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## How to reach us:

Jennifer Phillips Russo - LERGP Viticulture Specialist: jjr268@cornell.edu (716) 640-5350

Kevin Martin – LERGP Business Management Specialist: kmm52@psu.edu (716) 397-9674

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



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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## Business Management

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

## **Grape Price Update**

The usually robust Finger Lakes grape price survey is missing some participants. If you're a winery please submit your data so we can have the best information possible. If you're a grower you can find the survey results here: <a href="https://blogs.cornell.edu/flxgrapes/2022/09/08/finger-lakes-grape-prices-2022/">https://blogs.cornell.edu/flxgrapes/2022/09/08/finger-lakes-grape-prices-2022/</a>

Trends in the Finger Lakes appear to be different than Lake Erie. To begin with, Concord prices are lower. I did comment that we are seeing a trend that native grape prices for wine seem to be lower than prices for juice. That trend holds in the Finger Lakes where more Concords wind up in wineries.

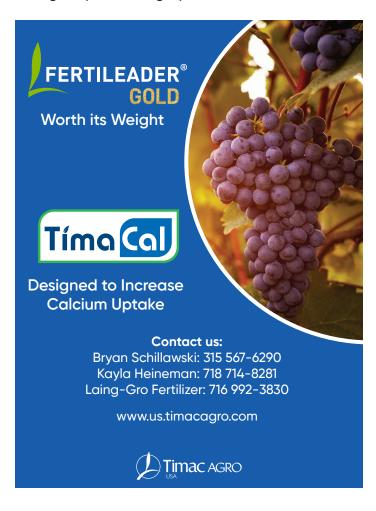
Interestingly, the white hybrid and white vinifera market is healthy in the Finger Lakes. The growth in price exceeds the prices of reds. This could mean a couple of different things but there are some indications that shifting production will increase the demand for whites by 2023. Based on Finger Lakes price data it is possible that our Lake Erie market will shift toward white price growth next year.

These price increases mostly continue along a path of higher prices for grapes since 2019.

Cabernet Sauvignon is up 7%. Riesling is up 8% and Concord is up 20% since 2019. These trends, however, are not universal. In the same time period Pinot Noir prices are unchanged and Seyval prices are down 5%. Diversification is one key to success. In the midst of these trends are significant differences between markets. It's not unusual for prices to vary by 25% for the same variety. Cultivating relationships with wineries and producing at a quality that is most profitable (not necessarily the highest price) provides significantly higher prices during conditions of surplus.

Of course in the background of higher prices is the constant noise of higher input costs. Leading the way, herbicide costs, posts, and labor. Any varieties that require manual canopy management likely see labor as the most important driver of cost increases. Concord growers yielding 15 tons per acre are most shocked by trellis repair costs. Quite different for low yielding varieties with over-engineered trellises that require little maintenance.

Needless to say, for the majority of varieties,



price increases have covered cost increases if growers have modified practices to cope with inflationary pressure. Growers overly exposed to the varieties that have seen price stagnation are in a more challenging position. Diversification and marketing can make this easier to cope with. Robust average price increases for some growers.



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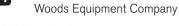
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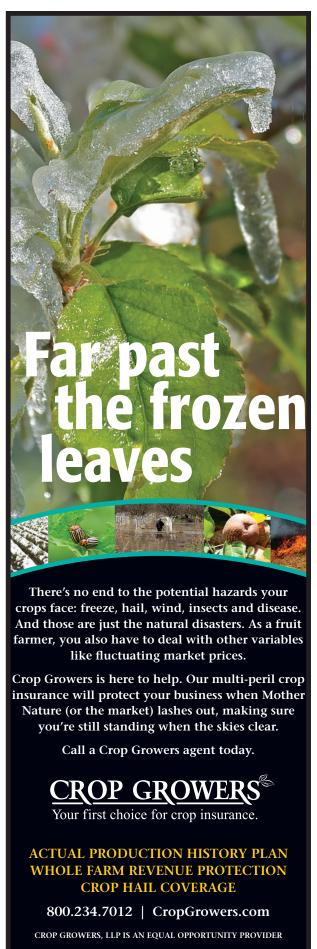








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## Viticulture

Jennifer Russo, Viticulture Extension Specialist, LERGP

## In the Vineyard

The air is filled with the smell of grapes! Trucks carrying bins of fruit off to producers are a common sight and harvest is well underway for the early varieties. Niagara harvest is underway and expected to conclude next week as Concord harvest begins. One of our processors reported that they concluded Niagara and Fredonia harvest and plan on starting Concord on September 18, 2022. While another one reported that they are in full Niagara harvest and are also hoping to start Concord next week. There have been more reports of potassium deficiency on leaves in Concord and Niagara. I briefly touched on this last week as well. With the large 2021 crop, the higher costs of inputs, and anticipation of lighter tonnage this year some of the potash amendments may have taken a back seat this year. Healthy vines are well positioned to take biotic and abiotic stressors, however, weakened vines (just like healthy and unhealthy bodies) have a more difficult time of remaining strong during times of stress. I have noticed Grape Berry Moth damage, potassium deficiency, Phomopsis, and mildews that all deplete the vine in one way or another. Please consider looking at your management this past year and how your vines are faring to evaluate if adjustments need to be made for next season.

Below is Dr. Terry Bates' weekly 2022 Lake Erie Update: 9/14/2022

Concord fresh berry weight and juice soluble solids from the CLEREL phenology block are right on schedule for 97-100 days after bloom. Berry weight is starting to plateau while juice soluble solids are continuing to climb. Published research in NY Concord indicates that well balanced vines, with a Ravaz Index of 15 or lower, should reach 16 Brix approximately 28 days after veraison, and 2022 is showing the same.

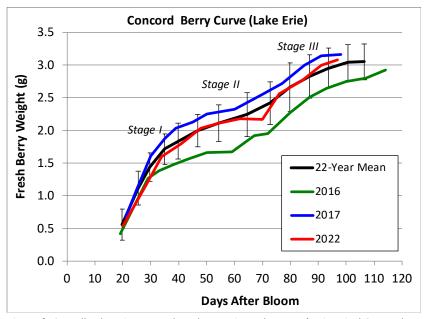


Figure 1. Cornell Lake Erie Research and Extension Laboratory's Historical Concord Fresh Berry Weight Curve

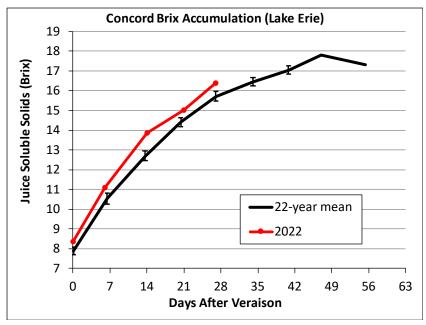


Figure 2. Cornell Lake Erie Research and Extension Laboratory's Historical Concord Brix Accumulation Curve

Unfortunately, New York State Department of Ag and Markets released this statement:



For Immediate Release: September 9, 2022

## STATE AGRICULTURE DEPARTMENT ASKS RESIDENTS TO BE ON THE LOOKOUT FOR SPOTTED LANTERNFLY IN WESTERN NEW YORK

## Spotted Lanternfly Population Found in the Buffalo Area

## Public Asked to Report Sightings to the Department

The New York State Department of Agriculture and Markets is asking residents in Western New York to be on the lookout for Spotted Lanternfly (SLF), after a population was found in the Buffalo area this week. SLF is a destructive pest that feeds on more than 70 plant species, including tree-of-heaven, and plants and crops that are critical to New York's agricultural economy, such as grapevine, apple trees, and hops. The invasive was first observed in New York State on Staten Island in August 2020, and since then the population has been reported in all New York City boroughs, Long Island, Port Jervis, Sloatsburg, Orangeburg, Ithaca, Binghamton, Middletown, Newburgh, Highland, and now in the Buffalo area.

**State Agriculture Commissioner Richard A. Ball said,** "We are concerned about the significant number of adult Spotted Lanternfly that have been found in Buffalo, especially with its proximity to the Concord grape growing area in Western New York. SLF can have a devastating impact on vineyards, as we've seen in neighboring states, so we need everyone's help to be on the lookout for this invasive and to report it immediately."

The Department's Division of Plant Industry inspectors responded to reports of SLF in a residential area of Buffalo adjacent to an active rail line. As of September 9, over 100 adults have been found. Agriculture and Markets staff will continue to survey the surrounding areas in the coming days. Although the population is significant, the area was surveyed in April of 2022 and no egg masses were found, and no old egg masses have been found during the current survey.

While surveys in the area are ongoing, the Department is asking for the public's help in slowing down the spread of SLF in this area by reporting any sightings immediately to agriculture.ny.gov/reportSLF.

In addition to reporting, residents are asked to:

- 1. Take pictures of the insect, egg masses, or infestation you see and, if possible, include something for size, such as a coin or ruler.
- 2. If possible, collect the insect. Place in a bag and freeze, or in a jar with rubbing alcohol or hand sanitizer.
- 3. Note the location (street address and zip code, intersecting roads, landmarks, or GPS coordinates).

Adult SLF are easy to identify, as seen in the photos below. They are approximately one inch long and half an inch wide at rest, with eye-catching wings. Adults are active from July to December and begin laying eggs in September. Signs of an SLF infestation may include:

- Sap oozing or weeping from open wounds on tree trunks, which appear wet and give off fermented odors.
- One-inch-long egg masses that are brownish-gray, waxy and mud-like when new. Old egg masses are brown and scaly.
- Massive honeydew build-up under plants, sometimes with black sooty mold developing.

While these insects can jump and fly short distances, they spread primarily through human activity. SLF can lay their eggs on any number of surfaces, such as vehicles, stone, rusty metal, outdoor furniture, and firewood. Adult SLF can hitch rides in vehicles, on any outdoor item, or cling to clothing or hats, and be easily transported into and throughout New York, so residents are being asked to be vigilant.

The public is also encouraged to thoroughly inspect vehicles, luggage and gear, and all outdoor items for egg masses and adult SLF. If SLF adults are found, residents should remove them and scrape off all egg masses.

### **SLF Impacts to New York Agriculture**

SLF feeding can stress plants, making them vulnerable to disease and attacks from other insects. SLF also excretes large amounts of sticky "honeydew," which attracts sooty molds that interfere with plant photosynthesis, negatively affecting the growth and fruit yield of plants, negatively impacting agriculture and forest health.

The estimated total economic impact of invasive insects in the United States exceeds \$70 billion

per year, and if not contained, SLF could have an impact to New York State of at least \$300 million annually, mainly to the grape and wine industry, which ranks third in the country in production. SLF also has the potential to significantly hinder quality of life and recreational activities due to the honeydew and the swarms of insects it attracts.

### About SLF and State's Efforts to Combat the Invasive

First discovered in Pennsylvania in 2014, SLF has since been found in New Jersey, Maryland, Delaware, West Virginia, Virginia, Connecticut, Indiana, Massachusetts, Michigan, North Carolina, and Ohio. Given the proximity to the Pennsylvania and New Jersey infestations, New York State is at high risk for infestation.

The New York State Department of Agriculture and Markets, working with many partner agencies such as the New York State Department of Environmental Conservation, Office of Parks, Recreation and Historic Preservation, Department of Transportation, Thruway Authority, and the United States Department of Agriculture, continue to respond to the presence of SLF in New York State. Actions taken include:

- Conducting surveys of high-risk areas across the state;
- Responding to public reports of SLF;
- Enforcing the New York State quarantine on goods from other states that have established SLF populations;
- Inspecting nursery stock, stone shipments, and commercial shipments from quarantine areas;
- Implementing a comprehensive education and outreach campaign to educate the public and the transportation industries to limit the transport of SLF to uninfested areas; and
- Implementing trapping, treatment and egg scraping efforts around the state.

For more information on Spotted Lanternfly, visit <a href="https://agriculture.ny.gov/spottedlanternfly">https://agriculture.ny.gov/spottedlanternfly</a>.

Dr. Lynn Sosnoskie, Cornell's Assistant Professor in Weed Ecology and Management for Specialty Crops, asked us to share the following survey with our growers:

### **HERBICIDE RESISTANCE**

"With the recent documentation of evolved herbicide resistance in New York, including Palmer amaranth (glyphosate, ALS-inhibitors), waterhemp (glyphosate, ALS-inhibitors), horseweed (glyphosate, ALS-inhibitors, paraquat), lambsquarters (bentazon), Cornell wants to better understand the current "state of the state" with respect to herbicide performance and failure. Specifically, we are surveying growers/land managers/crop consultants/extension specialists/industry personnel, etc..., across cropped (e.g. agronomic, vegetable, fruit), ornamental/horticultural (e.g. Christmas tree farms, golf courses), and non-cropped (e.g. industrial, roadsides) systems in NY to describe the distribution of herbicide resistance in the state. This survey is VERY SHORT and should be QUICK to answer. It is also COMPLETELY ANONYMOUS. Your responses will help Cornell weed scientists plan future research and extension projects. Please access the survey using the link below."

https://cornell.ca1.qualtrics.com/jfe/form/SV\_a2F9urYcHjpl5Ay

Taking this short survey will help in tailoring research and extension projects in our region to address your responses. Please click the link above.

## Updates and Information

Kimberly Knappenberger, Viticulture Assistant, LERGP



### **NEWA**

Most of the stations have been clicking right along collecting data and reporting reliably. The exception was the East Westfield station. The battery that runs the TeleMet (the unit that connects the station to the internet) was dead and no longer charging from the solar panel. On Wednesday a new battery was installed and the station is back up and running.

We are excited to tell you that we have been able to update two of our oldest stations in the region. Thanks to our most recent NEWA grant we purchased two new Rainwise stations to replace old Rainwise stations at the North East Escarpment and Harborcreek locations. Those were set up in 2011 and 2009, respectively. Both NEWA and Rainwise agree that stations should be replaced after 10 years assuming that they are continuing to perform well until that point. Sometimes if conditions are more harsh, they need to be replaced sooner. Both stations were showing their age and we are excited to have them updated. One new feature for both is that they are equipped with bird guards to prevent birds from making the rain bucket their restroom/nest.

You will likely not notice anything different when you visit <a href="newa.cornell.edu">newa.cornell.edu</a> and look up those sites, but can rest assured that they are sending more reliable information.

## **VIP**

Still thinking about this? Waiting for one last harvest before you take out that problem vineyard? If you are able to accomplish great things in a small amount of time, we can help! Or, if you or someone you know has been wanting to apply for this program but is unable to prove that it is/was a Concord vineyard, veraison to fruit maturity is the perfect time! Concord grapes have a distinctive smell and taste that make it easy to confirm and we are happy to come take a look. We realize that most of you probably don't have those neglected vineyards that can be found driving around the area, but you might have a neighbor, friend or relative



that does. Feel free to send them to the website at <u>lergp.com</u> and click the big purple button that says Vineyard Improvement Program, or have them contact Kim at <u>ksk76@cornell.edu</u>. This is only

for New York state and only for Concord vineyards at least 1 acre in size. This program wraps up in March of 2023 (unless an extension is granted – I STILL don't have confirmation) which means that any project begun now will need to be finalized during this growing season - vineyard removed and cover crop planted with growth and zero to few grapevines regrowing in order to be finalized.

## **Grape Commodity Survey (CAPS project)**

We have officially wrapped up our survey for the 2022 growing season in the Lake Erie region and are happy to report that we did not find any of the target pests in the traps.

The Lake Erie Regional Grape Program works in conjunction with the NYS IPM program to trap for three invasive species that are not known to be present in this area. We kicked off the Grape Commodity Survey in the Lake Erie Region by setting up the traps on June 6<sup>th</sup>. 108 traps were set up in 8 vineyards and 2 nurseries. This year the target moths include *Cryptoblabes gnideiella* (Christmas Berry Webworm), *Lobesia botrana* (European Grapevine Moth), and *Eupoecilia ambiguella* (European Grape Berry Moth).

These traps remained in the vineyards and nurseries for 14 weeks and were serviced (surveyed for the presence of moths) every two weeks for a total of 7 times. Traps were removed this week to avoid problems with harvest (we did have a couple trap casualties).

Over the course of the survey we detected zero target moths but collected 3,323 other moths. In addition the grape programs were tasked with scouting for the various life stages of the Spotted Lanternfly during the survey. None have been found in the region to date, and we are continuing to scout and ask that you keep your eyes open too. Currently you would be looking for adults and

egg masses. If you suspect that you have found one try to take a picture and capture and kill it. Placing it in a bottle or bag with some hand sanitizer will do the trick. Then report it to NYS Department of Agriculture and Markets at <a href="reportslf.com">reportslf.com</a>. You will need to know the location that it was found (address, intersecting roads, landmarks or GPS coordinates).

In PA report it online at this <u>link</u> or via phone by calling 1-888-4BADFLY.





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# HOW TO PARTICIPATE

PRE-REGISTRATION IS REQUIRED to participate in CleanSweepNY. Obtain a registration form from NYSDEC by telephone at 518-225-8146 or by e-mail at:

RETURN COMPLETED
REGISTRATION FORM TO NYSDEC
BY THE DEADLINE OF
September 19, 2022

Participants will be sent CleanSweepNY information which will include your drop-off date, drop-off time and location.

Safely transport your items to the assigned collection site.



The CleanSweepNY Program will host locations in the following locations:

Falconer (Sept. 27, 2022)

Hornell (Sept. 28, 2022)

Watkins Glen (Sept. 29, 2022)

Castle Creek (Sept. 30, 2022)

Be a Part of CleanSweepNY!

Help manage unwanted or unusable pesticides, fertilizers, paints and other chemicals

Disposal is free to farmers, owners of former farms and certified applicators/technicians!

Homeowners/households are not eligible for CleanSweepNY disposal



Fall 2022 Program NY Southern Tier







Department of Environmental Conservation

## CleanSweepNY Fall 2022

CleanSweepNY is administered by the New York State Department of Environmental Conservation.

CleanSweepNY results in the enhanced stewardship of the environment through improved management of unusable pesticides and other chemicals. These materials can pose human health risks upon exposure and a hazard to groundwater and surface water resources.

The following is CleanSweepNY information on the types of materials collected, who can participate, and what materials are accepted for disposal at no or low cost:

- Unwanted or unusable pesticides
- Fertilizer
- Paint, stain, lacquer, urethane, etc.
- Elemental mercury and mercury containing devices (such as thermometers)
- Compressed gas cylinders (must be pre-registered and identified)
- School chemicals (laboratory, cleaning, boiler treatments, etc.)

## CleanSweepNY Fall 2022

CleanSweepNY also collects triple rinsed high-density polyethylene (HDPE, #2) plastic pesticide containers from farmers and pesticide applicators for recycling.

If unknown materials are present, an onsite visit may be necessary to assess any potential hazard with their transport.

## WHO CAN PARTICIPATE?

- Farmers and owners of former farms
- All categories of NY certified pesticide applicators
  - Cemeteries, golf courses, marinas, municipalities and schools
- Retailers of agricultural, commercial or home/garden pesticide products
- CleanSweepNY services are <u>not</u> available to homeowners

## CleanSweepNY Fall 2022

The next CleanSweepNY collection event will be held on Sept. 27-30, 2022 and will target the counties in the Southern Tier region of New York.

To Obtain a Registration Form Contact CleanSweepNY Staff at:

Telephone: 518-225-8146

E-Mail: <u>cleansweep@dec.ny.gov</u>

Website: www.cleansweepny.org

## PA Update

Bryan Hed, Research Technologist, Lake Erie Grape Research and Extension Center

<u>Weather:</u> At our location by the lake, our monthly total rainfall stands at 1.57 inches for the first 2 weeks of September, a bit on the dry side actually (September generally averages a little over 4 inches). Our growing degree day total for the month of September is currently about 270, and we have accumulated 2611 gdds from April 1. The weather forecast for Friday and Saturday is dry and sunny. There is a 40% chance for rain on Sunday night and 50% chance Monday. Temperature highs will remain in the upper 70s, with lows in the mid 60s.

<u>Phenology:</u> A week's worth of cloudy, wet weather, over the past 14 days, has stalled brix accumulation at our site, but Concord sugar levels are coming back up again, and are between 12 and 14 brix.

<u>Diseases:</u> monitoring of cracked/split Concord berries seems to be showing some development of sour rot at our site (we can smell it), but cooler weather may help to slow that process. Most of the damaged berries at our site appear to be associated with berry moth damage, but this is not the case everywhere. There are no good spray options for this damage this late in the year, and I suspect that some of the damaged berries will shell to the ground.

Rain this month may have generated 4-5 downy mildew infection periods. Continue to scout susceptible vineyards for this disease to know whether or not you have a problem that needs to be dealt with. Wine varieties that are susceptible can be very vulnerable to leaf loss, or even complete defoliation from downy mildew (especially vinifera) and may need continued protection, especially

where there are heavy crops on varieties that will be hanging for a while yet. Your spray options have dwindled because of pre-harvest intervals, but there's always captan, copper, and especially the Phos acid products, like Reliant, Prophyt, and Phostrol (among others). Copper and Captan can create fermentation issues for winemaking, if residues remain high at harvest. After harvest, you can resort to mancozeb products for downy mildew, if the need arises, to ensure good cane ripening and optimum winter hardiness, while avoiding concerns regarding the development of fungicide resistance. Late season copper and lime can also be used.

Sour rots continue to build in our rot susceptible Vignoles here at the lab. At this point in time, fruit fly control with insecticides is the most effective way to keep sour rots at bay. Tank mixing antimicrobials (like Oxidate or Fracture/ProBlad) with your insecticide can add an additional layer of control to the spread of sour rot in rot susceptible wine varieties.





Harvest time is upon us! Harvest is a busy time, a time when the crew needs to come together to make the operation run smoothly. Coordination and timing of events and locations is critical. MyEV can help with that. You can now allow access to your farm in MyEV to your employees with a "Read Only", "Editor" or "Aministrator" permission level. Read the VitBlog to find out more.

https://www.efficientvineyard.com/blog/better-permission-options-in-myev

Terry will be doing a video on this in the near future.

