



IN THIS ISSUE:

- [1] Bud Hardiness Update
- [2] Register for FLGP in 2026
- [3] Unsold Grape Survey Results
- [4] Guidelines Pause
- [5] Events

FINGER LAKES VINEYARD UPDATE

January 2026 - Issue, [001]

WINTER IS COMING...ARE THE VINES READY?

Who are we kidding, winter is here and has been for a while now. But the next several days are going to emphasize the fact even more. Temperatures are forecast to drop to single digits or lower in Geneva the next few nights, with about 9-10" of snow on top of that Sunday and Monday. In these situations, the first question any grape grower would likely ask is "will the buds survive?"

At this point, the answer appears to be "Yes".

Using the Grape Cold Hardiness Risk Assessment tool available on the NEWA site, we can see the predicted status of bud hardiness for 54 different cultivars (and counting). Specific results for some more common varieties in the Finger Lakes are below:

Variety	LT ₅₀ value (°F)
Cabernet Franc	-11.4°
Cayuga White	-11.7°
Chardonnay	-11.7°
Concord	-21.6°
Elvira	-17.9°
Gewürztraminer	-10.1°
Pinot noir	-12.3°
Riesling	-13.9°
Vignoles	-13.0°

In addition to predictions of cold hardiness at present, the tool can also predict hardiness and potential injury risk a few days into the future, based on current temperature forecasts. Thanks to the colder temperatures coming, all of the cultivars are predicted to get even more hardy, so more good news.

And for what it's worth, we have been directly measuring cold hardiness in a few of our newer hybrid cultivars at the Teaching Vineyard this winter, including Aravelle (LT₅₀ = -13.9°F) and Marquette (LT₅₀ = -20.1°F), which are actually more hardy than the model predicts for those two cultivars.

Predictions as of Jan. 22, 2026 based on weather data from Geneva, NY

Remember that the LT₅₀ value represents the temperature that kills 50% of the buds, so it is possible that a few weaker buds may suffer damage over the next several days, but there's no indication that we're looking at a significant risk of widespread damage. As always, it is recommended to check on actual bud injury after a cold event that could potentially cause damage to see if adjustments need to be made when pruning.

If you're interested in learning more about predicting cold hardiness and how that happens, consider registering for this webinar, co-hosted by extension staff from Penn State and the University of Wisconsin.

EVEF Webinar: Predicting Cold Hardiness and Budbreak in Grapevines

Tuesday, January 27, 2026 1:00 PM EST

Registration link: <https://extension.psu.edu/predicting-cold-hardiness-and-budbreak-in-grapevines>

Through controlled experiments that measured how grapevine cold hardiness responds to changing temperatures, researchers developed a model that accurately predicts bud cold hardiness and budbreak in the field. The ColdSnap project now offers these predictions in a practical, grower-focused tool to support winter injury risk assessment and management, with plans to incorporate budbreak forecasting as the next enhancement. To ground this resource in Pennsylvania and regionally important cultivars, the session will also present cold hardiness and budbreak patterns observed across multiple seasons in Pennsylvania vineyards, helping growers understand how regional variation and recent weather conditions shape winter injury risk and vine phenology.

SIGN UP FOR THE FLGP MAILING LIST IN 2026!

It's a new year, and that means it's time to renew your membership in the Finger Lakes Grape Program for 2026. Each of the six county CCE offices that participate in the Finger Lakes Grape Program is responsible for having growers sign up for the FLGP in their particular county. If you operate a vineyard outside of the six FLGP counties, you can register through the Yates County Extension office. Be sure to register with your local Extension office before March 1 so you don't miss any information from us during the upcoming season. Contact information for each of the county offices is below. We greatly appreciate the support of the industry each year and look forward to being a small part of your farming operation in 2026.

CCE-Ontario County Web: https://cceontario.org/agriculture/ag-enrollment Phone: (585) 394-3977 x 427	CCE-Wayne County Web: https://pub.cce.cornell.edu/event_registration/main/event_s_landing.cfm?event=AgREG26_254 Phone: (315) 226-8149
CCE-Steuben County Phone: (607) 664-2300 Email: steuben@cornell.edu	CCE-Seneca County Web: https://senecacountycce.org/agriculture/finger-lakes-grape-program-enrollment-2025 Phone: (315) 539-9251 ext. 1003
CCE-Schuyler County Phone: (607) 535-7161 Email: schuyler@cornell.edu	CCE-Yates County Phone: (315) 536-5134 Email: yates@cornell.edu

The following is a summary of the results from the survey on unsold grapes that was developed by Andrew Holden of the Lake Erie Regional Grape Program and sent to growers in NY and PA. This survey only asked about grapes that were not sold in 2025, although many growers who responded said that they had sold grapes for below market value as well. Andrew and I will be publishing a more in-depth presentation of the results in the near future, but I wanted to send out this summary that Andrew wrote for his newsletter last week. I appreciate his leadership on this project, and for allowing me to reprint his article here. – HCW

Unmarketable Grape Survey Results

Andrew Holden, Farm Business Management Specialist, LERGP

While not perfect, 2025 was a good year for growing grapes in the Northeast. While drought did effect yields negatively, the quality of fruit was high, disease pressure was low, and harvest was fairly uneventful. Despite the lower-than-expected yields, and high-quality fruit, many growers reported difficulty selling grapes and the market saw a decrease in price per ton in most varieties.

Globally, grapes have been facing an over saturated market the past couple years. Our region has seen the same effects, with growers seeing a decrease in demand and price in the last few years.

At the request of grape growers in New York and Pennsylvania, I created a survey to capture data of grapes that did not get sold in 2025 and the value of said grapes. Unsold or unmarketed means that the grapes were grown to be sold but were not utilized in any way due to no buyers willing to purchase them. With the help of my colleagues across both Cornell and Penn State Extensions, we shared the survey across both states in December of 2025 to try and capture as much information as possible.

The survey provides us with more data to use in our understanding of the current grape market. I hope that the results shared from this survey can assist growers in making on-farm management decisions, as well as provide them with a resource to share with entities responsible for grape marketing and/or policy decisions.

While we did receive many responses from growers in both states, it is important to acknowledge that this survey likely did not capture everyone with unsold grapes in 2025. Another important aspect to consider when interpreting the results is that we do not have previous years of data to compare it to. With that being said, a majority of the responses stated that they did not have issues selling their grapes in past years. Prices were self-reported based on expected price or last year's price; any missing prices were supplemented with FLX Grape Price Survey results.

Finally, these results are just comprised of grapes that did not get sold. We received reports of grapes being sold at a loss from growers trying to recuperate some of their cost. I plan to work with Hans Walter-Peterson of the Finger Lakes Grape Program on a more detailed analysis of this data and will share it when it is available. Please see below the preliminary findings of the survey and feel free to contact me with any questions.

Survey Results:

According to the growers surveyed (all regions of NY & PA), **10,938 tons** of grapes with a value of **\$5,392,232** were not sold in 2025.

Regionally:

Lake Erie Region - The majority of the reported tons and value come from the Lake Erie Region made up of the counties Erie (PA), Chautauqua (NY), Niagara (NY), Erie (NY), and Cattaraugus (NY). This region reported **7,247 tons worth \$2,815,446 went unsold**. This region predominantly grows Concord grapes, with this year's production being estimated at 165,000 tons. That means the reported unsold Concords equal roughly 3% of total production. Below you can see the top 15 varieties reported with tons, average price, and total value.

Lake Erie Region (NY & PA)			
Variety	Sum of Tons	Average of Price	Sum of Value
Concord (Cash Market)	2991	\$ 336	\$ 980,125
Concord Cooperative	2249.3	\$ 369	\$ 866,962
Niagara	1068	\$ 375	\$ 384,853
Catawba	285	\$ 273	\$ 75,415
Elvira	85	\$ 303	\$ 26,625
Marechal Foch	78	\$ 600	\$ 46,800
Riesling	76	\$ 1,390	\$ 118,680
Traminette	58	\$ 854	\$ 53,530
Seyval Blanc	53	\$ 514	\$ 32,970
Frontenac	52	\$ 669	\$ 21,000
Cayuga White	33	\$ 625	\$ 21,300
Chambourcin	31	\$ 806	\$ 25,352
Sauvignon Blanc	20	\$ 600	\$ 12,000
Edelweiss	20	\$ 475	\$ 9,500
Fredonia	20	\$ 300	\$ 6,000

Finger Lakes Region – The Finger Lakes reported **3,010 tons of grapes, valued at \$2,099,282 unsold** in 2025. The grape with the highest value was Riesling with almost 400 tons unsold at a value of \$685,450.

Finger Lakes Region			
Variety	Sum of Tons	Average of Price	Sum of Value
Niagara	927	\$ 424.44	\$ 381,940.00
Riesling	394	\$ 1,757.14	\$ 685,450.00
Catawba	356	\$ 392.09	\$ 112,230.00
Concord (Cash Market)	251	\$ 430.13	\$ 96,610.00
Cayuga White	242.2	\$ 613.64	\$ 151,955.00
Elvira	80	\$ 332.50	\$ 26,550.00
Concord (Cooperative)	68	\$ 420.33	\$ 27,950.00
Vignoles	66	\$ 833.33	\$ 47,000.00
Vidal Blanc	66	\$ 728.57	\$ 43,050.00
Delaware	61	\$ 441.20	\$ 26,072.00
Traminette	52	\$ 851.67	\$ 41,820.00
Marechal Foch	50	\$ 550.00	\$ 26,875.00
Diamonds	50	\$ 450.00	\$ 21,500.00
Aurore	50	\$ 400.00	\$ 20,000.00
Cabernet Franc	33	\$ 1,936.36	\$ 64,200.00
Sauvignon Blanc	31	\$ 2,033.33	\$ 62,000.00
Leon Millot	30	\$ 600.00	\$ 18,000.00
Baco Noir	30	\$ 600.00	\$ 18,000.00

As mentioned before, I plan to have a more detailed analysis of the survey data available shortly but wanted to share these primary results in today's crop update.

Future analysis will include looking at more regions across both states, comparison of varieties, and other insights from the survey.

Thank you to all the growers who shared information for this project. Thank you to Hans Walter-Peterson, Finger Lakes Grape Program and Claudia Schmidt, Penn State Associate Professor of Marketing and Local/Regional Food Systems for assistance on the survey. Thanks to the Lake Erie Regional Grape Team, and PSU and Cornell State Viticulturist Cain Hickey (PSU), Jeremy Schuster (Cornell), and Alice Wise (Cornell) for sharing this with growers in both states.

My contact information:

Andrew Holden, Business Management Educator

Mobile (call or text): (716) 640-2656

Office: (716) 792-2800

Email: AZH6192@psu.edu

CORNELL IPM TO PAUSE CROP AND PEST MANAGEMENT GUIDELINES FOR 2026

.....

Highlighting its commitment to quality and long-term sustainability, Cornell Integrated Pest Management's Pesticide Safety Education Program has announced a pause in production of the 2026 Cornell Crop and Pest Management Guidelines.

Cornell IPM Director Alejandro Calixto said this temporary measure is the result of a comprehensive reimagining process facilitated by Illume Projects of Ithaca, which included end-user interviews, internal surveys and sales data analytics.

"It became clear to us that we cannot continue producing the guidelines and fully restructure them at the same time," Calixto said. "By pausing production, we can dedicate all available resources and time to rebuilding the production process, ensuring that when we re-launch in 2027, the guidelines will reflect a modernized approach built around the grower and other user experience."

A series of annually updated reference manuals produced by Cornell IPM and the College of Agriculture and Life Sciences (CALS), the Cornell Crop and Pest Management Guidelines are widely used by farmers, agronomists, crop consultants and extension educators in New York and throughout the Northeast. They include information about current IPM recommendations, pesticide options, cultural practices, nutrient management, disease, insect and weed identification and resistance-management strategies.

Calixto and Pesticide Safety Education Program Lead Mike Helms will spearhead efforts to restructure the guideline process over the next 12 months, with a goal of launching a more streamlined, user-friendly version in 2027.

Limited copies of the 2025 guidelines remain available for purchase while supplies last at: <https://cropandpestguides.cce.cornell.edu/>. The 2026-2027 Greenhouse Guidelines will be available.

For more information contact Helms at mjh14@cornell.edu.

Upcoming Events

Don't forget to check out the calendar on our website (<https://blogs.cornell.edu/flxgrapes/events/>) for more information about these and other events relevant to the Finger Lakes grape industry.



The Eastern Viticulture and Enology Forum (EVEF) Webinar Series is a collaborative initiative of the Penn State Extension Grape and Wine Team and partnering viticulture and enology extension programs from U.S. land-grant institutions.

EVEF Webinar: The Future of Grapevine Disease Management

Tuesday, February 3 12:00 – 1:30 PM EST

For Information and Registration: <https://extension.psu.edu/the-future-of-grapevine-disease-management>

Gain a clear, practical update on the latest advances from Cornell Grape Pathology—including double-stranded RNA, next-generation biologicals, disease-resistant varieties, phenology-based scheduling, dynamic spray volume technologies, emerging AI decision support, and improved adjuvant-based spray formulations—and learn how to evaluate these innovations against the enduring fundamentals of pathogen biology and sound viticultural practice. Using powdery mildew, downy mildew, and black rot as case studies, participants will connect pathogen life cycles to product selection and application timing, discover where current research indicates new tools can address persistent challenges, and leave equipped with informed questions to ask before adopting new products or management approaches.

EVEF Webinar: Vineyard Management Efficiency: Industry Panel

Tuesday, April 7 12:00 – 1:30 PM EST

For Information and Registration: <https://extension.psu.edu/vineyard-management-efficiency-industry-panel>

Amid ongoing economic challenges in the domestic grape and wine industry, this session explores practical ways to strengthen vineyard management efficiency without sacrificing vine health or productivity. Grapevines face a range of biotic and abiotic pressures across the United States, making shortcuts untenable—but opportunities for smarter, more efficient practices do exist. An experienced panel of vineyard professionals from diverse regions will examine key elements of vineyard and pest management and discuss strategies to reduce costs while preserving optimal vineyard performance.



FINGER LAKES GRAPE PROGRAM

RESEARCH • RELATIONSHIPS • RELEVANCE

FOLLOW FLGP:



@CCEFLGP



[FINGER LAKES GRAPE
PROGRAM](#)



@CCEFLGP

BLOG

[BLOGS.CORNELL.EDU/FLXGRAPES/](https://blogs.cornell.edu/flxgrapes/)

WEBSITE

[FLGP.CCE.CORNELL.EDU/](https://flgp.cce.cornell.edu/)

Got some grapes to sell? Looking to buy some equipment or bulk wine? List your ad on the **NY Grape & Wine Classifieds** website today!

flgclassifieds.cce.cornell.edu/

TEAM

Hans Walter-Peterson
Team Leader

Ellen Coyne
Project Field Technician

Rachael Munroe
Viticulture Extension Aide

Brittany Griffin
Team Coordinator

Cornell is an equal opportunity employer. For more information click [here](#). CCE does not endorse or recommend any specific product or service. This program is solely intended to educate consumers about their choices. Contact CCE if you have any special needs such as visual, hearing or mobility impairments.

Cornell Cooperative Extension
Finger Lakes Grape Program

The Finger Lakes Grape Program is a partnership between Cornell University and the Cornell Cooperative Extension Associations in Ontario, Seneca, Schuyler, Steuben, Wayne and Yates Counties.