



Winter in the Vineyard-  
Kim Knappenberger

**CROP UPDATE**  
**January 26, 2023**

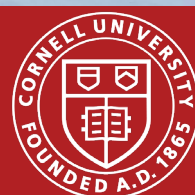


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Lake Erie Regional Grape Program



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*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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# 2023 LERGP Winter Grape Grower Conference Series



These sessions are available for registration at our web-site.

**February 9, 2023-** Virtual Event- 10:00am- Noon  
No pesticide credits are available for this session.

**March 16, 2023-** In Person at SUNY Fredonia- 8:00am-4:00pm

[Register online](#) or with the form on next page.



**LAKE ERIE REGIONAL GRAPE PROGRAM**  
**2023 GRAPE GROWERS' Winter Series CONFERENCE REGISTRATION FORM**

SUNY Fredonia Williams Center

Thursday, March 16, 2023

**Deadline for registration is Friday, March 10, 2023.**

Name (1<sup>st</sup> attendee) \_\_\_\_\_ \$ \_\_\_\_\_

Farm Name \_\_\_\_\_

Address, City, State, Zip Code \_\_\_\_\_

\_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

Are you enrolled in Lake Erie Regional Grape Program (LERGP)? Yes \_\_\_\_\_ No \_\_\_\_\_

MEMBER	REGISTRATION FEES	NON MEMBER
Feb Virtual Session Only	\$15.00 (\$10.00 addl attendee)	Feb Virtual Session Only \$20.00
In Person Conf. Only	\$90.00 (\$60.00 addl attendee)	In Person Conf. Only \$125.00

**Additional Attendees:**


\*Please add a **\$25.00 late fee** for each reservation made after March 10, 2023

TOTAL \$ \_\_\_\_\_

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

**Kate Robinson**  
**LERGP**  
**6592 W Main Rd**  
**Portland NY 14769**

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



# Business Management

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

## **Fertilizer Prices and Changing Strategy Labor Prices and Not Changing Strategy**

Prices of fertilizer continue to decline. On the retail scene, nationally, prices are down more uniformly than the last update I provided. Significant declines in price have hit Urea, MAP and DAP. Potash declines continue to be large.

Every macronutrient in any form is now lower in price than it was last January. Urea is down 22%. Potash is down 10% from January. MAP is down 7%. Potash prices maintained high prices through December of 2022. The price declines, when compared to January of 2022 have all come in the last four weeks. These trends started slowly in July when the price of potash peaked.

I was asked a year ago what the price of potash would be in 12 months. At the time it was over \$800 per ton and trending upward. Should growers accept this new reality or go lean on fertilizer and hope the trends reversed. I am happy to announce my prediction of a price between \$500 and \$1,200 was correct. Farmers bet against the price of potash rising and used far less last year, hoping to use more this year. It is interesting that this price trend is continuing as warmer states gear up for planting field crops. Farmers have reported plans to use more potash this year in USDA survey data if it becomes more affordable. It appears as those markets believe they'll be able to supply that increase in demand as potash continues to be more affordable.

In grapes significant applications of potash may run close to \$200 per acre this year. Falling prices could drop that cost to \$150 or \$140 per acre. There are a lot of ways to justify potash applications from an economic perspective. It pays for itself in numerous ways. Let's tackle an easy one. A grower puts on 125 pounds of potash this year at a cost of \$43 per acre. The grower sees some black leaf symptoms in his vineyards that have 8 ton per acre. Sugar solids are 15.3 on October 10<sup>th</sup>. This is not a disaster. Vine size might mostly be maintained or decline slightly, minimum standards are met, and tons will be delivered. Let's realistically pretend 3x as much potash increases brix by a half point. Berry size and vine size are not impacted (we are being conservative here). Net profitability increases by \$66 per acre, just because of the change in brix. To markets not paying on brix, it is possible that profit increases will be a bit murkier but they're there. While the first impact might be to brix, thereby giving you slightly more flexibility in when you apply your potash, it will not be long before dry weather and/or deficiency at harvest have significant impacts on vine size and return crop. We can make assumptions about profitability and yield as they relate to potash, but they always come out the same. If you're losing any yield due to potash deficiency you almost certainly have lower net profits. The problem with walking on the edge of deficiency is that you might lose just a bit of crop, but it compounds. You'll still have to make the applications later if you want to fix the problem so your long-term savings on fertilizer are close to \$0.

Hopefully this underscores the importance of 1. Maintenance applications of potassium and 2. Efficiently applying maintenance applications that were skipped in prior years. Price trends indicate that there might be some economic temptation to avoid risks that might have been taken last year. A quick note on labor. The local labor market is certainly softer. Prices are up quite a bit but there



are some promising indications that h2A adoption has temporarily alleviated most concerns about shortages. That could have been a topic for this week, but this looks quite preliminary. It will be interesting to see how this situation evolves over the next 2-4 weeks. Dry weather (whatever that is) could alleviate this labor pressure even more. There is no chance this will have any meaningful impact on overall labor cost in the short term. It is not likely to impact long-term trends either. It is possible that medium term (2-3 years) labor prices could start to rise more slowly than prior years.



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# Viticulture

Jennifer Russo, Viticulture Extension Specialist, LERGP

## Lake Erie Grape Regional Cold Hardiness

The table below has the latest Lethal Temperature Exotherm 50 (LTE50) for the cultivars sampled in our region (Table 1). We have been collecting data on a weekly basis since November 1, 2023. Please watch for the next newsletter to describe the new website for housing all of this data.

Cultivar	Measured LT50 value (°F)	Modeled LT50 value (°F)	Hi Temp (°F)	Low Temp (°F)	Date
Riesling	-11.4	-10.5	35.1	27.5	1/10/2023
Cabernet Franc	-9.4	-8.3	35.1	27.5	1/10/2023
Concord	-13.5	-11.6	46.9	34.7	1/5/2023
Cabernet Sauvignon	-5.4	-7.6	44.1	33.8	1/3/2023
Niagara	-10.1	-10.7	35.1	27.5	1/10/2023
Chardonnay	-9.9	-9.9	44.1	33.8	1/3/2023
Gewurztraminer	-9.0	-8.3	35.1	27.5	1/10/2023
Caminante blanc	-12.1	NA	44.1	33.8	1/3/2023
Fleuratai	-8.9	NA	44.1	33.8	1/3/2023
Sorelli	-7.1	NA	44.1	33.8	1/3/2023
Aurore	-12.6	NA	35.1	27.5	1/10/2023
Delaware	-11.0	NA	35.1	27.5	1/10/2023
Elvira	-14.4	NA	35.1	27.5	1/10/2023
Ives	-8.5	NA	35.1	27.5	1/10/2023
Pinot gris	-9.9	NA	35.1	27.5	1/10/2023
Seyval	-11.6	NA	35.1	27.5	1/10/2023
Traminette	-13.0	NA	35.1	27.5	1/10/2023
Vignoles	-8.5	NA	35.1	27.5	1/10/2023
Vincent	-11.0	NA	35.1	27.5	1/10/2023

## DEC Reclassifying Neonicotinoids as Restricted Use Materials in 2023

Note: The primary material used by grape growers that is impacted by this is Assail (all formulations), which has not been classified as a restricted use material up until now. Other neonicotinoids and imidacloprid formulations or mixes, including Leverage, Admire Pro, and Brigadier, are already classified as restricted use materials.

In an effort to protect pollinator populations, the NYSDEC announced earlier this year that many pesticides containing neonicotinoids will be reclassified as restricted use starting in 2023. We are now approaching the start date of this reclassification. A full listing of neonicotinoid products effected by the decision are listed on the NYSDEC website here.

In 2023, those using reclassified pesticides on the list must be certified applicators in New York; i.e. they must pass the applicator certification exam, pay a fee, and obtain their pesticide applicator certification from the NYSDEC. “Purchase, possession, distribution, or application of these pesticide products” is illegal for those without pesticide applicator certification or purchase permits after December 31st of this year.

 An official website of the USDA National Agricultural Statistics Service [Here's how you know](#) ▾



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### The 2022 Census of Agriculture is Underway

The USDA mailed survey codes for responding securely online to the 2022 Census of Agriculture at [USDA National Agricultural Statistics Service](#). Your unique survey code will get you started with the online response option that offers time saving features that are ideal for busy grape producers. [NASS Frequently Asked Questions Website Click Here](#)

By completing the 2022 Census of Agriculture, you tell your story and help generate comprehensive and impartial agriculture data for New York that better serve you and future generations of producers.

“Grape production has an incredible impact on New York. I want to thank producers in advance for responding to the ag census” said Donnie Fike, New York State Statistician of USDA’s National Agricultural Statistics Service (NASS), “We recognize how valuable their time is, so we have made responding more convenient and modern than ever.”

To learn more about the Census of Agriculture, visit [USDA National Agricultural Statistics Service](#) or call 800-727-9540. On the census webpage, producers and other data users can access frequently asked questions, past ag census data to help spread the word about the ag census, special study information, and more. For highlights of these and the latest information on the upcoming Census of Agriculture, follow USDA NASS on Twitter @usda\_nass and search #AgCensus.

NASS is the federal statistical agency responsible for producing official data about U.S. agriculture and is committed to providing timely, accurate and useful statistics in service to U.S. agriculture. providing timely, accurate and useful statistics in service to U.S. agriculture.



# ASEV-ES Presents *Grapevines to Wines* "Hang Time"

Hello! The American Society for Enology and Viticulture-Eastern Section invites you to attend our first virtual session with updates from the U.S. grape and wine industry. During the monthly "Hang Time" sessions (11:30-12:30 EST), university or industry researchers will give updates on timely topics related to viticulture and enology fields. This is our way to share the wealth of knowledge in our Society and to network within our growing wine industries. Attendees to each session will have the opportunity to ask questions. If the information shared is relevant to your organization, then we'd love to invite you to our annual conference which will be in Austin, Texas in June!

Please use this QR code for this clickable link to access the virtual meeting room. This will be the same link used each time so don't lose this email! Please see the schedule on the next page!

Please follow this link- <https://zoom.us/j/95198607245?pwd=bXpNL2E5Zm1jazFuYkZ3elpLSSs3dz09>  
or scan the QR code below:



AMERICAN SOCIETY FOR  
ENOLOGY AND VITICULTURE  
Eastern Section

# Grapevines to Wine "Hang Time"

## Lunch Hour Schedule

- January 18, 2023: Volunteers from the Board-Welcome to "Hang Time" with ASEV-ES *Grapevines to Wines* lunch hour. Who we are and why you should tune in for our upcoming series!
- February 15, 2023: Michela Centinari, Penn State University-"Frost Damage...your vines are damaged; now what?" The antecedent to what to do after the frost damage leads to the basic avoidance tactic: "...and what is the Spring Frost Index?"
- March 22, 2023: Phil Brannen, University of Georgia Small Fruit Plant Pathologist-You might as well be spraying water if you're not checking for resistance.
- April 12, 2023: Justin Scheiner, Texas A&M-What to expect for this year's ASEV-ES Conference in Austin, and why you should come visit the heartland.
- May 17, 2023: Patricia Skinkis, Oregon State University, Viticulturist; and Gill Giese, New Mexico University- "Signature Wine"-what is it? Does a region set out to produce such an animal or do the best ones 'evolve'...?
- June 7-10, 2023: ASEV Conference in Austin, TX
- July 19, 2023: Speaker TBA. Blending fruits for value-added wines.
- August 16th, 2023: Speaker TBA. Top most common mistakes when making wine. To hang, or not to hang? Are we really compromising phenols for just Brix?
- September 13, 2023: Speaker TBA. Leaf change in the fall...is this a sign of healthy or unhealthy vines? We'll dig deeper into Grapevine Red Blotch and Crown gall--who's at risk?
- October 18, 2023: Speaker TBA. Losing yield from deadwood? It's all about the cut.
- November 14, 2023: Speaker TBA.-Combating the extremely cold temps. It's all about the genetics.
- December 6, 2023: Speaker TBA. Join our table of experts in discussion about Grapes of the South. Exploring the unknown? Where are we in variety trials? Who's tried what?



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# NYSDEC How to Get Certified Course:

Cameron Bishop from the NYSDEC is holding a 2 hour course for exam preparation, discussing NYS Pesticide laws and regulations, exam process, certification requirements and EPA worker protection standards. Paperwork for exam registration will be available to fill out on site. You will need to bring a valid photo ID and a check made payable to NYSDEC for \$100.00.

*(The preparation course is separate from the exam. You will be able to sign up for the exam at the preparation course.)*

Core and category training manuals can be purchased at the [Cornell Bookstore on-line](#).

The cost for this course is \$20.00. [Register here!](#)



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# NYSDEC HOW TO GET CERTIFIED COURSE

## WHEN:

March 23, 2023  
10am - Noon

## WHERE:

Cornell Lake Erie Research  
& Extension Laboratory  
6592 W Main Road  
Portland, NY 14769

## EXAM DATE:

March 30, 2023  
9:30am Start Time  
Same Location

## DISCUSSION TOPICS

NYS Pesticide  
Laws & Regulations  
Certification  
Requirements  
Certification Exam  
Process  
EPA Worker Protection  
Standard (WPS)

## SAME-DAY EXAM REG.

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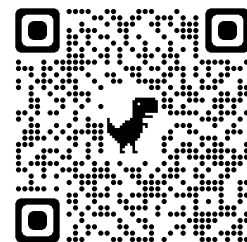
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## TO REGISTER



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