



*LERGP Crop Update
August 7, 2025*

*Photo credit-
Kim Knappenberger*



Cornell Cooperative Extension
Lake Erie Regional Grape Program



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Don't miss the Mock Truck Inspection Information Day at CLEREL, 6592 W. Main Rd. Portland, NY 14769 on Wednesday, August 20th at 9:00am.

This is A FREE Event but please [Register here-](#)

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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.

Business Management

Andrew Holden, Business Management Educator, Penn State University, LERGP

2025 Custom Rates Survey Results

After collecting data over the summer from growers at LERGP events, mainly our Coffee Pot meetings, I have compiled the results of the custom rate survey. The results have been published in a one-page handout that will be attached below this article. Please take a look at the results and feel free to share feedback with me.

Custom rate is a term used to describe the price that is paid for work to be completed by someone off the farm. This *custom work* often looks like a farm hiring their neighbor to do a task with the neighbors equipment on their farm. Custom work is done for many reasons, small farms may find it more economical than buying large equipment, a farm may not have the labor to complete their task that season, older farmers may use it as a way to keep farming by hiring the more difficult task out, and many other scenarios. One of the best, and most common examples of custom work in our region is custom harvesting. While I have had discussions with growers this year about how the number of people doing custom work, especially harvesting, has decreased over the years, I often receive call asking what the going rate is. This survey sought to answer those questions, to find what the regions average “going rate” for custom work is, AKA custom rates.

The 2025 Custom Rates handout shows the survey results that were collected from over thirty growers during the 2025 growing season and represents over two thousand acres across the Lake Erie Grape Region in both New York and Pennsylvania. The results show fourteen operations, including Hand pruning, Hand follow up, Tying, Trellis Maintenance, Other skilled labor, Mowing, Machine pruning, Herbicide, pesticide, and fertilizer application (not including material), Harvesting, and Trucking. Some activities that were surveyed were not reported due to low response rate. While not technically custom work, I included pruning labor cost, as prices can vary across the region and many growers ask what the current going rates are.

The rates reported in this handout should serve as a reference for making custom work pricing decisions. These numbers are averages and will vary depending on your location, specific needs, equipment, and more. As responses came from across the grape belt from many diverse operations, more nuance must be applied when considering what you should charge or pay for custom work. My hope is that these numbers get growers in the ballpark for pricing and give us a snapshot of current rates in our region. Ultimately, the cost for custom work will be what someone is willing to do the work for and what someone is willing to pay to have that work done.

Growers provided useful information for this survey as well as valuable feedback on what operations they are hiring or being hired to do. To make the data more useful and specific in the future I have been asking for feedback on this survey. So far, if this survey is repeated, I plan to make some adjustments to collect more data that I and growers would find useful. First, to account for location in the belt, and examine if there are NY vs PA differences and get a better number on trucking cost vs distance to delivery. Second, grape variety so that data can be broken down by variety. Finally, a more in-depth look at custom harvesting is warranted as many have reported that they used to do custom harvesting but no longer do. I am interested in quantifying the trends in custom harvesting and analyzing the situation farther.

Thank you to all who filled out a survey and please feel free to reach out with any feedback about the results or future surveys.

What I'm Reading:

- [Ownership or Custom Hire—Costs to Consider](#) - Michal Lunak, PSU

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2025 Custom Rates

In the Lake Erie Region Grape & Wine Industry

Compiled by Andrew Holden, Business Management Educator, Lake Erie Regional Grape Program



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Lake Erie Regional Grape Program

Data was collected from over 30 growers during the 2025 growing season representing over 2000 acres across the entirety of the Lake Erie Grape Region in both NY & PA. Due to variations in growing practices, conditions, and locations, as well as machinery used, please use the report below as a comparative tool. What you charge or pay will vary depending on your unique circumstances and market availability. While both PA and NY had similar numbers, growers should also be aware that NY min. wage is \$15.50 and PA is \$7.25 in 2025.

| Custom Operation | Average | Responses | Max | Min | Median | St Dev ¹ |
|--------------------------------------|-------------------|-----------|-----------|----------|-----------------|---------------------|
| Labor | | | | | | |
| Hand Prune | per hour \$ 17.33 | 12 | \$ 20.00 | \$ 16.00 | \$ 17.00 | \$ 1.05 |
| Hand Follow up | per vine \$ 0.49 | 18 | \$ 0.65 | \$ 0.38 | \$ 0.47 | \$ 0.07 |
| Tying & Renewal | per hour \$ 17.81 | 8 | \$ 20.00 | \$ 16.50 | \$ 17.00 | \$ 1.41 |
| Trellis Maintenance | per vine \$ 0.35 | 3 | \$ 0.38 | \$ 0.30 | \$ 0.38 | \$ 0.05 |
| Other Labor | per hour \$ 16.83 | 19 | \$ 20.00 | \$ 15.00 | \$ 17.00 | \$ 1.24 |
| Other Skilled Labor | per vine \$ 0.29 | 2 | \$ 0.38 | \$ 0.20 | \$ 0.29 | \$ 0.13 |
| Mowing/pruning | per hour \$ 17.41 | 11 | \$ 20.00 | \$ 15.00 | \$ 17.00 | \$ 1.50 |
| Machine Pruning | per hour \$ 16.00 | 11 | \$ 19.00 | \$ 10.00 | \$ 16.50 | \$ 2.33 |
| Application (Not including material) | per hour \$ 17.86 | 7 | \$ 20.00 | \$ 15.00 | \$ 18.00 | \$ 1.77 |
| Herbicide | per hour \$ 53.33 | 3 | \$ 95.00 | \$ 20.00 | \$ 45.00 | \$ 38.19 |
| Insecticide/fungicide | per hour \$ 90.00 | 5 | \$ 120.00 | \$ 45.00 | \$ 100.00 | \$ 30.21 |
| Fertilizer | per acre \$ - | 3 | \$ 65.00 | \$ 20.00 | Not Enough Data | |
| Harvesting | per acre \$ 37.50 | 4 | \$ 65.00 | \$ 15.00 | \$ 35.00 | \$ 23.98 |
| Trucking | \$ a ton \$ 55.11 | 18 | \$ 75.00 | \$ 32.00 | \$ 55.00 | \$ 10.99 |
| Harvest + Trucking | \$ a ton \$ 21.46 | 9 | \$ 45.00 | \$ 10.00 | \$ 20.00 | \$ 10.27 |
| | \$ 62.68 | 15 | \$ 100.00 | \$ 40.00 | \$ 55.00 | \$ 16.01 |

¹Standard deviation is a measure that indicates how much the data points in a set vary from the average. A higher standard deviation means the data is more spread out and lower means a more condensed data set.

Contact Andrew Holden, Business Management Educator, with any questions at azh6192@psu.edu or by calling 716-640-2656.



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SEASON AFTER SEASON

Mock Truck Inspection Information Day

Come join us on

Wednesday, August 20th

9:00am-Noon

CLEREL-6592 W. Main Rd. Portland NY 14769

This event will start in the CLEREL conference room with a presentation from Trooper Andrew Lawrence. It will outline what the inspections aim to achieve, what they are looking for during an inspection and how to prepare your drivers and fleet to pass the inspections.

We will have a grape hauling truck and a grain hauling truck on-site that Trooper Lawrence will conduct mock inspections on for all to see how an inspection unfolds.

This is a FREE event but we ask that you register so we know how many to expect.

[REGISTER ONLINE HERE](#)

or call Katie at
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PA Update

Megan Luke, Penn State Extension Viticulture and Tree Fruit Educator

The Erie County Horticultural Society Chicken BBQ was a successful event last Wednesday. There were nearly 150 attendees, and credits for pesticide license holders were provided for both PA and NY residents. Joni Davis from Penn State Extension gave a talk on Worker Protection Standards, the LERGP, including Kim Knappenberger, Flor Acevado, Andrew Holden, and me, provided updates to the grape growers. Leisl Stevenson from the PDA introduced herself and provided resources for accessing training materials online.



Reminder!!!

The EPA is currently seeking nominations for the Pesticide Program Dialogue Committee. I intend to put myself forward for nomination with the intention of being a voice for specialty crop production in the Northeastern United States. This position will allow me to speak to the needs of our industry, as well as receive the most timely updates on potential policy changes affecting grape production.



Per the EPA Bulletin: The Environmental Protection Agency's (EPA's) Office of Pesticide Programs is inviting nominations from qualified candidates to be considered for appointment to the Pesticide Program Dialogue Committee (PPDC). The PPDC is chartered to provide policy advice, information, and recommendations to the EPA on a wide variety of pesticide regulatory developments and reform initiatives, evolving public policy, and program implementation issues

associated with evaluating and reducing risks from pesticide use. To maintain the representation outlined by the charter, nominees will be selected to represent: environmental/public interest and animal rights groups; farm worker organizations; pesticide industry and trade associations; pesticide user, grower, and commodity groups; federal/state/local and tribal governments; academia; and public health organizations. Vacancies are expected to be filled by December 2025. Sources, in addition to this Federal Register Notice, may be utilized in the solicitation of nominees.

Source docket on Regulations.gov: **EPA-HQ-OPP-2025-0651**

To these ends, I am soliciting letters of recommendation to include in my nomination. These letters can be brief and can be a simple description or explanation of why you think I would be a good candidate in terms of experience or expertise, reasons why representation is needed within our industry and region, and general support for my position and nomination to the board.

- Please send letters on business letterhead or with business letter formatting in PDF, Word, or other attached file format to: MFL5873@psu.edu
- Be sure to include the date, your business name, your name and position, address/email, and signature. **Letters are needed by August 10th!**

Insect and scouting update

For information on grape berry moth degree day modeling and management, please see Kim Knappenberger's article this week.

Grape leaf hopper: Grape leaf hopper (Figure 3) has been a problem in several PA vineyards in the past two years. In many cases, the insecticide application for grape berry moth should provide management for leaf hoppers as well, but if you used Intrepid as a single active (Intrepid Edge has an additional insecticide that will control leaf hoppers), this product is ONLY effective against lepidopteran insects (moth and butterfly larvae). Additionally, if you used a short-acting insecticide such as Mustang Maxx, you may not see effective control, as leaf hoppers will leave the vineyards during a spray application and return after the insecticide loses efficacy. Within the requirements of the label PHI and processors' guidelines, use the product with the maximum residual activity time that you have access to.

If you see stippling (white dots on leaves caused by leafhopper feeding) throughout the vineyard block, scouting should be conducted to determine if an insecticide treatment is recommended (Figure 4). Sampling for leafhoppers is focused on the abundance or quantity of first-generation nymphs. Check four different areas in the vineyard (two exterior and two interior). At each area, look at five lower (basal) leaves (leaves #3-#7 when counting from the base of the shoot) per shoot on five different shoots at each location and check for leaf feeding. If no damage or minimal injury is observed, proceed to the next sampling site. If moderate to heavy leaf stippling is observed, then begin counting nymphs on the undersides of leaves. If a threshold of five nymphs/leaf is reached, then an insecticide application is recommended.



Grape leaf hopper adults, leaf damage, and nymphs Photos courtesy of Penn State Extension, Andy Muza

As always, be aware of the quality of your tank water when preparing your tank mix. Insecticides are particularly susceptible to water pH, and a pH over 6 can render many insecticides ineffective or greatly reduce their activity and efficacious period once applied. Always check pH and make adjustments using conditioners and buffers PRIOR to adding your active ingredients. The pH of your water should be stabilized FIRST, while it is safe to test the tank. In periods of drought or low rainfall, surface water and well water can see significant changes in pH from the early season. Even municipal water can see changes throughout the year, so always test prior to mixing, ESPECIALLY if you have concerns about material breakthroughs.

Contact information:

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CFAES

DATE:

August 12, 2025

TIME:

9:00 a.m.-5:00 p.m.

LOCATION:

**Quarry Hill Winery & Orchard
8403 Mason Rd #2
Berlin Heights, OH 44814**

REGISTRATION COST:

**Early Registration: \$45 per
person until July 1**

**Late Registration: \$60 per
person July 2 until August 1**



New Sprayer Technologies and Best Practices: Vineyards and Orchards

This workshop will feature presentations on best spraying practices using conventional sprayers and new sprayer technology, including spray drones and Intelligent sprayer units. The afternoon will provide field demonstrations showing adjustments to improve effectiveness of conventional sprayers as well as sprayer operation and calibration demonstration. This workshop is being developed by OSU, MSU, and PSU Extension Specialists and the USDA-ARS Application Technology Research Unit. Registration is required. Please see the agenda for program details. Lunch and workshop materials are included with registration.

REGISTER AT [GO.OSU.EDU/SPRAY2025](https://go.osu.edu/spray2025)



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Updates and Information

Kimberly Knappenberger, Viticulture & IPM Extension Support Specialist, LERGP

| NEWA Location | Wild grape bloom date* | DD total on 8/7/25 | Forecasted DD for 8/12/25 |
|------------------------------|-------------------------------|---------------------------|----------------------------------|
| Burt (NYS Mesonet) | 6/9/25 | 1473 | 1634 |
| Newfane (Chateau Niagara) | 6/5/25 | 1620 | 1783 |
| Ransomville | 6/3/25 | 1730 | 1895 |
| Lockport | 6/3/25 | 1714 | 1877 |
| Brant | 5/29/25 | 1730 | 1876 |
| Versailles | 5/30/25 | 1640 | 1787 |
| Hanover | 6/4/25 | 1626 | 1773 |
| Silver Creek (Route 5) | 6/4/25 | 1636 | 1784 |
| Silver Creek (Double A) | 5/30/25 | 1734 | 1882 |
| Dunkirk (Route 5) | 6/4/25 | 1618 | 1765 |
| Sheridan | 5/29/25 | 1741 | 1890 |
| Sheridan (Liberty) | 5/31/25 | 1727 | 1875 |
| Forestville | 6/3/25 | 1647 | 1795 |
| East Fredonia | 6/4/25 | 1613 | 1761 |
| Fredonia (NYS Mesonet) | 6/4/25 | 1592 | 1741 |
| Brocton Escarpment | 6/3/25 | 1632 | 1778 |
| Portland/Portland LERGP West | 6/3/2025 | 1652/1690 | 1800/1841 |
| East Westfield | 6/4/25 | 1604 | 1752 |
| Westfield | 6/3/25 | 1657 | 1803 |
| Westfield (South) | 6/3/25 | 1657 | 1804 |
| East Ripley | 6/2/25 | 1707 | 1855 |
| Ripley | 6/3/25 | 1688 | 1838 |
| Ripley Escarpment | 6/3/25 | 1649 | 1798 |
| Ripley State Line | 6/3/25 | 1678 | 1827 |
| North East State Line | 6/4/25 | 1609 | 1751 |
| North East Escarpment | 6/3/25 | 1652 | 1793 |
| North East Sidehill | 6/3/25 | 1641 | 1783 |
| North East Lab | 6/4/25 | 1627 | 1775 |
| Harborcreek | 6/2/25 | 1709 | 1859 |
| Harborcreek Escarpment | 6/4/25 | 1572 | 1718 |
| Lake City | 6/2/25 | 1685 | 1833 |
| Lake City (Mason Farms) | 6/3/25 | 1685 | 1833 |

*Table 1. Phenology-based Degree Day model results for Grape Berry Moth by NEWA station location in the Lake Erie Region. *Estimated date provided by NEWA website*

In the table above you can see that most of the stations are at or above 1620 GBM GDD. The NEWA recommendations are as follows:

| | |
|---|--|
| Females are active and egg-laying is at its peak. | Control measures should be timed to coincide with 1620 DD in high risk vineyards. For materials that must be ingested, e.g. Intrepid, Altacor, it is important to get insecticides on as close to 1620 DD as possible. |
| Egg-laying continues. | For materials that are contact insecticides, e.g. pyrethroids and carbamates, apply between 1621-1710 DD in vineyards where scouting found more than 15% damaged clusters. Low risk vineyards rarely require this treatment. |

We really recommend that you scout your vineyards as we progress through the season. As you probably remember, Tim Weigle would report that “For vineyards that have a history of late season damage from grape berry moth, we have found that due to the overlap of generations after 1620 DD, the model is no longer valid for timing insecticide applications. The recommendation is now to continue insecticide applications on a regular schedule (spray interval will depend on materials used) to provide protection from now until the grapes are harvested.” (as reported in Crop Update 8.17.2017) Please consult your Guidelines and let us know if you have any questions.

NEWA

The Lake City (Mason Farms) PA station has had some issues with the temperature/relative humidity sensor. NEWA has been estimating most of those values since July 15th, but some of the crazy high temps are still visible in the weather data query. The sensor was replaced on Tuesday and is reporting better data now. I have asked that all of the bad data be deleted so the models will more accurately reflect the current conditions.

The anemometer was also replaced due to not reporting wind direction. This is also looking better now.

A number of our stations that operate with cell service are having some problems with connections. I am assuming that the smoke from the Canadian wildfires might be what is to blame. Other than that, if you notice something that doesn't seem quite right, please reach out to Kim at ksk76@cornell.edu.



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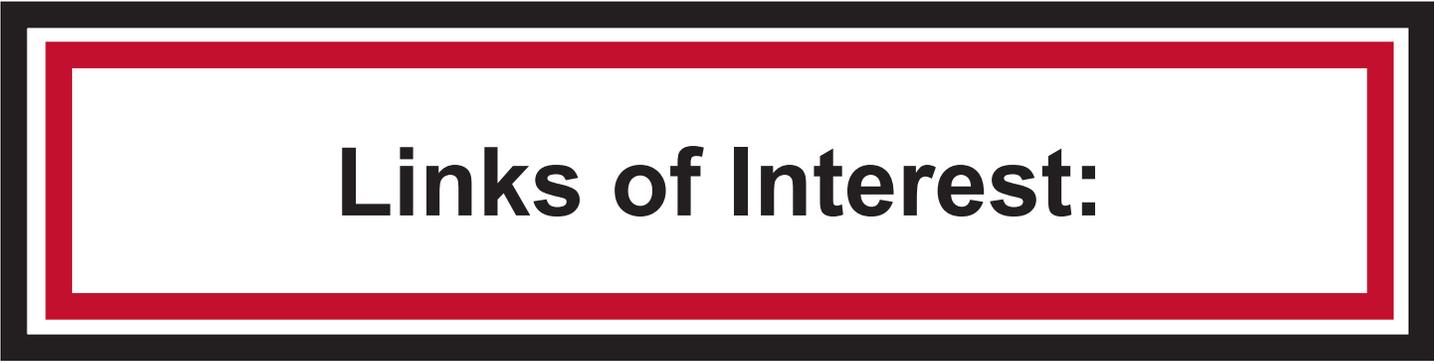

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<https://cals.cornell.edu/cornell-cooperative-extension>



Efficient Vineyard:

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LERGP:

<https://lergp.cce.cornell.edu/>

<https://lergp.com/>



NYSIPM:

<https://cals.cornell.edu/new-york-state-integrated-pest-management>



Veraison to Harvest:

<https://cals.cornell.edu/viticulture-enology/research-extension/veraison-harvest>



Spotted Lanternfly Pocket Guide:

<https://lergp.com/spotted-lanternfly>

