



**Cornell Cooperative Extension**  
Lake Erie Regional Grape Program

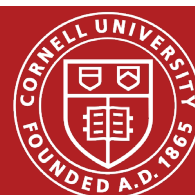


**PennState Extension**

*Concords up close and personal  
photo- Kim Knappenberger*

**Crop Update - October 15, 2020**

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## In this Crop Update:

- **CFAP2- IMPORTANT!!- Kevin Martin**
- **Frost Damage, COVID 19 Protocols- Jennifer Phillips Russo**
- **VIP Update, Sanitizer and Face Masks- Kim Knappenberger**



*The Lake Erie Regional Grape Program is a Cornell Cooperative Extension partnership between Cornell University and the Cornell Cooperative Extensions in Chautauqua, Erie and Niagara county NY and in Erie County PA.*

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**How to join a Zoom meeting video (1 minute):**

[https://www.youtube.com/embed/vFhAEoCF7jg?rel=0&autoplay=1&cc\\_load\\_policy=1](https://www.youtube.com/embed/vFhAEoCF7jg?rel=0&autoplay=1&cc_load_policy=1)

**Joining and Configuring Audio & Video (1 minute):**

[https://www.youtube.com/embed/HqncX7RE0wM?rel=0&autoplay=1&cc\\_load\\_policy=1](https://www.youtube.com/embed/HqncX7RE0wM?rel=0&autoplay=1&cc_load_policy=1)

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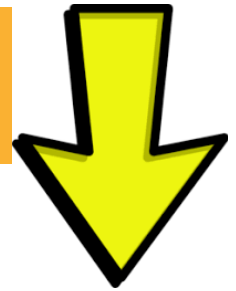
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# Business Management

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

Please read this important information- your farm may be eligible for financial assistance!



## CFAP 2

Corona Virus Food Assistance Program 2.0 is live. This program was originally created to provide financial assistance to farms that were directly impacted by Corona virus. Early on, supply chains broke down and there was price volatility in certain crops. Some crops could not be harvested. CFAP was designed to reimburse those farms for some of their losses.

CFAP 2 is a different program altogether. Commodity based restrictions are no more. If a farmer is growing it, the farmer is getting paid something. All that is required is a simple application. This program has been live for two weeks.

To apply contact your local FSA office. Some offices are open by appointment, but all can be contacted via phone. Applications need to be finalized by December 11, 2020. More information can be found at [farmers.gov/cfap](https://farmers.gov/cfap)

This update is being provided now because I wanted to gather some specific information about grapes and cooperatives. For better or worse, payments will match 2019 sales. This means that payments will be based on certificates issued in 2019. It will not include certificates that matured in 2019.

To determine gross revenue before you contact FSA, have your schedule F ready. The grape payment would typically be calculated on gross sales of grapes that show up on lines 2, 3(a) and/or 8. Line 2 would typically include payments from cooperatives. Line 3 might include certificates or dividends. Line 8 sometimes includes cash payments for grapes where the buyer did not provide a 1099. This will vary based on software and accountant methodology. No accounting for expenses is necessary. This payment is based on gross sales, not net.

2019 Sales Range	Percent Payment Factor
\$0 to \$49,999	10.60%
\$50,000 to \$99,999	\$5,300 + 9.90%
\$100,000 to \$499,999	\$9,250 + 9.70%
\$500,000 to \$999,999	\$48,049 + 9.00%
Sales over \$1 million	\$105,800 + 8.80%

As you can see these payments are slightly graduated as gross sales go up, but only slightly. As specialty crop commodity growers profit comes through volume. Paying based on a percentage of

gross sales will dramatically increase profitability. In the best of times profitability does not exceed 30%. This payment will represent somewhere between 30% and 100% (or more) of 2019 net income. In other words \$6,000 for a typical hobbyist or \$25,000 for a typical full-time grower.

Payments are capped at \$250,000 per entity. Family farms with multiple active participant/owners can work around this cap. Needless to say, this is the direct subsidy program that a lot of growers have been looking for that I did not think we would ever see again. To be fair, that is the general theme of 2020. Good luck and happy harvesting.

For more information, please watch this [youtube video. \(podcast #183 on lergp.com\)](#)

We have had growers take advantage of this opportunity, and have contacted me with this to say about the process:

*"the entire process took me less than 24 hours and only involved a few emails back-and-forth and getting the correct gross crop sales to get in to the FSA office. I just needed to sign two things, and the application is finished. And it did turn out to be close to 10% of our crop sales for 2019. thank you so much for bringing this to our attention. Praying people take advantage of it."*

*"Yes, everyone needs to apply. I had never done business with FSA before so there were a few more forms to fill out besides the application but were simple and quick. I was able to do the whole process through email. Filed on Oct. 2, money was in my bank account this morning, Oct. 14. That is 12 days total !!"*

## We would like to be able to reach you via text message!

It seems that everyone is so busy and away from their desk often, so in order to be able to reach you in a timely manner or just to add convenience for you to have easy access to our information right at your finger tips- we are asking for your permission to reach you via text message.



This is a link taking you to a survey where you can give us permission by supplying your phone number with area code and your text preferences- it is only a 3 question survey that will take but a minute to complete.

[Text me please!](#)

# THANK YOU!



# Viticulture

Jennifer Russo, Viticulture Extension Specialist, LERGP

The harvest season is almost complete. I hope that if you are one of the growers that have finished harvesting that you are getting to rest a little easier. If you are still in full swing, I hope that the rest of this harvest is uneventful and safe.

I have been around the region and have seen some really good matured wood out there. Here's to a more productive next year.

With that said, I need to inform you that when speaking to processors who have completed their harvest it is evident that Erie County and Cattaraugus County were clearly hit hard by the two frost events in May. I have contacted the county FSA departments and initiated the process to get disaster declared in those counties. I will keep you all informed as I learn more.

As a regional team with agritourism members, we have been asked to share some information with you all. Please help spread the word to farms with agritourism operations that the state and local health departments are out checking for compliance with COVID-19 protocols with farms that have ag tourism activities during this fall season. We want to make certain that we are all doing our part to remain resilient as an industry, but we must take the necessary health and safety requirements. This targeted enforcement on agritourism could also lead to enforcement on agriculture. Below is a letter that was shared by the Cornell Small Farms Program

Team with pertinent links and information. Thank you all for your compliance and keep up that great work!

Best,  
Jennifer



*Figure 1. Mature Concord Canes*

“Dear farmers and friends,  
Throughout the COVID-19 pandemic, we have worked with farmers to help build resilience for their businesses. In building resilience, we must also remain diligent in maintaining health and safety requirements.

The New York State Department of Agriculture and Markets and the Department of Health are [reminding agritourism businesses](#) that they must adhere to the COVID-19 New York Forward guidance. This comes in response to a recent outbreak associated with a NY agritourism farm.

“We want these farms” **and wineries** “open and operating and the public to be able to take advantage of these great family activities, but we need everyone to follow the guidelines to keep New Yorkers safe. This includes making sure businesses are capping capacity and ensuring that patrons are practicing social distancing and wearing masks,” State Agriculture Commissioner Richard A. Ball said. “Together, we can continue to reduce the spread of COVID-19 and protect our communities.”

All farms that are hosting the public for pick-your-own operations, corn mazes and more are specifically subject to the [Low Risk Outdoor Arts and Entertainment](#) and [Public Transportation](#) guidance. Guidance includes, but is not limited to:

- Reduced capacity
- Face coverings required
- Social distance maintained between individuals/parties

In addition, we have created “[Best Management Practices for Agritourism Farms During the COVID-19 Pandemic](#).” This document provides management and communication strategies for agritourism activities for the 2020 season to support your farms as you navigate the COVID-19 outbreak.

Throughout the COVID-19 pandemic, farmers have reported higher numbers at their U-Pick farms, as customers yearn for time outdoors with their families and friends. In light of what we understand about the spread of COVID-19, new management practices are needed to operate your agritourism ventures safely. This will take some more planning, possibly adding more staff to your team and training those staff to help manage activities to ensure physical distancing and face covering use by customers who visit.

Be well,  
The Cornell Small Farms Program Team”

**Mosier-Maille Ag Consulting**  
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(814) 572-5781

mmagconsulting@gmail.com



# Updates and Information

Kimberly Knappenberger, Viticulture Assistant, LERGP

## Year 3 of the Vineyard Improvement Program

We have wrapped up 2 years of the Vineyard Improvement Program and are about to begin year 3 of the 5 years it will be available. So far there have been 22 applicants to the program, 8 of which already have their projects completed and have received their reimbursement checks. To date over \$148,000 has been paid out and over 107 acres of unwanted/uncontracted Concord vineyards have been replaced with another agricultural commodity.

October 2020 marks the “sweet spot” of the program because there is still the maximum amount of time available for removal and replant. This program allows for 1 year to complete the removal, and 2 more years to complete the replant. We have seen that many applicants don’t need quite that much time, but some do, often depending on what commodity is being replanted. If you have been thinking that this program could help your business but keep putting it off, now is the time to check it out. Go to [lergp.com](http://lergp.com) and click on the big purple Vineyard Improvement Program button. Applicants need not be grape growers. Landowners of abandoned Concord vineyards are welcome and encouraged to apply. Proof of Concord will be required and the land must be replanted to an agricultural commodity. This time of year we could prove Concord by simply tasting the berries still on the vines, so if you have a block that has seen better days, but don’t have proof that it is Concord, we can come out and put it to the taste test.

This program is provided by New York Ag and Markets and is funded by the Southern Tier Agricultural Industry Enhancement Program. It is available to the Southern Tier of New York which for this program includes the following counties: Chautauqua, Erie (NY), Niagara, Allegany, Broome, Cattaraugus, Chemung, Chenango, Delaware, Steuben, Schuyler, Tompkins, and Tioga.



If you have questions please contact Kim Knappenberger ([ksk76@cornell.edu](mailto:ksk76@cornell.edu)), Kevin Martin ([kmm52@psu.edu](mailto:kmm52@psu.edu)) or Jennifer Phillips Russo ([jjr268@cornell.edu](mailto:jjr268@cornell.edu)).

*Figure 1 Vineyard Improvement Program Removal candidate*



## Hand Sanitizer and Masks for Producers in Chautauqua County

There is still an ample supply of hand sanitizer and masks available at CLEREL in Portland. These supplies have been provided by the NYS Dept of Agriculture and are being distributed by CCE Chautauqua County. As a reminder, this supply is available to ALL agricultural producers, that includes dairy, livestock, grapes, vegetables, farm stands, U-Pick, nursery, equine, and craft beverage, so spread the word! Stay safe everyone!

To sign up for your free masks and hand sanitizer click [this link](#).



*Figure 1 NYS Clean hand sanitizer - good to keep in trucks or tractor cabs*

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# Other links of interest:

[LERGP Web-site:](#)

[Cornell Cooperative Extension website:](#)

[Cornell CALS Veraison to Harvest Newsletter:](#)

[Efficient Vineyard:](#)

[Appellation Cornell Newsletter:](#)

## **COVID-19 resources:**

Need information? View the following Cornell CALS and CCE Resource Pages Updated Regularly

General Questions & Links:

<https://eden.cce.cornell.edu/>

Food Production, Processing & Safety Questions:

<https://instituteforfoodsafety.cornell.edu/coronavirus-covid-19/>

Employment & Agricultural Workforce Questions:

<http://agworkforce.cals.cornell.edu/>

Cornell Small Farms Resiliency Resources:

<https://smallfarms.cornell.edu/resources/farm-resilience/>

Financial & Mental Health Resources for Farmers:

<https://www.nyfarmnet.org/>

Cornell Farmworker Program

[www.farmworkers.cornell.edu](http://www.farmworkers.cornell.edu)

[www.trabajadores.cornell.edu](http://www.trabajadores.cornell.edu) (en espanol)

