



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

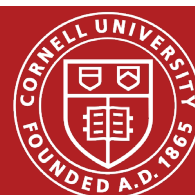


**PennState Extension**

photo- Jennifer Phillips Russo

**Crop Update - December 3, 2020**

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.



## In this Crop Update:

- **CFAP2 Deadline Approaching, Concord Grape Market Survey link- Kevin Martin**
- **Research Updates- Jennifer Phillips Russo**
- **Updates on VIP, NEWA, PPE- 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.*

## Contact Information:

**Jennifer Phillips Russo - LERGP Viticulture Specialist:**

[jjr268@cornell.edu](mailto:jjr268@cornell.edu)

(716) 640-5350

**Kevin Martin – LERGP Business Management Specialist:**

[Kmm52@psu.edu](mailto:Kmm52@psu.edu)

(716) 397-9674

**Andy Muza – LERGP Disease and Pest Management Specialist:**

[Ajm4@psu.edu](mailto:Ajm4@psu.edu)

(814) 825-0900

**Kim Knappenberger – LERGP NEWA and Vineyard Improvement Program Contact**

[Ksk76@cornell.edu](mailto:Ksk76@cornell.edu)

**Kate Robinson – Administrative Assistant**

[Kjr45@cornell.edu](mailto:Kjr45@cornell.edu)

**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)

[Click here to watch LERGP Podcasts](#)





**DRYSHOD**  
WATERPROOF FOOTWEAR  
The world's most wearable rubber boot.

[dryshodusa.com](http://dryshodusa.com)



ORIGINAL  
**LÖWE**

**FELCO**<sup>®</sup>  
SWISS  MADE



**CORONA**<sup>®</sup>

SEASON AFTER SEASON

**NORTH EAST FRUIT GROWERS**  
2297 KLOMP ROAD, NORTH EAST, PA 16428  
**814.725.3705**

**NEFRUITGROWERS@VERIZON.NET**  
OPEN YEAR-ROUND MONDAY - FRIDAY 8AM - 5PM  
OPEN SATURDAYS APRIL - NOVEMBER 8AM - NOON

**BULK FERTILIZER**  
**BAGGED FERTILIZER**  
**CHEMICALS**  
**VINEYARD SUPPLIES**  
**ORCHARD SUPPLIES**  
**PRUNING SUPPLIES**  
**GLOVES & BOOTS**  
**POND PRODUCTS**  
**PRODUCE PACKAGING**  
**HOME OWNER SUPPLIES**  
**& SO MUCH MORE!**

 **Clover Hill**  
 **Sales** LLC

10401 Sidehill Road, North East, PA 16428

**814-725-3102**

[sales@cloverhillsales.com](mailto:sales@cloverhillsales.com)

[www.cloverhillsales.com](http://www.cloverhillsales.com)



**DURAND  
WAYLAND**

**WOODS**  
Woods Equipment Company



**EDWARDS**  
EQUIPMENT COMPANY



**TISCO** **STOLTZFUS  
SPREADERS**

Harvester Parts and Belting  
Southern Yellow Pine Posts  
Tractor Tires & Tubes • And So Much More!



**T3F:** A compact, comfortable, heavy-duty tractor for narrow rows. Combine great value with comfort in this low-profile, heavy-duty tractor from New Holland. It's perfect for orchards, nut groves, vineyards, hopyards, blueberry farms—any operation where you need a utility tractor for low-clearance areas.



[newholland.com](http://newholland.com)

Larry Romance & Son Inc.

2769 Rt 20

Sheridan NY 14135

716-679-3366

[www.LarryRomanceandson.com](http://www.LarryRomanceandson.com)

© 2019 CNH Industrial America LLC. All rights reserved. New Holland is a trademark registered in the United States and many other countries, owned by or licensed to CNH Industrial N.V., its subsidiaries or affiliates.

# Business Management

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

## 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.

## Concord Grape Market Survey:

This survey is part of an extension project conducted by Cornell University and funded by the Department of Agriculture & Markets of New York State.

The purpose of the project is to generate knowledge of the Concord grape market to help growers add value to their products and become more profitable.

The survey takes about 5 minutes to complete.

Your participation is voluntary and your answers will be completely confidential. The results of our analyses will be shared only in a consolidated form, which will not identify individuals or specific wineries.

If you have any questions, please contact Jie Li at [jl2522@cornell.edu](mailto:jl2522@cornell.edu)

Thank you for your participation.

[https://cornell.ca1.qualtrics.com/jfe/form/SV\\_5opYg0ELguGLaAJ](https://cornell.ca1.qualtrics.com/jfe/form/SV_5opYg0ELguGLaAJ)



# Viticulture

Jennifer Russo, Viticulture Extension Specialist, LERGP

## RESEARCH FOCUS

Many of you are well aware of pieces the Efficient Vineyard Project and some have even participated in the loan sensor program that helped drive some of the research decisions. Below is a video that Terry Bates put together that showcases the why, what for, and what now. I encourage all to watch this video and see where the project is today and what it has to offer for you, the grower. Congratulations to all who participated in this project. Please feel free to send comment or questions to my email: [jjr268@cornell.edu](mailto:jjr268@cornell.edu) and I will be sure to get some answers for you.

### [Video Overview of Efficient Vineyard Project \(9 minute video\)](#)

The recently-concluded five-year Efficient Vineyard Project, led by Dr. Terry Bates, focused on affordable sensors to measure, model, and manage vineyard variability in soil, vigor, and cropping levels. This video provides an overview of the project and its impacts.

### **The following message is from Brian Eshenaur, the new lead for Spotted Lanternfly at NYSIPM:**

Hi all,

Hillary Mosher of the Finger Lakes Institute/Finger Lakes PRISM hosted an excellent webinar on Tuesday: How to identify, observe, and report spotted lanternfly and survey using iMapInvasives. They had over 170 participants! If you weren't one of them you may want to check it out.

The full recording is also available here:

[https://hws.zoom.us/rec/share/v6AOvt5DiSK\\_EZHWClkbvGqiqTOvFz2KSRsg8FtJBy2cQ\\_T80Jfa6g7BdGn763Py.kXFB\\_qV-hcuRTVzN?startTime=1606838389000](https://hws.zoom.us/rec/share/v6AOvt5DiSK_EZHWClkbvGqiqTOvFz2KSRsg8FtJBy2cQ_T80Jfa6g7BdGn763Py.kXFB_qV-hcuRTVzN?startTime=1606838389000)

This meeting and upcoming presentations are available on the [fingerlakesinvasives.org](http://fingerlakesinvasives.org) website: <http://fingerlakesinvasives.org/invasive-species-webinar-series-2/>. (scroll down to see previous webinars)

Should you need to contact any of our speakers, their email addresses are:

NYS Dept. of Ag and Markets:

- [Thomas.Allgaier@agriculture.ny.gov](mailto:Thomas.Allgaier@agriculture.ny.gov)
- [michael.giambalvo@agriculture.ny.gov](mailto:michael.giambalvo@agriculture.ny.gov)
- [Michael.Formichelli@agriculture.ny.gov](mailto:Michael.Formichelli@agriculture.ny.gov)

iMapInvasives/NY Natural Heritage Team:

- [jennifer.dean@dec.ny.gov](mailto:jennifer.dean@dec.ny.gov)
- [Mitchell.ONeill@dec.ny.gov](mailto:Mitchell.ONeill@dec.ny.gov)

Also from Hillary and the Finger Lakes PRISM are these steps to follow that are simple and language that is easy to share with groups and on social media.

## ***Know. Observe. Report.***

### ***KNOW:***

To properly identify spotted lanternfly and understand its life cycle, its host plants, and how to monitor and manage it, visit:

- <https://agriculture.ny.gov/spottedlanternfly>
- [nysipm.cornell.edu/environment/invasive-species-exotic-pests/spotted-lanternfly/spotted-lanternfly-ipm/](https://nysipm.cornell.edu/environment/invasive-species-exotic-pests/spotted-lanternfly/spotted-lanternfly-ipm/)
- NYS IPM: <https://tinyurl.com/yylmpcat>
- [StopSLF.org](https://stopslf.org) (PA)

### ***OBSERVE:***

Help us by surveying in your own backyard- check trees for egg masses and other items where egg masses may be laid. If you recreate in the #FLX, check trailheads and parking lots for egg masses or adults who will be alive until we get a few hard frosts.

### ***REPORT:***

If you think you see a spotted lanternfly, Take Action:

- Take a photo
- Collect an adult sample and place it in a freezer or in a jar with rubbing alcohol or hand sanitizer.
- If an egg mass, record GPS location and leave for further verification  
Report it to: [spottedlanternfly@agriculture.ny.gov](mailto:spottedlanternfly@agriculture.ny.gov)
- Additional resources can be found here:  
<https://agriculture.ny.gov/spottedlanternfly>  
<https://www.northeastipm.org/ipm-in-action/current-news/spotted-lanternfly-found-in-ithaca-ny/>

The NYS IPM website updated the Spotted Lanternfly Reported Distribution Map below, <https://nysipm.cornell.edu/environment/invasive-species-exotic-pests/spotted-lanternfly/>.



# Updates and Information

Kimberly Knappenberger, Viticulture Assistant, LERGP

## Vineyard Improvement Program for Eligible New York Counties

We have had a little uptick in activity with the program over the past couple months. 4 new applicants adding about 35 more acres of abandoned Concord vineyard to the total being removed. Two more reimbursements are in the process of being finalized which will bring the amount paid out to applicants to almost \$169,000. All of the new applicants were able to take advantage of the time of year when the grapes could be tasted to confirm Concord. This can be a difficult thing to prove for vineyards that have been abandoned long ago and contract history lost.

As a reminder the program will pay 50% of removal costs (all vines, posts and wire) up to \$1,500 per acre, and 25% of replant costs up to \$1,500 per acre. Seed costs are not reimbursed. So field crops, vegetables, cover crops, hay, although they are eligible replants as agricultural commodities, we are unable to reimburse for those expenses. We will reimburse for replanting more permanent commodities like vineyards (even Concord if it makes sense in your business plan), orchards, Christmas trees, etc. If you are considering a commodity let us know and we can get confirmation about whether or not it is covered before you start. Please fill out the application prior to beginning the project. An initial site visit will be made to confirm the presence of the vineyard and to get photos to add to your file.

If you are still considering using this program to remove an abandoned/underproducing Concord vineyard please take a look at the website <https://lergp.com/about-vip> to learn more and to submit an application. If you have questions about the program or what is needed for budget and business plan you can contact Kim at [ksk76@cornell.edu](mailto:ksk76@cornell.edu), Kevin at [kmm67@cornell.edu](mailto:kmm67@cornell.edu), or Jennifer at [jjr268@cornell.edu](mailto:jjr268@cornell.edu). We look forward to working with you!



*Figure 1 Abandoned Vineyard with trees*



## NEWA In Our Region 2020

Our East Westfield station has been offline since May 20<sup>th</sup> and missed collecting data for the entire season. Unfortunately the station is a victim of the updating telecommunications technology. This is our only cellular station in the region, the rest operate on wifi with an IP-100 base that is located in a structure with internet availability. The cellular aspect allows it to stand alone without need of wifi and allows it to be placed in the vineyard as long as it is able to connect via cellular data, just like a phone does. It is currently set up to use the 3G network and is in the process of being updated. Hopefully it will be back in the vineyard in the next few weeks.

The remaining 23 stations in our region have had occasional lapses, but for the most part have been collecting reliable data to be used in the grape models on NEWA. A few batteries have needed replacing, as well as 2 Relative Humidity/Temperature sensors and a mini aerovane. The Sheridan station is currently having some issues related to the mini aerovane and it is on the short list of repairs that need to be done. The leaf wetness sensor on the Silver Creek station has been deactivated, however NEWA is able to use different parameters to calculate the grape disease models for that station.



If you are a frequent visitor to NEWA and notice missing data, or the data seems like it is not reflecting the true weather conditions, please contact Kim Knappenberger at [ksk76@cornell.edu](mailto:ksk76@cornell.edu). When a temperature and relative humidity sensor is bad, sometimes the data shows temperatures that are high. Or there may be no humidity data at all. If that is the case, the sensor needs to be replaced. Precipitation is starting to be difficult to record due to the snow, so these results are not an accurate representation of the actual precipitation.

This is a great time of the year to work through problems, get parts replaced or have the stations serviced. Let Kim know if she can help and thank you for your help in keeping the weather data as accurate as possible!

**LaPorte**  
**Farm Equipment**  
"Large and small, we sell them all!"  
Sales - Parts - Service  
Westfield NY (716) 326-4671

**CASE III**  
AGRICULTURE

[laportefarmequipment.com](http://laportefarmequipment.com)

### Custom Built 2 Tank Weed Sprayer



We sell and service CaseIH Tractors, Oxbo Harvesters, and Turbomist Sprayers. We also custom manufacture single and dual tank sprayers, spray booms, pre-pruners, brush sweepers, & wire winders.



## Hand Sanitizer and Masks for Producers in Chautauqua County

Unfortunately we are seeing a rise in COVID-19 cases in New York and across the United States. Please do what you can to protect yourselves and your families during this holiday season.

If you find yourselves running low on hand sanitizer or could use more masks contact Kim at [ksk76@cornell.edu](mailto:ksk76@cornell.edu) to set up a time to pick some up from CLEREL in Portland. Right now we do not have any small spray bottles, but there is still an ample supply of hand sanitizer in gallon jugs and masks. Small spray bottles can be purchased at a dollar store and filled from the gallon jugs. It is recommended that you keep some in your coat pocket or in your car or truck to use when you are out and about. 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!

You can also sign up for your free masks and hand sanitizer at [this link](#).



*Figure 1 NYS Clean hand sanitizer - good to keep in coat pocket or truck*

# 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)

