March 13, 2019

Deadline for registration is Friday, March 1, 2019.

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 1, 2019

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 201 with any questions.

Business Management

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

Farm Succession Planning

For nearly every full time vineyard owner, the farm and vineyard are by far the largest asset of the senior generation. Even if cash, retirement or other liquid assets are valuable, they're not likely an important part of intergenerational wealth transfer.

So the 200-acre grower might have over 1 million dollars in land and another 200,000 – 500,000 in equipment. The focus on farm succession planning is often on that 1.5 million dollars. There are times when the transfer of that wealth is done poorly or at least in a way that is less than optimum. Occasionally the transfer is done so poorly it does undermine the sustainability of the farm. Often this is driven by a lack of available financial resources, not poor decision-making. In this area growers really need to dive into their assets and business. It is important to be realistic about who and what the farm business can support as well as who and what the farm business cannot support. For 20 or 30 years this farm business may have been supporting one family. Will it suddenly support two? How? Beyond that there are lots of resources in this area and I believe they are important. I also believe it is easy to focus on ownership and forget about management.

Goals

Generations will have a different outlook on the farm business. The classic example relates to labor demands and return on investment. If a 65-year-old is operating a sole proprietorship adding 20 acres of open land to plant to grapes with a 20 or 25 year pay back is probably not an important goal. In addition to increased complexity and more work the ROI might exceed the owner's willingness to work and his life expectancy.

On the other hand, a junior generation might have the desire to live on the edge. With a strong willingness to minimize living expenses and forgo nights and weekends, it might seem realistic to double the size of the farm in 5 years. The younger generation realizes this building of wealth will last his entire career. Perhaps before children a 100-hour work week during parts of the year is worth the sacrifice.

Shared management plans help to assess and align goals. A discussion and agreement is essential to both owners thriving in the business operation. Off the cuff compromise can be a terrible solution, so planning ahead is key. Compromise on the fly may lead to an agreement that it makes sense to buy new state of the art grape harvester. The younger generation may be thinking it's a great asset to monetize through custom harvest and its reliability will be essential as the farm grows from 200 to 400 acres. The senior generation was merely thinking that the ROI is less important than making harvest operations take less time and energy. A better compromise would probably be for the younger generation to devote more hours to harvest operations and independently run the custom harvest business or for the capital to be invested elsewhere.

Managerial Transition

In addition to aligning goals the growers need to share management. The senior generation should retain management over everything they like and anything likely to overwhelm the next generation. Decision-making should be transferred over in topical areas that highlight the skills of the next generation. Organization is key here. The next generation should feel ownership over a practice (such as fungicide strategy) within three years. Ideally the next generation should feel ownership over an enterprise within 5-7 years. This might involve managing all labor or a custom fertilizer operation or the wine grape varieties. The point is allowing the younger manager to own a task from start to finish. This allows the grower to build skills and eventually transfer most or all ownership tasks without overwhelming the next generation.

IPM

Tim Weigle, NYSIPM, Cornell University, LERGP Team Leader

How Low Did It Go!

That is a question that has been on growers' minds recently as temperatures dropped below zero in the last part of January. A quick look at the [NEWA Website](#) is all that is needed to get, not only, the low temperature recorded for any particular day, but also to see how long it was cold. With the addition of 10 Rainwise weather stations in 2018, it is even easier to find a station near you. As seen in Table 1 we are able to provide information for twenty-five locations across the Lake Erie grape belt.

You can find the daily low temperature by going to a station page and clicking on the month you are interested in under Daily Summary under Weather Data Quick Links in the left hand column. To find out how many hours it stayed cold, just drop down to the correct month under Hourly Data and you will be able to search up to an entire month of hourly temperatures.

So, once you look, what do the numbers tell us about the potential for bud damage? Speaking in very general terms, Concord growers should not have a lot to worry about even with the below zero temperatures that were recorded during this time frame. If you are growing some of the more cold sensitive varieties it might be a good idea to go collect some canes and

do some bud cutting to get a handle on the amount of bud damage so you can adjust your pruning if needed. Keep in mind that how the vineyard was managed in previous growing seasons can also affect bud hardiness. Weak vines going into the winter will be less able to handle any additional stresses so make sure you collect canes from all areas to get a good idea of bud hardiness by variety, field conditions and management.

Our podcast from February 13, 2019, ["It Got Cold! Now What?"](#) – LERGP Podcast # 106" presents information on how to use NEWA to determine cold temperatures as well as provide some resources for help in collecting and dissecting buds to determine any damage.

Versailles	-14.1	1/22/2019 4:00
Hanover	-8.2	1/22/2019 2:00
Silver Creek	-6.4	1/22/2019 5:00
Sheridan	-7.9	1/22/2019 2:00
Forestville	-4	1/30/2019 22:00
Dunkirk	-4	1/30/2019 22:00
East Fredonia	-4	1/30/2019 22:00
Fredonia	-4.7	1/30/2019 22:00
Brocton (Escarpment)	-4.7	1/30/2019 22:00
Portland	-6.4	1/30/2019 22:00
Portland (Escarpment)	-6.4	1/20/2019 23:00
East Westfield	-4.7	1/30/2019 23:00
Westfield	-3.6	1/30/2019 23:00
Ripley	-4.2	1/30/2019 23:00
Ripley (State Line)	-4.1	1/30/2019 23:00
Ripley (Escarpment)	-4.6	1/30/2019 23:00
North East (State Line)	-4.1	1/30/2019 23:00
North East (Lab)	-5.4	1/30/2019 23:00
North East (Escarpment)	-6.7	1/30/2019 23:00
North East (Side Hill)	-5.4	1/30/2019 23:00
Harborcreek (Escarpment)	-6	1/30/2019 23:00
Harborcreek	-4.2	1/30/2019 23:00
Lake City	-4.7	1/30/2019 23:00
Burt	-3.5	1/31/2019 2:00
Ransomville	-4.4	1/31/2019 2:00

Table 1. Low temperatures as reported by the Network for Environment and Weather Applications

Announcement:

In conjunction with the New York State IPM Program and the Department of Agriculture and Markets, the Northeastern IPM Center will host a collection of webinars, titled "Spotted Lanternfly Basics."



Each webinar will focus on, and be tailored to, a specific commodity group:

Spotted Lanternfly Basics for Hops, Berry, and

Vegetable Growers (Feb. 26, 2019, 10:00 a.m.)

Spotted Lanternfly Basics for Grape and Apple Industries (Feb. 26, 2019, 1:00 p.m.)

Spotted Lanternfly Basics for Christmas Tree Growers (Mar. 4, 2019, 10:00 a.m.)

Spotted Lanternfly Basics for Nursery, Greenhouse, and Landscape Industries (Mar. 4, 2019, 1:00 p.m.)

All webinars will follow a similar format that covers spotted lanternfly biology, identification, and hosts, monitoring and management strategies, and a regulatory update. While the content may be relevant to audiences throughout the Northeast, management practices covered will be specific to New York. Participants will be encouraged to ask questions.

For more information and registration links, go to: [NE IPM Center Website](#)

CleanSweepNY Is Coming to Western New York in 2019

CleanSweepNY is a program that provides a method of disposing of waste chemicals in an environmentally safe manner. CleanSweepNY services are provided to farmers and owners of former farms, all categories of NYS certified pesticide applicators, cemeteries, golf courses, marinas, schools, landscapers and lawncare providers, nurseries, greenhouses, and other entities possessing unwanted or unusable pesticides and other waste chemicals. Each participant is responsible for transporting their materials to the collection site. CleanSweepNY results in enhanced stewardship of the environment through the improved management and proper disposal of unusable pesticides and other chemical wastes.

The following collection dates and locations are set for Western New York in 2019

Tuesday, April 30 Gowanda, NY

Wednesday, May 1 Warsaw, NY

Thursday, May 2 Lockport, NY

Participants must register and can request registration forms at the following:

Telephone: 877-793-3769 (Ph# is voice only and doesn't accept texts)

E-mail: info@cleansweepny.org

Deadline for registration is Friday April 12 so please request and send in the completed registration form quickly. NOTE: More specific information will be provided on location and appointment times after you have registered

CleanSweepNY Services are Not Available to Homeowners

These collections are scheduled and organized by NYSDEC with collaboration of NYDOT who generously provides sites for the collection of these unwanted chemical materials. CleanSweepNY is supported by Cornell Cooperative Extension, the Agricultural Container Recycling Council, Soil and Water Conservation Districts, New York Farm Bureau, and other related grower associations.

For the more information on the CleanSweepNY program visit their website at <http://www.cleansweepny.org/>

Viticulture

Jennifer Russo, Viticulturalist, LERGP

New Viticulture Extension Specialist!

The Lake Erie Regional Grape Program is very pleased to announce that Jennifer Russo has joined their team as the new viticulture extension specialist! The viticulture extension specialist at LERGP plays a key role providing growers in the Lake Erie Grape Belt with the latest research-based information to assist them in producing grapes in an environmentally and economically sustainable manner. The Lake Erie Grape Belt extends all the way from Erie county Pennsylvania through Chautauqua, Cattaraugus, Erie and Niagara counties of New York. The viticulture extension specialist is part of an extension team consisting of Tim Weigle, Grape and Hops IPM specialist, Kevin Martin business management specialist, and Andy Muza extension educator.

Jennifer Russo actually joined the Cornell Lake Erie Research and Extension in 2018 as a research technician with the Efficient Vineyard project where she was focused on improving crop estimation procedures and practices from vineyard through industry. This improvement would have a ripple effect from helping a grower to better understand the amount of grapes in his/her vineyard(s) and the management decisions that flow from there, to trucking, processing, tank space, projections of revenues, and even crop insurance claims. In order to help solve this problem, the development of an accurate automated berry counting machine was deemed necessary. Jennifer was integral in designing the Cornell Grape Counter (CGC) machine designed specifically to count grapes at the various stages in their development. Working with National Grape Cooperative she was able to fine tune the process over the 2018 growing season. This machine is able to count the berries in 50 clusters of grapes (3,000-5,000 grapes) in approximately 2 minutes with a 99.5% accuracy. Traditionally it would take a person an average of 52 minutes to count this same number of berries and would add the possibility of human error. By using this CGC machine a grower would be able to decrease labor costs, increase accuracy and provide digitized data for crop estimates required by local grape processors.



Graduating from The State University of New York at Fredonia with both her Bachelor of Science and Master of Science Degrees, Jennifer later went back as an adjunct Biology/Environmental Science professor and graduate research scientist. Her career has been focused on environmental issues and sustainability and therefore her attention has been drawn to a number of local efforts including TimberFish Technologies LLC as the director of research and development. This organization is working to offer solutions to the looming threats to the future food supply and safety posed by rising populations and environmental pollution by developing and implementing new ecotechnologies that are environmentally sound and economically competitive in today's marketplace. Additionally Jennifer has been a Principal Investigator for the Chautauqua County portion of the Lake Erie watershed, and has worked with the U.S. Fish and Wildlife Service, NYS Department of Environmental Conservation, Chautauqua County Soil and Water Conservation District, and the Northern Atlantic Aquatic Connec-

tivity Collaborative on stream stabilization and connectivity projects to ensure future viable specie populations, reduce shrinking habitats, and assess current infrastructure effects on hydrology, sediment transport, and water quality of streams and watersheds.

The Lake Erie Regional Grape Program is happy to have a viticulture extension specialist on staff again and welcomes members of the program to call or stop in to meet Jennifer. She is excited to meet growers and looks forward to helping them get the best out of their vines.

PA Update

Andy Muza, Extension Educator, Penn State

Need Pennsylvania Pesticide Recertification credits by March 31, 2019?

Pennsylvania growers trying to acquire Pesticide Recertification credits before their license expires have a few upcoming opportunities (listed below) to obtain Core and/or Category credits before the end of March.

PA VinES Workbook Training Session

Wednesday, February 27

Description: This meeting will cover **PA VinES Workbook**: Section 1-3 (Vineyard Soil & Erosion, Nutrition, and Vineyard Management); Section 4-5 (Weed and Integrated Pest Management); Section 6 (Pesticide Management) and Funding & Installing Agriculture Best Management Practices on your Vineyard. **Completion of the PA VinES workbook qualifies individuals to apply for funds to implement conservation practices on their operation.**

PDA pesticide recertification credits: 2 Core credits and 2 Category credits.

Fee: None. Training includes lunch and a PA VinES Workbook (if needed).

Time: Registration – 9:30 AM; Program - 10:00 AM – 2:00 PM

Location: Erie County Conservation District, Headwaters Park, 1927 Wager Road, Erie, PA 16509

Registration: Email - eriecons@erieconservation.com

Or call: (814) 825-6403

NOTE: Registration deadline - Friday, February 22nd.

Erie County Tree Fruit Meeting (Commercial Tree Fruit School)

Wednesday, February 27

Description: This meeting is designed to give commercial tree fruit growers the latest research- based information on a variety of topics.

PDA pesticide recertification credits: 1 Core credit and 4 Category credits.

Registration: 9:00 AM; Program Time: 9:30 AM to 3:30 PM

Fee: \$30.00, includes lunch

Location: Burch Farms Country Market, 9210 Sidehill Road, North East, PA

Registration: <https://extension.psu.edu/commercial-tree-fruit-school>

Or call: 1-877-345-0691 (toll-free)

Lake Erie Regional Grape Program Growers' Conference

Wednesday, March 13

PDA pesticide recertification credits: Available pending approval.

Fee: \$50 for LERGP Members (additional attendees are \$40.00 each) and \$100 for Non-members.

Time: Registration – 7:30 AM; Program - 8:20 AM – 4:00 PM

Location: Williams Center, SUNY at Fredonia Campus, Fredonia, NY

Registration: Advance registration is required. Check (<http://lergp.cce.cornell.edu/>)

Or call: Lake Erie Regional Grape Program at (716) 792-2800 for more information.

Pesticide Core Credit Recertification - North East Meeting

Wednesday, March 20 (MORNING Session)

Description: This meeting is designed to give up-to-date core pesticide safety information. Topics to be determined.

PDA pesticide recertification credits: 4 Core credits.

Fee: \$10.00

Time: 10:00 AM - NOON

Location: North East Township Bldg., 10300 West Main Road (RT. 20), North East, PA

Registration: <https://extension.psu.edu/pesticide-core-credit-recertification-meeting>.

Or call: 1-877-345-0691 (toll-free)

Call Erie County Extension at (814) 825-0900 for more information.

Pesticide Core Credit Recertification - Girard Meeting

Wednesday, March 20 (AFTERNOON Session)

Description: This meeting is designed to give up-to-date core pesticide safety information. Topics to be determined.

PDA pesticide recertification credits: 4 Core credits.

Fee: \$10.00

Time: 2:00 – 4:00 PM

Location: Girard Township Municipal Building, 10140 Ridge Road (RT. 20), Girard, PA

Registration: <https://extension.psu.edu/pesticide-core-credit-recertification-meeting>.

Or call: 1-877-345-0691 (toll-free)

Call Erie County Extension at (814) 825-0900 for more information.

Grape Disease and Insect Management Workshop

Thursday, March 28

Description: The grape disease and insect management workshop will review the major disease and insect problems for Pennsylvania grape growers and provide recommendations on management practices from faculty and Extension educators. The program will also address the recent changes to the EPA worker protection standard regulations.

PDA recertification credits: Available pending approval.

Fee: To be determined.

Time: 8 AM – 12:30 AM

Location: The event will be live broadcast via Zoom at the Lake Erie Regional Grape Research & Ext. Center, 662 North Cemetery Rd, North East, PA 16428.

Registration: To be determined. Call Erie County Extension at (814) 825-0900 for more information. **NOTE:** Registration limited to 10 participants.



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