



CROP UPDATE

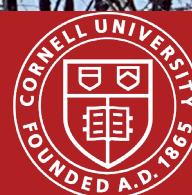
January 20, 2022

Cornell Cooperative Extension
Lake Erie Regional Grape Program



PennState Extension

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In this copy:

2022 Winter Grower Conference Info- please register and join us!

Succession Planning for Bulk Juice Production? -Kevin Martin

Virtual Conference, Cold Hardiness Monitoring, Tim Martinson Retiring - Jennifer Phillips Russo

VIP Update- Kim Knappenberger

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[Click here to
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Podcasts](#)

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.

LERGP Winter Grape Grower Conference Series

Registration is [OPEN!](#)

January 19, 2022-Zoom 9:00am-Noon
February 16, 2022-Zoom-9:00am-Noon
March 16, 2022-Williams College SUNY Fredonia In Person

Register once for all 3 events- you can attend 1, 2 or all 3.
Registration price is for all 3.
You can register anytime from now through March 4th, 2022.

We are planning to have guest speakers at all events.
January will have Dr. Terry Bates speaking on the MyEV tool and vine balance. Kevin Martin will discuss converting from bin to bulk harvest.
February will be Andy Muza and Bryan Hed conducting the Pest Management -What is Your Plan?
March- In Person at SUNY Fredonia
see next page for full agenda of speakers and information

February and March will have DEC and PDA credits available.

We will update the [LERGP web-site](#) as information becomes available, and keep you informed through the Crop Update as well.

LAKE ERIE REGIONAL GRAPE PROGRAM

2022 GRAPE GROWERS' Winter Series CONFERENCE REGISTRATION FORM

SUNY Fredonia Williams Center

Thursday, March 19, 2020

Deadline for registration is Friday, March 6, 2020.

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 (includes all 3 sessions)	\$ 100.00
Additional attendee on same farm	\$ 35.00
Non- member	\$150.00

Additional Attendees:

_____	\$
_____	\$
_____	\$
_____	\$
_____	\$

*Please add a **\$25.00 late fee** for each reservation made after March 4, 2022

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 _____

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<u>Date Ck. Rec'd</u>	<u>Amount</u>

Call Kate at 716-792-2800 ext 201 with any questions.



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Business Management

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

Succession Planning for Bulk Juice Production

A farm succession plan can be fairly difficult to navigate. By some measure most farm succession plans end in failure. Much of that can be attributed to an unfair definition of failure. A farm succession and estate plan becomes increasingly complex as the number of people and their reliance on the business grows. When more than three people rely on the business as their livelihood, a detailed analysis of the business and review of strategy becomes fundamental to the financial well-being of all interested parties.

Employee Based Succession Plans

Poor estate and succession planning can result in the failure of a farm. For some, that can be an emotional loss. If that is the case, it is important to understand the history and work behind a farm that results in that emotion. When the attachment and interest is not shared by the following generation, acceptance can be particularly challenging for the senior generation. Expanding the scope of what succession means and how to define successful succession can be helpful. Building a relationship with an individual, even if they're outside of the family can be rewarding.

A non-family succession plan can allow the farm business to transfer to the next generation, gradually, despite the lack of family interest. It can also allow a senior generation or even a spouse that is passive in the operation to stay more involved for a greater period of time. That benefit can improve satisfaction and the quality of life in "retirement". It may come at a cost, of course. The sustainability of a business will often require a non-family member to be reimbursed in salary as well as stock. It may reduce the overall size of the estate for children. Weighing the priorities of the senior generation and their business goals for their later years and beyond can help guide the practicality of a non-family succession plan.

This type of plan also has the opportunity to improve the business operations of the farm. A typical farm of 100 – 200 acres would only require one or two full time operators. This plan will minimize or eliminate the need for employees that do not have an ownership interest. Such an interest can increase productivity, critical thinking, and innovation. If done gradually enough and early enough, this type of plan could improve profit margins to the extent that the estate size is actually maintained. Meaningful interest in ownership also substantially reduces payroll regulations.

If a spouse would prefer to divest his or herself of this partnership in the event of a farmer's death, a sizable life insurance policy is typically the only practical way to avoid asset sales that cripple the farm's ability to operate. If the non-farm spouse predeceases the farmer, the significant life insurance policy could be reduced substantially. Where life insurance is not practical planning needs to occur very early on. Also, the spouse would likely need to help finance the buy-out should an untimely death occur. While life insurance is much more straight-forward, it can be cost prohibitive as well.

Management Transfer Plan

A healthy vineyard business, either large or one supported by outside income is one step toward

success. Another critical element is a management transfer plan. Most family operated vineyards are run as a sole proprietorship. Even an LLC, S-Corp or C-Corp is typically run with one individual exclusively holds all titles and responsibilities above day laborer. A division of that management structure, along with a planned out evolution is necessary for success.

There are two temptations, mostly based on grower personality, that are important to avoid. Some growers, primarily interested in the horticulture, tractor and labor aspects of the business prefer to give up all control and responsibility immediately. In an effort to get away from the desk, people and the responsibility of business operations and enjoy doing what he does best the next generation is thrown into the deep end without a life jacket.

A management transfer plan should first capitalize on the strengths of the junior generation. Whether it is computerized payroll management and fiscal analysis of operations or it is soil health analysis, the junior generation needs to be slowly empowered in a way that maximizes success and confidence. Eventually he will have to master all aspects of the business and any relative weaknesses should be addressed. That may involve working closely together on certain aspects of the business. It may also involve outside training. While it is important to have both generations involved in management, it is also important to cross train. For the long-term sustainability of the business, undue reliance on an individual's skillset is not usually a good solution.

Planning For The Unexpected: Buy-Sell Agreement

There are a number of different tools and techniques to plan for the unexpected and to mitigate risk. One element that should be included in any transfer plan that involves a period of joint ownership should include a buy-sell agreement.

This type of agreement allows a partner to exit the business in the event of an unexpected change. Such an agreement spells out the timeline for closing. It either spells out a methodology for valuation or a predetermined valuation. When family is involved, a predetermined discount on the percentage of valuation to prevent the purchase from undermining the farm business. If it is anticipated that finances for all parties will allow a less than immediate payout, an installment plan, rather than a discount, would be another appropriate tool to prevent the buying partner(s) from becoming overleveraged.

Succession planning can often be a complex endeavor. The value of expertise should not be overlooked. While it is important to control costs, devoting some monetary resources to succession planning can be an excellent investment. However, for free information, more detail, or specific questions please contact the author.



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Viticulture

Jennifer Russo, Viticulture Extension Specialist, LERGP

February Virtual Conference

Thank you to all of those who attended our January session of our Winter Conference Series and thank you to Dr. Terry Bates for his presentation on all of the research going on at the lab and to Kevin Martin for his presentation on Bulk vs Bins in small to medium farms. There were many great questions and the opportunity to direct them to the speakers themselves. Our upcoming February 16th Session will be another great opportunity to do the same!

The February Virtual Conference Agenda includes a presentation from Dr. Lynn M. Sosnoskie, Assistant Professor for Weed Ecology and Management for Specialty Crops in Cornell's School of Integrative Plant Sciences - Horticulture Section. Lynn's presentation will be from 9-10 AM and on how uncontrolled weed growth can significantly impact vineyard growth and development. Herbicides are important tools for managing unwanted vegetation but there are concerns about the evolution of herbicide resistant weeds, crop injury potential, and changing public perception about pesticide use. Novel weed control technology could reduce herbicide needs in perennial crops; this talk will describe novel research being conducted in New York investigating vision-guided spray technology and electrical weeders.

The second part of this Conference Series will be the **2022 Pest Management Spray Schedule – What's Your Plan?** Our colleagues, *Bryan Hed*, Research Technologist (Plant Pathology), Lake Erie Regional Grape Research and Extension Center, Penn State; and *Andy Muza*, Lake Erie Regional Grape Program Extension Team & Penn State Extension - Erie County, PA will be holding this spray program course that is intended to be interactive so that growers will have the ability to ask questions concerning specific pest problems or potential problems in the 2022 season. We have applied for DEC and PDA pesticide recertification credits for this course and have been **approved for 3 DEC recertification credits!**

Topics that will be addressed include: timing of spray applications at critical growth stages; pesticide options, efficacy; and resistance management.

Ensuring Course Participation

Due to COVID-19, Zoom webinar software will be used to offer online courses for pesticide continuing education credits. The procedure for compliance is outlined below. Please help us follow this procedure.

- 1) Participants would have to pre-register for the course, (done by registering for the conference series) and we will require that they send a legible photo of their applicator's license prior to the course. Katie will be sending an e-mail to registrants with details.
- 2) Video verify those seeking credit are on the webinar.
- 3) Using in-session polling, to ask those seeking DEC and PDA credits to answer questions to verify that they are paying attention during the course.
- 4) The Zoom software keeps a log of exactly when each participant signs in and out of the webinar,

so their attendance for the full length of the course can be verified.

5) We will generate a spreadsheet list of the NY and PA certified applicators (name and cert. ID# and for PA also requires the date of birth and the phone number) who complete the course and email it to NYSDEC and PDA.

Don't miss this session and the potential pesticide recertification credits! Register today at [LERGP 2022 Winter Conference Series!!](#) **Here's to great pesticide education coming your way!** Registered attendees looking for pesticide recertification credits can receive a total of **6 DEC credits** for their attendance and attentiveness to both, February and March, Conference Series Sessions!

Cold Hardiness Monitoring

Our annual monitoring of grapevine bud hardiness has been underway since December. LERGP continues to monitor the effects of cropping level on grapevine bud hardiness in native Concord, vinifera Riesling, and hybrid Vignole. We also have expanded our collection efforts for the continuation of Tim Martinson's statewide bud hardiness monitoring. The project is now being run by Jason Londo, our new professor of physiology for apples and grapes at Cornell AgriTech. Jason previously worked with USDA's Grape Genetics Research Unit housed at Geneva and focused much of his work on understanding the mechanisms of winter hardiness in grapes. He is continuing some of that work in his new position, including the bud hardiness monitoring.

The grant that supports this work states that survival of grapevines in New York is strongly dictated by the consistency and pattern of temperature exposure during winter. However, the predictability of this pattern is changing. Historically, cold hardiness of grapevines is evaluated manually by collecting dormant cane material from the field and cutting through the bud tissue with a razor, to observe the percentage of live to dead buds. This method is reactive and time consuming. Since 2009, we have been proactively monitoring cold hardiness in dormant buds using differential thermal analysis (DTA). This method uses a programmable freezer and dataloggers to measure the temperatures which result in lethal freeze damage. When combined with field temperature data, this method has proven to be highly correlated with damage as estimated by bud cutting. The key advantage is that bud status can be reported to stakeholders throughout winter, reducing stakeholder needs to evaluate buds themselves to only if/when acute temperatures approach lethal temperatures. Since our team has secured a Tenney2 freezer and cold hardiness software in 2019, we have been monitoring regional varieties at CLEREL. An added benefit of tracking cold hardiness across the winter, is these data are critical for the development and validation of cold hardiness prediction models and cultivar suitability metrics. In New York, three locations utilize DTA measures to track grapevine cold hardiness, Portland, Hudson Valley, and Geneva, NY. No other state offers the same level of comprehensive cold hardiness monitoring for the grapevine industry.

We have been monitoring and posting our results to our webpage for you to access: [Click Here](#). Below in Table 1 are the results posted for Concord High crop level and Low crop level in the same block from November 29, 2021 through January 14, 2022. Table 2 are the variety results. We collect weekly and post after analysis. To see the statewide monitoring results: [Click Here](#)

Table 1. Concord High Crop level and Low Crop Level LTE 10, 50, and 90 for CLEREL

Variety	Date	LTE 10 °F	LTE 50 °F	LTE 90 °F
CONCORD HIGH	11/29/21	0.73	0.36	-0.58
	12/6/21	1.85	-0.83	-2.83
	12/13/21	-5.04	-6.09	-6.20
	12/20/21	-4.79	-5.46	-5.91
	1/5/22	-10.12	-11.11	-11.49
	1/10/22	-4.16	-6.88	-12.05
	1/14/22	-5.31	-12.98	-15.92
CONCORD LOW	11/29/21	5.58	0.12	-2.51
	12/6/21	-2.78	-2.97	-3.32
	12/13/21	-0.69	-3.53	-6.63
	12/20/21	-6.05	-6.41	-7.55
	1/5/22	-9.42	-12.30	-13.20
	1/10/22	-3.57	-11.97	-14.58
	1/14/22	-2.29	-8.91	-14.22

Table 2. Variety LTE 50s data

Variety	1/10-1/12	1/5/2022	12/20-12/21	12/13-12/14	12/6/2022	11/29/2022
Concord High	-6.88	-11.11	-5.46	-6.09	-0.83	0.36
Concord Low	-11.97	-12.3	-6.41	-3.53	-2.97	0.12
Riesling 3309	-10.46	-7.04	-7.56	-8.25	-5.85	-0.08
Vignole	-2.42	-9.92	-10.75	-7.58	-3.33	-2.18
Niagara	-11.31	-10.35	-4.85	-0.58	2.41	2.44
Diamond	-11.67		-4.7	-4.29		
Delaware	-9.26		-5.44	-5.4		
Foch	-16.38		-11.45	-8.18		
Seyval	-13.81		-8.23	-4.47		
Steuben	-9.89			-1.59		
Cab Franc	-10.01		-7.06	4.42		
Gewurztraminer	-8.46		-7.85	-4.9		
Pinot Gris	-11.78		-9.09	-4.14		
Aurora	-4		-12.6	-9.54		
Vincent	-12.66		-7.44	-3.78		
Ives	-11.83		-2.51	1.62		
Traminette	-11.27			-8.45		
Elvira	-18.99		-2.74	-8.25		

Tim Martinson Retirement

Hans Walter-Peterson wrote the article below and it is very well done.



It's with both a sense of sadness and gratitude that I let you know that Tim Martinson, my colleague and predecessor as extension viticulturist for the Finger Lakes Grape Program, will be retiring as of January 31, 2022.

Tim worked for the Finger Lakes Grape Program from 1997 – 2007, before he took his current position at the Statewide Viticulture Extension specialist. During his career in Extension, Tim has had many accomplishments, both in terms of applied research in the field and developing new and effective extension programs that benefitted the industry. He was the leader of the project that led to the development of the [VineBalance](#) workbook, which has been used by many growers in the Finger Lakes region to improve their vineyard practices and reduce the environmental impacts of their farms. The VineBalance workbook is the basis of the sustainability certification program that is being developed by the industry and the NY Wine & Grape Foundation.

Tim was also the leader of the [Northern Grapes](#) project, a five-year federally-funded research and extension project that sought to improve the knowledge base for growers and wineries who rely on cultivars developed for colder climates, such as northern New York and the upper Midwest. A significant portion of the outreach effort for this project was focused on online webinars, which were still very much a 'new thing' for us (and most people) in pre-COVID times. During the project, the team hosted 30 webinars, with over 3,000 viewers in 47 states and Canada participating live, and another 2,400 viewing recordings of them later on. The success of these webinars opened many of our eyes to the potential that they could have for expanding the audience for our programs, long before COVID forced most of us to learn that for ourselves. You can read more about the accomplishments of the Northern Grapes project in one of the final newsletters [which you can find here](#).

Tim was our fearless leader for the annual [Veraison to Harvest](#) and [Winter Bud Hardiness](#) projects, which are both statewide efforts that provide important information to the industry each year about fruit ripening progress and winter bud survival, respectively. Along with Chris Gerling, Tim was also co-editor and a significant contributor for [Appellation Cornell](#), a quarterly online publication whose purpose is to highlight Cornell's Research, Teaching, and Extension efforts associated with Viticulture and Enology to a broad audience of scientists, growers, winemakers, and other industry professionals. Over 3,200 people currently subscribe to Appellation Cornell from all over the world.

Tim has made important contributions to our field and to the industry here in our little corner of the grape & wine world. Tim has been a great colleague to me and to all of us who work in viticulture and enology at Cornell. He was incredibly supportive and helpful to me as I was getting started in his former job, and has continued to be since then. His presence in our day-to-day work here at Cornell will be missed, but I have a feeling he won't completely disappear right away.

Plans are currently in the works for a celebration for Tim sometime in the spring. I will be sure to publish details when we know them. In the meantime, if you want to reach out to Tim directly, his email address is tem2@cornell.edu.

The Lake Erie Regional Grape Team would like to echo Hans's sentiments and thank Tim for his service to our grape industry across the state. We wish all the best on his new adventures.

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Updates and Information

Kimberly Knappenberger, Viticulture Assistant, LERGP

With the holidays squarely in our rear view mirrors and the anticipation of the next growing season ahead, have you decided if changes need to be made or if a nearby, currently abandoned Concord vineyard could be purchased and given a complete overhaul? If yes, now is the time to get your application in! Not only is it easier to get done in the slower time of the year, but this grant isn't going to last forever and it is granted on a first come, first served basis. The Vineyard Improvement Program is available for the removal of old or underproducing Concord vineyards and replacing them with an agricultural commodity. Once approved, this program will reimburse 50% of removal costs up to \$1,500 per acre and 25% of replant costs up to \$1,500 per acre. There are some restrictions on what is covered on replant reimbursements. For example, if you are planning to replant a vineyard, orchard, or Christmas trees, those are covered. However if you are planning to plant vegetables, cover crops or field crops, those are not covered.



Once an application is submitted you have 1 year to get the vineyard removed. Originally we offered 2 years to get your replant done, but as we come near to the end of this grant the projects need to be completed by October 2023. To be considered "done" if you are replanting a vineyard, the vines, posts, and anchors must be in the ground and wires strung. If you are planting cover crops or field crops we would need to see that the crop has been established in the growing season without the presence of Concord vines.

To learn more about this program or to fill out an application please visit our website at lergp.com and click on the purple button that says Vineyard Improvement Program. If you have other questions, please feel free to call or email Kim at 716-792-2800 ext. 209 or ksk76@cornell.edu.