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UPCOMING EVENTS:

MARCH 16, 2023- 8:00am- 4:00pm- In Person Winter Grower Conference at SUNY Fredonia- Register online here

March 23, 2023-NYSDEC How to Get Certified Course- see information on page 4- Register online here

March 30, 2023- NYSDEC Pesticide License test at CLEREL.

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The Lake Erie Regional Grape Program is a partnership between Cornell University, Penn State University and the Cornell Cooperative Extension Associations in Chautauqua, Erie and Niagara County NY and Penn State Extension in Erie County PA.
Contact Information:

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Kmm52@psu.edu
(716) 397-9674

Kim Knappenberger – LERGP NEWA and Vineyard Improvement Program Contact
Ksk76@cornell.edu

Kate Robinson – Administrative Assistant
Kjr45@cornell.edu
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.
$100 Exam Fee (Payable to NYSDEC)
Exam paperwork provided & completed onsite

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New York State DEC Bureau of Pesticides Management

TO REGISTER
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2023 LERGP Winter Grape Grower Conference Series

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

Register online or with the form on next page.

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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 (1st attendee) ______________________________________ $ _______

Farm Name ________________________________________________

Address, City, State, Zip Code ________________________________________________

Phone ___________________________________________ E-mail _______________________

Are you enrolled in Lake Erie Regional Grape Program (LERGP)?  Yes______ No______

<table>
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<tr>
<th>MEMBER</th>
<th>REGISTRATION FEES</th>
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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

Date Ck. Rec’d ______________________ Amount _______________________


There will be a free respirator fit test on March 1, 2023 at Burch Farms Country Market for Pennsylvania Certified Pesticide Applicators. You can schedule a time slot here: https://bit.ly/2023-erie-wfs-fit-testing

Penn State Extension Pesticide Education Program will be facilitating free respirator fit tests through its Respirator Fit Test Program and third-party partner, DISA Global Solutions on March 1, 2023, at Burch Farms Country Market in North East, PA.

You must:
• bring your own respirator(s) with you to be tested
• bring ID (a driver’s license or your pesticide applicator license)
• be clean-shaven (your respirator and face must make a tight seal; a moustache, soul patch, or very light stubble might be acceptable if a tight seal can be achieved)
• fill out a medical questionnaire on site or fill out the one available here or via the link below and bring it with you.

By reserving a time slot for respirator fit testing, you guarantee that you will be tested on March 1, 2023. It is to your advantage to RSVP: walk-ins will be tested only when free time is available. Learn more about the Respirator Fit Test Program here: https://extension.psu.edu/2023-respirator-fit-test-program.

The Respirator Fit test will be run during the Commercial Tree Fruit School on March 1, 2023. You do not need to be registered for the Commercial Tree Fruit School to register for the fit test. However, if you are interested in this workshop, you can learn more and register here: https://extension.psu.edu/commercial-tree-fruit-school.

Please note: A Respirator Training Presentation will be offered for those that participate in the fit test to satisfy the Worker Protection Standard’s annual respirator training component. The training will be a 30-minute presentation at the end of the day and will be worth 1-core credit for those completing a fit test. This presentation will start at 2:30 PM.

Questions? Contact Shane Williams or Ruth Benner:
Shane Williams (Penn State Extension Pesticide Education Program) stw5035@psu.edu or call 814-863-9606
Ruth Benner (Penn State Extension Erie County) rab147@psu.edu or call 814-240-0974
Costs of Some Current Fertilizer and Soil Health Management Practices

This year we are seeing a slow but steady decline in fertilizer prices. Relative to 15-year averages, prices remain high. As shown in figure 1, urea prices have fallen most dramatically. This is less exciting for fruit growers as we use far less urea than other inputs. To show the muted impact on savings, the price of typical maintenance applications has fallen far less dramatically as shown in figure 2.

The steady rate of price declines that became clear in July will show up more significantly for growers if the trend continues with potash. Potash prices should have further to fall if planting does not go well this year or something results in lower potash use.

More dramatically, as growers fight to maintain and increase vine size with soil health, maintaining vine water status has become significantly more expensive. Round-up practices in 2022 were ugly and theoretical. As long as growers find ways to use post-emergent herbicides to maintain bare row middles, costs have fallen considerably since last year but remain elevated. Innovative practices that are required to make round-up actually effective also increase costs. Growers are mixing other materials into the overall annual strategy, using cover crops and mowing. Old practices involving tillage were all but eliminated as a Concord strategy 40 years ago. They’re not particularly effective at water conservation, they disrupt vineyard soil structure in a way that might not work at all with modern equipment and they’re very expensive. Historical tillage practices would now cost over $200 per acre. As soil health management continues to evolve, higher fertilizer prices have inspired variable rate management. Effective variable rate management (so far) requires good data that cannot be gathered in real time. Prescription maps that are effective continue to rely on soil tests and/or sensor based data that is processed. While this may change in the future the best way to get started is to gather
How Soil Health Should Impact Vineyard Prices
Recently there has been just a bit of movement in Concord acreage as a few markets begin to recover from the recent contraction. The value of a vineyard is always a question for both the buyer and the seller. The easy answer, of course, is that a vineyard is worth whatever someone is willing to pay. The more difficult answer tries to resolve what price can be paid without undermining the sustainability of the operation going forward. That price depends on several factors.

The easiest vineyard to value is the perfect vineyard. The perfect vineyard is always owned by someone else. As soon as you purchase a vineyard, you find the problems. A vineyard with new trunks, wire, and posts on healthy soil with over 600 vines per acre and an average yield of 8 tons per acre may start immediately generating between $1,600 and $2,400 of gross revenue per acre. A typical grower would be able to add that into an existing operation and increase his costs by $1,100 - $1,500 per acre. Potential remaining net revenue of $500 - $900 would be available to service debt and generate revenue to protect the business against weather and market risks until the debt is paid off. The cost of money (debt), the risk tolerance of the grower and the length of the mortgage would vary from grower to grower and dictate their ability to sustain a higher purchase price. A grower might be able to pay more than $10,000 per acre for the perfect vineyard. When buying a vineyard, it is important to remember there is no perfect vineyard.

Managing a vineyard requires constant investment and many vineyards for sale have neglected some or all investment and require varying degrees of rehabilitation. Something as simple as two years of neglect in trellis maintenance can lower the value of a vineyard by $500 per acre. Not only is the business value of the vineyard lower, but the lower value is also visually obvious. Most purchasers discount the price when the trellis is in disrepair.

Taking soil tests prior to purchase or rental happens occasionally in field crops. In our vineyards such testing is rare. Reducing nutrient applications as finances get tight is a common practice. Growers focused on soil health are often surprised how unhealthy the soils are on their new farms. Building organic matter and increasing soil pH are extremely valuable activities that impact yield and also take years.

Value: Neglected soil
A very poor soil test is shown in figure 1 and compared to a typical soil test will take years to repair. The very low soil pH is inhibiting nutrient availability. To increase soil pH the first step will be to apply 5 tons of lime over the course of 3 years. Conditions won’t be ideal as the top inch of soil will likely
have a pH above 7.0. As this works its way into the soil this should be nearly enough lime to raise the soil pH in the top 6". The acid soil very likely continues throughout the profile and the acidic subsoil will continue to impact the top 6". Another 4 ton of lime will be necessary to take care of the subsoil down to a depth of 10". Increasing soil pH at depths greater than that, without tillage, might be impossible. If not impossible, it is going to take a long time. Adding in maintenance applications of lime to offset acidification and this soil will likely need at least 8 ton of lime over the next decade. The total cost will be about $400 per acre. Ideally lime would be put on more quickly, but it takes time to move through the soil profile and there would be a high risk of potassium deficiency that would offset the benefits of rushing the process. Unfortunately, this will impact vine performance for a few years.

Potassium applications will be 200lbs of actual potassium per year. Those applications will continue for 3 years and future soil tests might indicate additional needs down the road. The ability of the soil to hold and make nutrients available is significantly diminished and efficient uptake is probably a few years away. This will cost the buyer $800 in materials over 3 years.

Phosphorus costs will approach $250 per acre over 3 years. Split applications would be recommended in the first two years. Without split applications, a phosphorus application would be necessary in the 3rd year. The mobility of phosphorus in unhealthy soil will make uptake inefficient and the grower will have more wasted phosphorus without split applications. Total materials cost would rise without split applications.

The same goes for urea as this soil has very little organic matter to provide the nitrogen needs to the plant. Split applications of urea would likely help for the first 5 years. In the first 3 years these rates would likely need to be relatively high. Total cost over 3 years would be $250.

The rehabilitation budget for fertilizer is $1,300 for 3 years. A typical budget for fertilizer materials should average around $170 per year. This soil will require at least $400 in materials per year for the first 3 years. A more serious concern is the low yield potential over the first 2-3 years. In addition to $1,200 in fertilizer and application costs, there is likely another $1,500 in lost yield potential when compared to healthier vines and soils. After 3 years it might be reasonable to assume the vineyard could produce at a level close to the industry average. It would still be another 5-6 years before it’s performance could approach anything resembling the theoretical "ideal" vineyard. This vineyard should be valued at $1,900 - $2,600 less than a vineyard with fairly good soil test.

### Value: Nutrient Rich Soils

On the other hand, the purchaser tends to under-value healthy soils. Nutrient availability in a very healthy soil is represented in figure 2. It is likely a fairly heavy soil but on the right site with drainage this vineyard has the potential to be very productive.

<table>
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<th>Results PPM</th>
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<tr>
<td>Phosphorus (P)</td>
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<td>50</td>
</tr>
<tr>
<td>Potassium (K)</td>
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<td>100</td>
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<td>Calcium (Ca)</td>
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<td>50</td>
</tr>
<tr>
<td>Copper (Cu)</td>
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<tr>
<td>Zinc (Zn)</td>
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<td>3</td>
</tr>
<tr>
<td>Aluminum (Al)</td>
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<td>Organic Matter</td>
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<td>5%</td>
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<tr>
<td>p.H.</td>
<td>5.5</td>
<td>6</td>
</tr>
<tr>
<td>Buffer p.H.</td>
<td>5.3</td>
<td>2</td>
</tr>
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</table>

*Figure 4: Very poor soil test*
Potassium applications would be very minimal over the first 3 years. The ten-year average potassium application would be at maintenance levels or lower. This would save the grower at least $600 per acre over the first 3 years. Given the healthy soils, large crops might cut into potassium savings. However, if you’re applying more than maintenance applications because of vineyard performance, that’s a win much larger than $600 per acre.

Phosphorus values are on the high end of normal but tend to decline very slowly in no-till vineyards. There would likely be no phosphorus applications in the first 3 years and possibly as few as 0-1 in 10 years. This might save a grower $60 per acre when compared to a healthy soil that requires a moderate amount of potassium.

Organic matter levels are very high. Annual nitrogen applications would continue to be recommended unless there was undesirable vine vigor. Those application rates would be approximately 20 lbs per acre and save the grower $300 per acre over 3 years.

High pH clearly shows benefits to available and desirable micronutrients. While growers sometimes rely on foliar feeds a grower with healthy soil and levels well within the target there would be no benefit to these feeds. While foliar feeds are not a typical recommendation this would save a grower about $20 per acre when compared to typical grower practices.

In total the grower would save over $950 per acre. The grape acreage should be valued at least $1,000 more than a highly productive vineyard with simply adequate soil health. While the additional yield potential is also a benefit, the assumption of high yields is likely built into the value of this vineyard because it has a history of high yields. As another point of comparison, the value should be close to 3,000 – 4,000 more than the struggling soil mentioned earlier.

### Financing Property Purchase

Another benefit of vineyard care and even excess fertilizer is that it can easily be financed. A grower that purchases poor soils will likely struggle to find low interest financing for 12 ton of lime. The grower that purchases a farm will have a relatively lower interest rate. This rate, of course, will still be significantly higher than two years ago.

This theoretical discussion may or may not be of interest to you. On one hand, as a buyer, you should still pay as little as you can. As a seller, you should still sell for as much as someone is willing to pay. As a buyer, trying to value soil health might be frustrating. Due diligence might prevent vineyard expansion. As a general practice it’s good to know what healthy soil is worth and try to find at least something that is moderately cared for. If you can find very healthy soil, there is a good chance the vineyard is a bargain because the market tends to under-value those attributes.
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We have an excellent program lined up for the 2023 Winter Grower Conference featuring experts from many fields. The grower advisory panel had many suggestions of important topics that they wanted information from. As always, the day will be full of information on the latest research-based tools that can be taken home and applied to your vineyard.

This year’s Conference Series was again made up of two virtual days and our in-person conference. The first virtual session was held on December 9, 2022, and featured Dr. Katie Gold discussing biopesticides and Bryan Hed talking about his latest research. It was our hopes to hold it in December to help inform your chemical ordering for this year’s growing season. That session provided an opportunity to earn three New York State pesticide recertification credits and six Pennsylvania recertification credits. Our second virtual session held on February 9, 2023, brought Dr. Justine Vanden Heuvel, Cornell Professor of Viticulture, to talk about her work in Arbuscular Mycorrhizal Fungi and bacteria applications to vineyard soil to improve grapevine productivity and Kevin Martin, our Business Management Specialist, discussed economics of vineyard inputs.

Our upcoming in-person day on March 16, 2023, from 8 AM to 4:45 PM. Our regional growers and industry stakeholders come to the LERGP Growers Conference in March of each year to hear the research based information being developed by Cornell and Penn State faculty and extension staff as well as other speakers from across the country, but many are also looking for pesticide recertification credits required by the NYS DEC and PDA. For those attending this year’s conference on March 16th at Fredonia State University, you will not be disappointed.

How Many Credits for In-Person Conference?
One of the questions that the LERGP extension team finds itself answering about the LERGP Growers’ Conference is “how many credits are going to be available?” We have been approved for 3.5 NYSDEC pesticide recertification credits for the in-person date of March 16, 2023, and are applying for PDA credits. The Lake Erie Regional Grape Program’s Winter Conference Series provided two opportunities to earn 6.5 NYSDEC pesticide recertification category credits and potentially 13 PDA category credits. We are also holding our 2023 Pesticide Applicator License Prep Course on March 23, 2023, from 10 AM to 12 noon at the Cornell Lake Erie Research and Extension Laboratory in Portland, NY, that will be worth 2 NYSDEC Core credits (4 PDA Core credits awaiting approval).

Check out the summary of the talks below and you will see that not only will you get recertification credits, but these talks provide you with the opportunity to get information that you need to become compliant with the changes in Labor Laws, as well as learn about the information and resources you need to sustain vineyard production.
2023 Lake Erie Regional Grape Program Winter Grower Conference

March 16, 2023, from 8 AM to 4:45 PM at:
WILLIAM’S CENTER
280 CENTRAL AVE, SUNY FREDONIA CAMPUS
FREDONIA, NY 14063

6:45 AM – Vendor set up
7:15 AM – Grower Check In/Registration begins
8:00 AM – Welcome

8:15 – 9:00 AM – Dr. Rob Chancia, Center for Imaging Science, Rochester Institute of Technology – SCRI Nutrition Research.

Rob is currently a Post-Doctoral Researcher at the Center for Imaging Science. He received his PhD in Physics from the University of Idaho in 2019, for his work with outer planet imagery from NASA’s Cassini, Voyager 2, and New Horizons spacecraft. He then completed a master’s degree in Imaging Science from RIT in 2021. His research applies multiple imaging modalities to improve precision agriculture and forest inventory practices.

9:00 – 9:45 AM – Dr. Terry Bates, Director of the Lake Erie Research and Extension Laboratory in Portland, NY, Cornell University – Spatial Nutrient Data for Variable Rate Nutrient Management

The objective of Terry’s research program is to help the New York grape juice industry reach their goal of producing maximum sustainable yield of high-quality fruit through viticulture research and education. He works closely with producers and processors to identify research questions that are applicable to the industry. His team supports the grape industries of western New York and Pennsylvania through Precision Viticulture, Vineyard Mechanization, and Optimized Nutrient Management.

9:45-10:15 AM – Break and Vendor Show
10:15 – 11:00 AM - Dan Olmstead, Senior Extension Associate with Cornell’s NYS IPM Program, Understanding of Changing Weather Patterns for Grape Growing

Dan Olmstead will be presenting on a case study of the weather patterns in our region as they pertain to grape growing. Increased frequency of both droughts and extreme rain events are expected in New York State as weather continues to become more variable in the near future. Both must be mitigated to grow healthy grapes. An understanding of changing weather patterns, water use and water requirements of the crop, impacts of pests, use of cover crops and open soil, and other factors affecting production are important for effective water management. Learn how to use digital tools in vineyard cropping systems to help growers navigate heavy or light rainfall years and utilize pest models for IPM management.

11:00 – 11:45 AM – New Faculty Program Introductions
Dr. Katie Gold, Cornell Grape Pathologist (15 minutes)

Katie is an Assistant Professor of Grape Pathology in the Plant Pathology and Plant-Microbe Biology Section of the School of Integrative Plant Science at Cornell University where she holds primary research and extension responsibilities for grape disease management in New York
Dr. Gold’s Grape Sensing, Pathology, and Extension Lab at Cornell (GrapeSPEC) studies the fundamental and applied science of plant disease and plant-microbe interaction sensing to improve integrated grape disease management. The Gold Lab specializes in the use of in situ and imaging spectroscopy (also known as hyperspectral imaging) deployed at a range of spatial scales, from proximal, autonomous rovers to spacecraft, to characterize asymptomatic disease physiology and the impacts of management intervention on early grape disease detection.

Dr. Yu Jaing, Cornell System Engineering and Data Analytics
Yu’s research focuses on the system engineering and data analytics for specialty crops and involves interdisciplinary innovation among engineering, computer science, and plant science.

Dr. Jason Londo, Cornell Fruit Physiologist
Jason’s extension program goals are to provide research driven-tools and information to the New York fruit crop industry focusing on adapting crops to climate-change-induced environmental stress. He works collaboratively with other faculty members, Cornell Cooperative Extension, and stakeholders to identify climate induced disorders, develop mitigation methods, and improve the resilience and sustainability of fruit crop production through applied research.

11:45 AM – 12:00 PM – Lake Erie Regional Grape Program Research
12:00 – 1:30 PM – Lunch and Vendor Show
1:30 - 2:15 PM – Dr. Greg Loeb, Cornell University Department of Entomology - Ongoing Research Projects with Focus on Grape Berry Moth resistance and model for management

Greg will be presenting his ongoing research projects. Growers continue to experience problems with grape berry moth (GBM), especially late in the season. Insecticide resistance and changes in flight phenology are two possible explanations. Over the past several years, he has found that one of the commonly used pyrethroid insecticides, fenpropathrin [Danitol], has provided little if any control of GBM, raising the prospect of insecticide resistance. Poor timing of insecticide applications may also be contributing to the problem. Greg will discuss his work around this issue and future efforts to study resistance and GBM egg-laying timing.

2:15 - 3:00 PM – Dr. Alejandro Calixto, Director of Cornell’s NYS IPM Program - Action for Management of Spotted Lanternfly in Vineyards

Dr. Alejandro Calixto, Director of Cornell’s NYS IPM Program will be presenting on the current Spotted Lanternfly. Spotted Lanternfly is a serious invasive species with current infestations in Southeast Pennsylvania, Virginia and Delaware. While Tree of Heaven is its preferred host, grapes have been found to be the preferred crop for this pest. Dr. Calixto will discuss current infestations, information he has learned from PA and Virginia grape growers’ experiences with SLF, and he will also present on the Cornell’s NYS IPM Program’s plan of action for management and extension as this pest creeps into our vineyard operations.

3:00 – 3:15 PM – Break
3:15 – 4:00 PM – Bryan Hed, Penn State University Research Pathologist at Lake Erie Research Laboratory, North East, PA – Old vs New Chemical Class Material Trials

Bryan will present on all the chemical classes and how the older materials compare to the newer materials that might be considered ‘Cadillac’ materials. Bryan will also talk about what to use under each phenological stage. He will discuss the research trials this year show that demonstrate a clear difference in powdery mildew control between programs of old and new materials.

4:00 – 4:45 PM - New Faculty Program Introductions

Dr. Alejandro Calixto – Director NYS Integrated Pest Management

Alejandro will discuss how his team of Integrated Pest Management Specialists work with industry and extension to bring science-based management decisions to their pest management programs. Stakeholders will learn about resources available and be able to utilize the IPM Program.

Dr. Lynn Sosnoskie, Cornell University Assistant Professor of Weed Ecology and Management in Specialty Crops

Lynn’s work includes tree and vine crops in addition to fresh and processing vegetables and her research is multifaceted. One topic of interest is identifying new herbicide active ingredients for use in specialty crops. Compared to corn, soybean, and cotton, commercial fruits and vegetables are grown on very few acres in the US. Additionally, these crops are often sensitive to many herbicides/herbicide modes of action. Combined, these factors can limit the number of registered chemicals available for weed control in non-agronomic systems. In partnership with commodity groups, agricultural manufacturers, and the IR-4 Project, Sosnoskie’s lab is screening novel products for potential labeling.

4:45 PM - Close
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<td>10:00</td>
<td>Niagara Landing Wine Cellars</td>
<td>4434 Van Dusen Rd. Lockport NY 14094</td>
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<tr>
<td>June 28, 2023</td>
<td>10:00</td>
<td>Gary Young Farm</td>
<td>8401 Gulf Rd. North East PA 16428</td>
</tr>
<tr>
<td>July 5, 2023</td>
<td>10:00</td>
<td><strong>NO COFFEE POT MEETING</strong></td>
<td></td>
</tr>
<tr>
<td>July 12, 2023</td>
<td>10:00</td>
<td>Zach &amp; Alicia Schneider Farm</td>
<td>771 Bradley Rd. Silver Creek NY 14136</td>
</tr>
<tr>
<td>July 19, 2023</td>
<td>10:00</td>
<td>Schultze Winery</td>
<td>2090 Coomer Rd. Burt NY 14028</td>
</tr>
<tr>
<td>July 26, 2023</td>
<td>10:00</td>
<td>Westfield Ag &amp; Turf</td>
<td>7521 Prospect Rd. Westfield NY 14787</td>
</tr>
</tbody>
</table>
Don't forget to register for the Winter Grape Grower Conference!

Register today!

https://lergp.cce.cornell.edu/
Lake Erie Regional Grape Program Team Members:

Jennifer Phillips Russo, (jjr268@cornell.edu) Viticulture Extension Specialist, 716.792.2800 ext 204
Kevin Martin, (kmm52@psu.edu) Business Management Educator, 716. 792.2800 ext. 202

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CCE does not endorse or recommend any specific product or service.

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