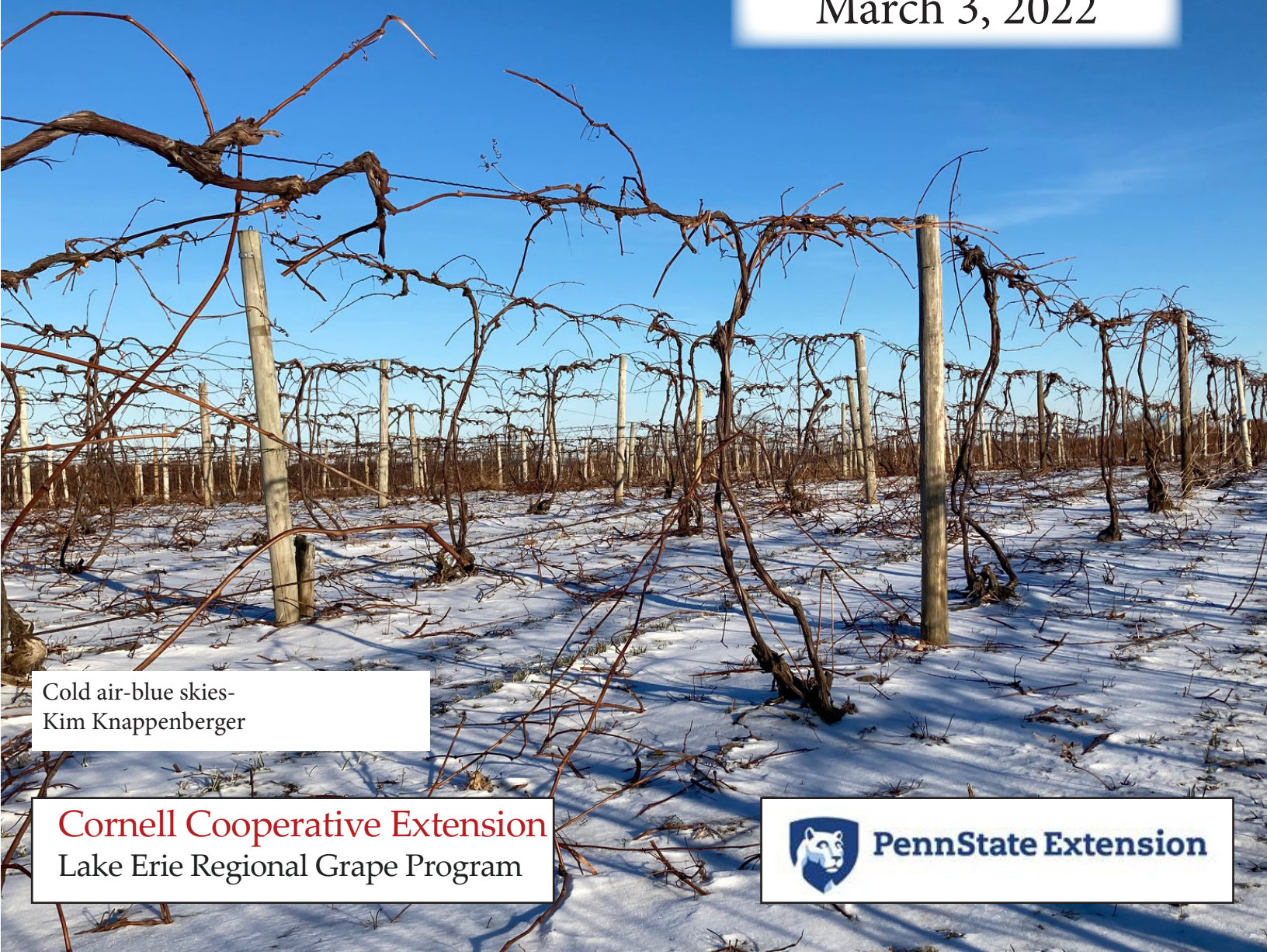




CROP UPDATE

March 3, 2022



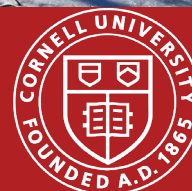
Cold air-blue skies-
Kim Knappenberger

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!

Cash Forecast Season -Kevin Martin

Winter Grower Conference- Jennifer Phillips Russo

Vineyard Improvement Program-There is Still Time! -Kim Knappenberger

2022 Winter Grape Grower Conference
is Wednesday, March 16th!
Come join us for a day of good learning
topics, food and friends!

[Click here to
watch LERGP
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.

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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.

March- In Person at SUNY Fredonia

Visit [LERGP web-site](#) for full information.

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LAKE ERIE REGIONAL GRAPE PROGRAM

2022 GRAPE GROWERS' Winter Series CONFERENCE REGISTRATION FORM

SUNY Fredonia Williams Center

Wednesday, March 16, 2022

Deadline for registration is Friday, March 11, 2022.

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 11, 2022

TOTAL \$ _____

Please make check payable to **LERGP (Lake Erie Regional Grape Program)** and mail to: Kate Robinson
(US funds only) 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.

Working from Home does not mean UNAVAILABLE

We wanted to reach out to remind you all that though we are not back in the office, we are still available to help you. You are welcome to reach out by phone or e-mail to ask questions or to make an appointment for an in person consultation. The team has been on many site visits and in person meetings in the last year.

We do realize that it may be frustrating that we are not in the office for folks to just drop in, but honestly, we are better prepared to help you when an appointment is set up. It allows us to do a few things: 1- to set uninterrupted time aside to work with you and 2- to prepare ahead of time for what answers you are looking for. Many times when you drop in we are in meetings or out of office and miss you altogether, so even though we are “in office” we end up being unavailable and distracted at best.

We think that we will be back in office by the growing season if all goes well, but until that happens we truly hope that you will reach out to us and make an appointment. We will respond and be there for you.

See you on March 16th at the conference!

How to reach us:

Contact Information:

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(716) 397-9674

Andy Muza – LERGP Disease and Pest Management Specialist:

ajm4@psu.edu
(814) 969-3025

Kim Knappenberger – LERGP NEWA and Vineyard Improvement Program Contact

ksk76@cornell.edu
716-792-2800 ext 209

Kate Robinson – Administrative Assistant

kjr45@cornell.edu
716-792-2800 ext 201

Business Management

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

Cash Forecast Season

Cash Flow Issues

Everyone knows that prices are high right now. For the most part current cash reserves look very healthy. I just wanted to touch on how changes in production costs and prices will impact cash flow going forward until harvest '22. Cash flow is not likely to be a challenge for most operations. It is possible that current cash reserves inspire investments – especially farm growth – that could lead to cash flow issues despite high prices. One way this could sneak up on a grower is if rising costs were underestimated.

Many expansion related activities could create cash challenges. In particular, vineyard rehabilitation costs have gone up considerably in the last year. Typical rehabilitation costs have effectively doubled. The focus of those projects tends to restore vineyards that lacked proper trellis care, potassium supplements, and problematic weed control. Posts, wire, potash and round-up are the key tools to most vineyard rehabilitation. Perhaps round-up use can be reduced by other means helping to control rehabilitation costs but there really are no suitable replacements for the other key tools.

For normal vineyard care, most vineyards will need very little in terms of cash expenditures between now and harvest. Growers focused efforts on buying supplies in December. Given supply chain problems it is reasonable to assume the average grower has already purchased 50% of the necessary supplies. Many may have purchased more but some were unable to do so because of limited supply.

Basic fungicides are mostly pre-purchased. Additional materials for enhanced powdery mildew control, specialty insecticides and perhaps an additional spray if crops are above average would total \$85 per acre.

Post replacement cost has increased to \$100 per acre in a typical year but as high as \$140 this year due to higher crops. Cash flow impact before harvest is probably closer to \$25 - \$40 per acre depending on the operation. Posts are typically pre-purchased in great quantities. This was one area where supply chain issues did limit some of that activity.

Nutrient supplement costs are similar with cost increases hitting pretty hard. Overall costs are \$350 per acre. Fertilizer pre-purchases are all over the place. Many growers are around 80% purchased, but others have held out for lower prices. It does seem like prices will not decline much before harvest now that we are dealing with the Ukraine conflict. A typical grower will probably spend an

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additional \$100 per acre on fertilizer.

Herbicide costs are up significantly. Most growers did not purchase herbicide in 2021 but may have done so in early 2022. It's difficult to know what herbicide programs will actually cost as growers clearly will be experimenting with different practices. It's unlikely a grower will be able to abandon round-up or rely altogether. So the overall impact to cash-flow likely remains high, in the area of \$90 per acre.

In total, typical growers have another \$450 per acre between now and harvest for production expenses. This includes fuel, typical labor, cover crop seed and other expenses. It does not include debt or atypical labor costs. These are very normal costs for some operations because of the phase of business they are in. (Very new businesses have high debt and mature businesses have offloaded more labor). In planning for expansion these criteria should be considered.



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Viticulture

Jennifer Russo, Viticulture Extension Specialist, LERGP

Winter Grower Conference 2022

In August 2021, the Lake Erie Regional Grape Program met with our advisory committee to discuss the future of our Outreach and Extension efforts to support our grower stakeholders. It was discussed to continue our Coffee Pot Meetings (back to in-person), Crop Updates, Newsletters, Text-blasts, and Podcasts. The Viticulture Planning Calendar was also considered a valuable tool. During this committee meeting it was decided that our Winter Grower Conference would be hybrid this year and we developed a Winter Conference Series for 2022 with two virtual days and one in-person day to try and reach all types of grower comfort levels. Following the suggestions of the LERGP grower advisory committee, the LERGP team lined up an excellent program for the 2022 Winter Grape Grower Conference featuring experts addressing important topics from many fields. As always, each conference day program is full of information on the latest research-based tools that can be taken home and applied to your vineyard.

Our first two virtual sessions were well attended. We are excited that we decided to take a gamble on COVID restrictions and plan for our first in-person meeting since 2019! Of course, our presenters and team members are ready to switch to a virtual platform, if necessary, but the odds look pretty good to continue with in-person. We are excited that we already have 90 registrants and more registering daily. We are hopeful that this is the beginning of getting back to business that resembles pre-pandemic work.

The in-person session offers 3 NYS DEC category pesticide recertification credits and 6 PDA for the program courses offered. There will be talks on grape leafroll disease and sour rot, and the role insects play in disease dynamics and management, Spotted Lanternfly biology and management, cold hardiness, grapevine nutrition, cover crops, how a reliable workforce can no longer be taken for granted, and MORE!

It is not too late to receive the information that was presented at this virtual meeting. All one needs to do is register for the Winter Grower Conference Series and we can provide you with a copy of the Virtual Sessions. [Click to Register](#). If you need pesticide recertification category credits, the in-person meeting offers **THREE** NYS DEC and **SIX** PDA credits.

If you attended the previous virtual sessions, you may still receive a recorded copy of the meetings with your registration and attendance at the in-person final session to be held on March 16, 2022 at the Williams Center located on SUNY Fredonia Campus from 8 AM – 5 PM. Those who were in attendance may request a copy of the session by contacting any member of the Lake Erie Regional Grape Program by email. All of our contact information can be found on our website [Click Here](#), and in this Crop Update on the [contact information page](#).

Updates and Information

Kimberly Knappenberger, Viticulture Assistant, LERGP

Vineyard Improvement Program

Not to sound like a broken record, but...we are running out of time on this Vineyard Improvement Program grant. As of this October (2022) we will no longer be accepting applications to the program which is officially ending in October 2023. There are still plenty of funds available for those interested in taking advantage of this program to remove abandoned or unwanted Concord vineyards in designated regions of New York State. If you have been putting this off, I want to urge you to get an application in, especially if you are intending to replant a vineyard or another specialty crop. As you all know all of these activities take time and we would hate to see you begin a project and run out of time to get the reimbursement that you expected. If you are unsure whether the agricultural commodity will be covered for reimbursement please feel free to reach out and ask. If we don't know for sure, we will ask!

As a reminder this program will reimburse 50% of vineyard removal costs up to \$1,500 per acre and 25% of replant costs (for approved agricultural commodities) up to \$1,500 per acre. The current average reimbursement per acre for removals for the finalized projects is \$1,046 and for replants is \$1,490 with the majority of projects reimbursed for the full \$1,500.

If you would like to learn more or to apply for the program please visit the website at lergp.com and click the big purple Vineyard Improvement Program button. You are also welcome to email Kim at ksk76@cornell.edu or call the lab at 716-792-2800 ext 209 (it's working again!!!!) and leave a message.

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