

# Cornell Cooperative Extension

## Finger Lakes Grape Program



February 6th, 2020

## Finger Lakes Vineyard Update

### Time to Register for B.E.V. NY 2020!

As Andy Williams once sang, "It's the most wonderful time of the year..."

But I'm not referring to the season of "kids jingle belling and everyone telling you be of good cheer". I'm referring to that other wonderful time of the year – the B.E.V. NY conference!

This year's conference will take place Wednesday, February 26 through Friday, February 28 at the [RIT Inn & Conference Center](#) in Henrietta, with each day focusing on a different aspect of the wine and grape business in New York. This year's Business Day program was developed in cooperation the staff at the New York Wine & Grape Foundation, and we're really excited about the program they have helped us put together this year. The day will start off with a panel discussion about 'The State of the Wine Industry', focusing on the recent report from Silicon Valley Bank about the wine market, and how those conditions affect New York wines. Several breakout sessions will give attendees the chance to choose from different subjects focused on a range of topics from employee retention and leadership to marketing and sales. This all leads up to the keynote speaker of the day, Ray Isle, Executive Wine Editor for Food & Wine magazine, who will talk about the place of New York wines on the global stage. The day will end with a wine reception in the Trade Show. And don't forget about the **Unity Luncheon** on Wednesday, when the Wine & Grape Foundation will be presenting awards to our peers, colleagues and supporters of the industry.

Thursday's Enology program features some familiar faces back by popular demand, including Gavin Sacks, Randy Worobo and Patrick Gibney, all from Cornell's Department of Food Science, along with Dr. Justin Fay from the University of Rochester who will talk about diversification and domestication of yeast used in winemaking. The program will end with Chris Gerling and Anna Katharine Mansfield leading a sensory training on wine flaws. Mmm, tasty!

Most of Friday's program will be focused on various aspects of pest management, including new technologies and new ideas to address some of the new challenges that growers are having to deal with, or likely will be in the near future. Two of the featured speakers on Friday will be new faculty members at Cornell AgriTech – Katie Gold, our new grape pathologist, and Lynn Sosnoskie, who is a weed scientist focused on specialty crop systems, including grapes. We're excited to have both of them working with the FLGP and to give them an opportunity to introduce themselves and what some of their early plans are for their programs. Our other featured speaker of the day will be Michelle Moyer from Washington State, who is leading a nationwide project to better understand and combat fungicide resistance in vineyards, including here in the Finger Lakes. The day will finish with a grower panel discussing their experiences with more "biologically-based" pest management programs, moderated by biological IPM specialist Amara Dunn.

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### Time to Register for B.E.V. NY 2020! (continued from page 1)

Growers who are looking for pesticide credits will want to be sure to attend Friday's program this year, as the conference has been approved for **4.0 recertification credits**. So no excuses this year for people to call us up asking where they can get credits before their licenses expire.

But wait, that's not all!

In addition to this year's program, our trade show is shaping up to be the biggest one at B.E.V. NY yet. The trade show will be pretty much full all three days this year, and we'll even be spilling out into the hallways a bit on Friday. So if you're interested in just about any kind of equipment, product, or service related to the industry, chances are you will find a vendor for it at this year's Trade Show.

Registration for this year's conference is \$150 per person per day, with a 10% discount for each additional person from that same business (\$135 per person). For Wednesday's Business Day, New York Wine & Grape Foundation members will receive a 10% discount for the first person to register from any given business. **Registration fees will increase after February 16**, so be sure to register before then.

You can find more detailed information about the programs for all three days of B.E.V. NY, who will be exhibiting at the Trade Show, as well as registration and lodging information, at the conference website, <http://www.bevny.org>. Questions about the conference can be directed to Gemma Osborne at [gro2@cornell.edu](mailto:gro2@cornell.edu) or 315-787-2248.

Now let's see how we can reword this old carol:

*It's the most wonderful time of the year,  
With tasting rooms selling, and winemakers smelling, while growers drink beer...*

Eh - needs some more work I think.

**See you at B.E.V. NY!!**





## **B.E.V. NY 2020**

### **Business Program**

*Wednesday, February 26, 2020*

7:45 AM: Registration and Tradeshow

8:30 AM: Welcome & Sponsor Introduction

*Chris Gerling - Cornell Enology Extension Lab and Sam Filler, Executive Director of the New York Wine & Grape Foundation*

8:45 AM: The State of the Wine Industry Report - What Does It Really Mean for New York Wines?

*Moderator: Charles Sullivan - Bond, Schoeneck and King*

*Panelists: Sam Filler, Executive Director of the New York Wine & Grape Foundation*

*Ali Tuthill, General Manager, Hound's Tree Wine*

*Richy Petrina, former Director of Private & Corporate Sales, Moët Hennessy USA and current Executive in Residence at The School of Hotel Administration at Cornell University*

10:00 AM: Breakout Seminars

Seminar A: Marketing Budgeting 101 - How to Maximize ROI for Your Efforts

*Jonathan Lange, Director of Account Service Campbell Ewald*

Seminar B: Effective Winery Leadership and Management in a Changing Environment

*Presenter TBD*

11:15 AM: Breakout Seminars

Seminar A: Identifying and Selling to Your Target Audiences

*Jon Stamell, CEO/Founder of Oomiji*

*Pablo Olay, Vice President of Padilla*

Seminar B: How to Harness "Macro" Data to Power Your Own Business

*Cathy Huyghe - Co-Founder, Enolytics; Founder, Harvard Alumni in Wine and Food;*

*Columnist, Forbes.com and Inc.com; Author, "Hungry for Wine: Seeing the World through the Lens of a Wine Glass"*

**12:30 PM: Unity Banquet Awards Luncheon**

2:00 PM: Dessert & Coffee

*Exhibitor Hall*



2:30 PM: Breakout Seminars

Seminar A: Looking Outside Your Tasting Room - Strategic Expansion of Wine Sales

*Moderator: Paul Brady, New York Wines Brand Ambassador*

*Panelists: Bruce Murray – Owner, Boundary Breaks Vineyard*

*Mark Traphagen - Traphagen Law PLLC*

*Cole Wilson - Director of Operations, Damiani Wine Cellars*

*Erin McMurrough - Brand Manager, Lakewood Vineyards*

Seminar B: Employee Retention & Development - Creating a Diverse and Happy Staff

*Hilary Moreira - Bond, Schoeneck & King, PLLC*

**3:30 PM: BREAK**

3:45 PM New York Wines on the Global Stage

*Ray Isle, Executive Wine Editor of Food & Wine Magazine*

5:00 PM: Reception

*Exhibitor Hall*



**B.E.V. NY 2020**  
**Enology Program**

*Thursday, February 27, 2020*

|                 |   |
|-----------------|---|
| <b>8:00 AM</b>  | <b>Registration</b>   |
| 8:30 AM         | Welcome<br><i>Chris Gerling, Anna Katharine Mansfield, Hans Walter-Peterson</i>   |
| 8:40 AM         | Introducing the Cornell Craft Beverage Institute (CCBI)<br><i>Chris Gerling &amp; Anna Katharine Mansfield, Cornell Enology Extension Lab</i> |
| 9:00 AM         | Diversification and domestication of yeast<br><i>Justin Fay - Biology Dept., University of Rochester</i>                                      |
| <b>10:00 AM</b> | <b>Break</b>  |
| 10:30 AM        | Stuck and sluggish fermentations: Potential causes and solutions<br><i>Patrick Gibney - Dept. of Food Science, Cornell University</i>         |
| 11:30 AM        | Tools for tannin analysis: How to think about the numbers<br><i>Gavin Sacks - Dept. of Food Science, Cornell University</i>                   |
| <b>12:30 PM</b> | <b>LUNCH</b>  |
| 1:30 PM         | Record keeping<br><i>Paul Brock - Viticulture and Wine Center, FLCC</i>   |
| 2:30 PM         | Dialing in winery cleaning protocols<br><i>Randy Worobo - Dept. of Food Science, Cornell University</i>                                       |
| <b>3:30 PM</b>  | <b>Break</b>  |
| 4:00 PM         | What stinks in here? Sensory training for wine flaws<br><i>Anna Katharine Mansfield &amp; Chris Gerling, Cornell Enology Extension Lab</i>    |
| <b>5:00 PM</b>  | <b>End of Program</b>   |



## **B.E.V. NY 2020**

### **Viticulture Program**

*Friday, February 28, 2020*

- |                 |   |
|-----------------|---|
| 7:30 AM         | Registration Opens  |
| 8:50 AM         | Welcome<br><i>Hans Walter-Peterson, Anna Katharine Mansfield, Chris Gerling</i>   |
| 9:00 AM         | The Potential of Arbuscular Mycorrhizal Fungi to Improve Plant Growth and Nutrition<br><i>Justine Vanden Heuvel - Professor of Viticulture, Cornell University</i>  |
| 9:30 AM         | How Agricultural Sensors Can Be Used to Improve IPM Practices in Vineyards<br><i>Katie Gold – Assistant Professor of Plant Pathology, Cornell AgriTech</i>  |
| 10:00 AM        | Grapes Without Glyphosate: New Herbicide Strategies for NY Vineyards<br><i>Lynn Sosnoskie – Assistant Professor of Weed Science, Cornell AgriTech</i>   |
| <b>10:30 AM</b> | <b>BREAK</b>  |
| 11:00 AM        | Fungicide Resistance - Tracking, Monitoring, and Mitigating Losses<br><i>Michelle Moyer – Associate Professor/Viticulture Extension Specialist, Washington State University</i>   |
| 11:45 AM        | Grapevine Powdery Mildew Control Through Ultraviolet Light Exposure<br><i>David Gadoury - Senior Research Associate, Cornell AgriTech</i>   |
| <b>12:15 PM</b> | <b>LUNCH</b>  |
| 1:15 PM         | Status of the Spotted Lanternfly in New York, and Management of Its Favored Host, “Tree of Heaven” ( <i>Ailanthus altissima</i> )<br><i>Laura Bailey - Natural Resource Educator, Cornell Cooperative Extension – Yates County</i><br><i>Patty Wakefield-Brown, Outreach Coordinator – Finger Lakes PRISM</i> |
| 1:45 PM         | What We Are Learning About Fruit Fly Resistance to Insecticides in the Finger Lakes<br><i>Greg Loeb – Professor of Entomology, Cornell AgriTech</i>   |
| 2:15 PM         | Can Cuticle-Enhancement Products Reduce Pesticide Use for Control of Cluster Rots?<br><i>Alice Wise – Viticulturist, CCE – Suffolk County</i><br><i>Hans Walter-Peterson – Viticulture Extension Specialist, Finger Lakes Grape Program</i>   |
| <b>2:45 PM</b>  | <b>BREAK</b>  |
| 3:15 PM         | Grower Panel: Experiences with Biologically-Based Pest Management Programs<br><i>Moderator: Amara Dunn, NYS IPM Biological Control Specialist</i><br><br><i>Panelists: Phil Davis, Damiani Wine Cellars</i><br><i>Fred Merwarth, Hermann J. Wiemer Vineyard</i>   |
| <b>4:30 PM</b>  | <b>END</b>  |



### Winter Bud Hardiness

So far, the winter of 2019-20 has been relatively kind to us with regard to how cold it has been so far. What is perhaps a bit more disconcerting is the swings and fluctuations in temperatures that we've been seeing so far. How is this "unusual" winter (and which will very likely become less unusual) impacting bud hardiness at this point?

Our most recent sampling run was done the week of January 27, and while we're still waiting for the complete data set, here are the results from a few locations in the Finger Lakes:

| Location         | Cultivar       | LT <sub>50</sub> (°F) |
|------------------|----------------|-----------------------|
| Geneva           | Cabernet Franc | -8.7                  |
|                  | Concord        | -17.9                 |
|                  | Riesling       | -9.6                  |
| East Keuka       | Cabernet Franc | -13.4                 |
|                  | Cayuga White   | -15.3                 |
|                  | Concord        | -23.4                 |
|                  | Riesling       | -12.6                 |
| West Canandaigua | Cayuga White   | -17.0                 |
|                  | Concord        | -22.0                 |
|                  | Riesling       | -11.7                 |

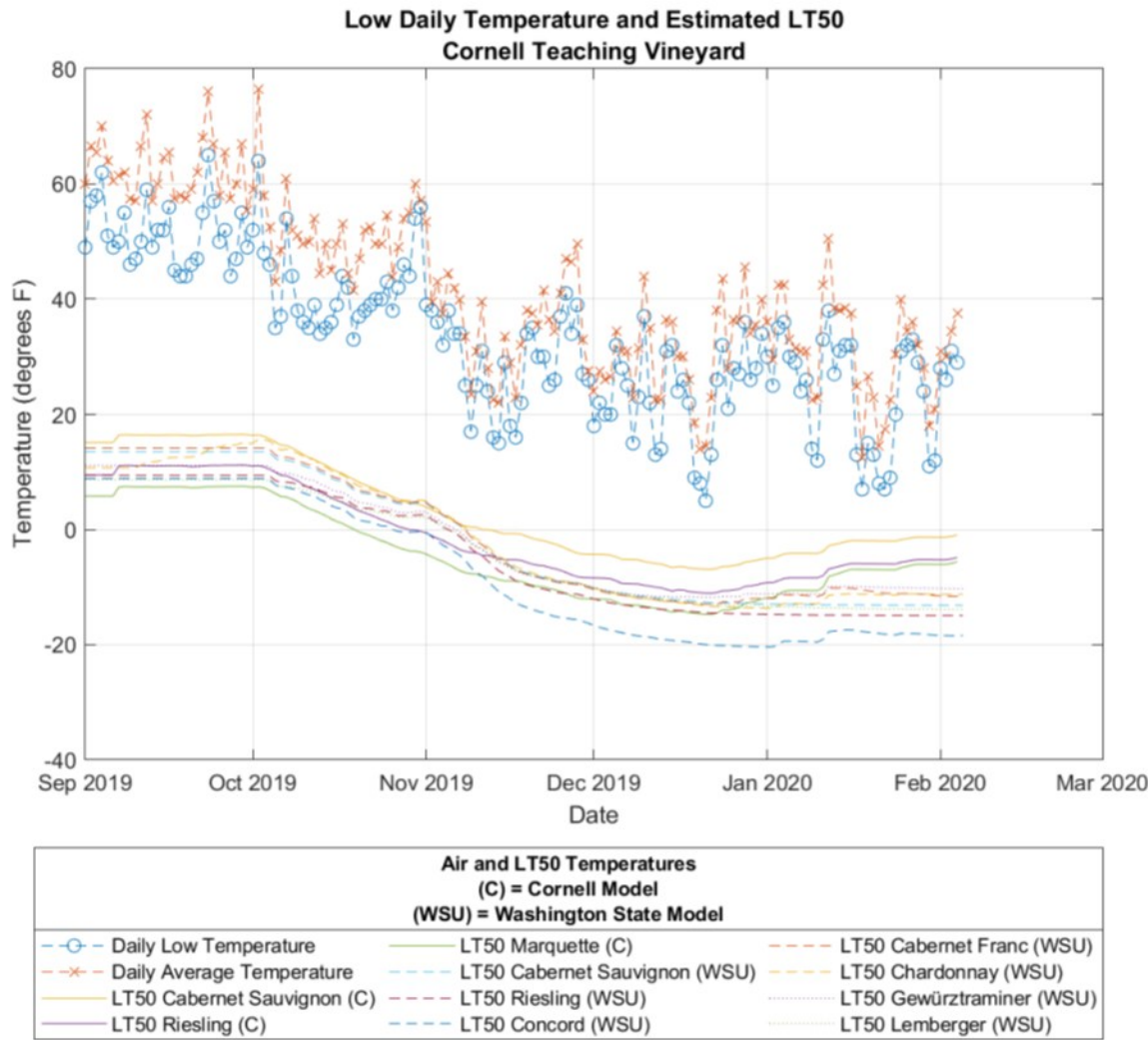
By this time of the season, the buds have probably achieved their maximum hardiness for the winter. Temperature fluctuations can certainly influence that to an extent, but even given the relatively mild conditions we've had so far, the data that we're seeing above indicate that we should be seeing minimal damage to buds on healthy canes and vines. When we get more data, we'll be sure to share that.

#### *Modeling Bud Hardiness*

As part of this project, we also continue to work with colleagues at USDA, particularly Jason Londo, on the development and refinement of a model that predicts bud hardiness based on climatic factors (primarily air temperatures). The model is based on one initially developed at Washington State University, but has been modified by Jason and his former graduate student, Al Kovalski, to better reflect the conditions in colder regions such as New York.

Our viticulture extension colleague in eastern New York, Jim Meyers, has been using both the "Cornell" and Washington State models to estimate bud hardiness for a number of vineyards in his region, but also for our Teaching & Demonstration Vineyard at Anthony Road Wine Company. The graphic shows the average and low temperature each day since September, along with the LT<sub>50</sub> predictions for different varieties using both the Cornell and WSU models. It's instructive to look at the two varieties used in both models, Cabernet Sauvignon and Riesling, and see how much the results from those differ. In Riesling, the WSU model estimates the LT<sub>50</sub> value to be around -14°F, while the Cornell model predicts closer to -7°F or so. Our current hardiness numbers based on freezer tests (not from the Teaching Vineyard, it should be noted) are between those two values. As I mentioned, the Cornell model is still being refined so it would still be a good idea to check buds before more cold sensitive varieties are pruned in order to quantify actual bud damage (this is a good idea anyway).

Winter Bud Hardiness (continued from page 3)



Output of Cornell and WSU LT50 models compared to average and low temps at the Teaching & Demonstration Vineyard near Dresden.

Speaking of cutting buds...

Finger Lakes Bud Cutting Survey 2020

It’s time, once again, to steal the razor blades out of your carpenter’s knives and check your grapevine buds for damage. Unless you’ve experienced a hyper-localized weather event, or your vines went into the winter stressed (water logged soils, mildew or virus pressure, etc.), you shouldn’t be seeing many fried buds. Our winter has been very mild so far, with the lowest temperatures at the Teaching Vineyard being recorded as 9.1°F on 12/19/19 and 10.2°F on 1/20/20.

This survey is meant to provide a means by which growers can compare notes, and to fill in gaps the Finger Lakes Grape Program may have missed in our normal bud collection duties. Inspect your buds, calculate the percentage of death you find for each variety tested (there’s a calculator built into the spreadsheet), input into the correct column, and add any notes you think would be helpful. Thank you for your participation and spread the word to your friends. If you think anything is lacking or should be expanded, let us know.

Link to the Bud Injury Survey Spreadsheet: <https://tinyurl.com/r3xhwuy>



### NY Wine & Grape Foundation Research Reporting

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Each year, a number of organizations including the Lake Erie Regional Grape Program Research and Extension Program, Inc., NYS Wine Grape Growers, The New York Wine & Grape Foundation, along with several private groups, provide funding for grape and wine related research and extension projects. As part of the process of evaluating these funded projects, the Wine & Grape Foundation coordinates a session where recipients of those funds report on the results from those projects over the previous year.

This year's reporting session is scheduled for Thursday, February 13, 2020 at the Cornell Lake Erie Research and Extension Laboratory located at 6592 West Main Road, Portland, NY. This location will serve as the main location, with a satellite location at Cornell AgriTech, Barton Lab Room A134, Geneva, NY. The meeting will begin at 10:00 a.m. and run until approximately 1:00 p.m. There will also be short presentations on proposed new projects for the funding year 2020-2021.

The meeting will be conducted in an informal, roundtable format to accommodate questions from the floor while at the same time giving everyone a chance to present key findings from 2019-2020 and outline plans for the future.

Please RSVP by February 11 to [danaalexander@nywgf.org](mailto:danaalexander@nywgf.org) if you plan to attend, and at which location.

### Northern Grapes Webinar

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#### Update on Trunk Injury and Disease Surveys in Minnesota and New York

Annie Klodd and collaborators Matt Clark, Bob Blanchette, and Davy DeKrey: University of Minnesota

Janet Van Zoeren and Tim Martinson: Cornell University

**February 18, 2020**

**2:00 PM Eastern Standard Time**



#### **Annie Klodd**

Extension Educator – Fruit and Vegetable Production

University of Minnesota Extension

St. Paul Minnesota

Annie conducts outreach and applied research to benefit fruit and vegetable growers of all sizes in Minnesota. Viticulture is an important part of her program.



#### **Tim Martinson**

Senior Extension Associate – Viticulture

Cornell University Extension

Geneva, New York

Tim is the senior extension associate in the section of horticulture, school of integrative plant science, based at Cornell AgriTech in Geneva, NY. He is the statewide viticulture extension specialist and outreach coordinator for the *VitisGen2* project.

Two surveys addressing trunk injury and trunk diseases were undertaken in 2019 in Minnesota and New York. The Minnesota survey focused on identifying trunk pathogens and their impact in the upper Midwest. In the New York survey, we quantified the extent of missing grapevine canopy due to dead arms, missing vines, and visible Eutypa, and Crown Gall symptoms by examining 300 vines in 60 vineyard blocks. Percent canopy reduction in hybrids ranged from 0.5 to 26% (median=5%) and in *vinifera* ranged from 1 to 70% (median=10%). We will discuss management options for addressing trunk injury.

**Registration:** You need to pre-register to attend. Registrants will receive a link and reminder 1-2 days before the presentation.

Register at: [https://cornell.zoom.us/webinar/register/WN\\_yhcNBUgoSUWX82qtvVVbfQ](https://cornell.zoom.us/webinar/register/WN_yhcNBUgoSUWX82qtvVVbfQ)

Any questions can be addressed to [rjw256@cornell.edu](mailto:rjw256@cornell.edu)

### Additional Information

Become a fan of the [Finger Lakes Grape Program on Facebook](#), or follow us on [Twitter \(@cceflgp\)](#) as well as YouTube. Also check out our website at <http://flgp.cce.cornell.edu>.

Got some grapes to sell? Looking to buy some equipment or bulk wine? List your ad on the [NY Grape & Wine Classifieds website](#) today!

#### Finger Lakes Grape Program Advisory Committee

**Eric Amberg**- Grafted Grapevine Nursery  
**Bill Dalrymple**- Dalrymple Farm  
**Matt Doyle**- Doyle Vineyard Management  
**Eileen Farnan**- Barrington Cellars  
**Chris Gerling**- Cornell University Extension  
**Mel Goldman**- Keuka Lake Vineyards  
**Luke Haggerty**- Constellation Brands  
**Tina Hazlitt**- Sawmill Creek Vineyards  
**Cameron Hosmer**- Hosmer Winery

**Harry Humphreys**- Overlook Farms  
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**Gregg McConnell**- Farm Credit East  
**Herm Young**- Young Sommer Winery  
**John Santos**- Hazlitt 1852 Vineyards  
**Dave Smith**- Smith Brothers Farms  
**Justine Vanden Heuvel**- Cornell University  
**Derek Wilber**- Swedish Hill Winery

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## Cornell Cooperative Extension Finger Lakes Grape Program

**Hans Walter-Peterson**—Team Leader  
**Donald Caldwell**—Viticulture Technician

The Finger Lakes Grape Program is a Cornell Cooperative Extension partnership between Cornell University and the Cornell Cooperative Extension Associations in Ontario, Seneca, Schuyler, Steuben, Wayne and Yates Counties.

[flgp.cce.cornell.edu](http://flgp.cce.cornell.edu)



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