



FRUIT NOTES

Lake Ontario Fruit Program



Volume 14 Issue 2

January 29, 2014

February 20 – Winter Pruning Tour in Wayne County

Mario Miranda Sazo and Terence Robinson

We are organizing a winter pruning tour to be held at 3-4 farms in Wayne County from **8 am until 3 pm on Thursday, February 20, 2014**. You and your employees are invited to attend this pruning demonstration and tour to continue learning about the benefits of orchard mechanization, proper pruning, limb renewal pruning, limb bending, and the correct identification of a floral bud versus a vegetative bud (among many more topics to be discussed by Dr. Terence Robinson). At each of the tour stops, we will have motorized platforms including grower built platforms and factory built platforms. In addition to loppers, pneumatic pruners, and a chainsaw with a pole, we plan to have electric pruning shears for you to try this year.

The tour stops, final program, and more details will be announced in the next issue of Fruit Notes, Issue 3. We will also send detail in Fruit Fax and email to subscribers. The final program will also be posted at the new LOF website at <http://lof.cce.cornell.edu/>.

This meeting does not require pre-registration, and is open to all Western NY fruit growers interested in improving orchard labor efficiency during the winter months. For more details contact Mario. Cell: 315-719-1318. Email: mrm67@cornell.edu.

2013 Fruit Farm Business Summary Underway!

A. De Marree

Expenses per bearing acre in 2013 jumped for several reasons, a much larger crop and greater use of plant growth regulators were only two of the reasons. I expect that many fresh apple growers will have a "spray" cost of \$1 per bushel or more. "Spray" costs include foliar nutrients, plant growth regulators, herbicides, insecticides, miticides, fungicides and bactericides. Please see the following table for comparison of FFBS from 2008-2012.

I am currently scheduling appointments with growers to participate in the Lake Ontario Fruit Farm Business Summary. This involves completing a 4 page input form on your income, expenses, investments, yields and labor usage in 2013. If you borrow money and must complete an income statement and balance sheet for your lender and participate in crop insurance, you probably have all of the information needed to participate in the Fruit Farm Business Summary. Participation is completely confidential!

The advantage of participating each year is that it allows you to compare your business performance from year to year (making trends obvious) and also allows you to compare your business against other progressive fruit farms on an annual basis.

I meet with each grower on their farm and usually give a printed analysis that day. With the expected increases in apple production and greater inputs to produce high quality fresh fruit today, I encourage you to analyze your income, expenses and investments this winter! Please email me or call me if you have questions or would like to participate. I will also have input forms at the Fruit Schools next week.



Cornell University
Cooperative Extension

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in Wayne, Orleans, Niagara,
Monroe, and Oswego Counties
<http://lof.cce.cornell.edu>

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Building Strong and Vibrant New York Communities

Cornell Cooperative Extension provides equal program and employment opportunities. NYS College of Agriculture and Life Sciences, NYS College of Human Ecology, and NYS College of Veterinary Medicine at Cornell University, Cooperative Extension associations, county governing bodies, and U.S. Department of Agriculture, cooperating.

Every effort has been made to provide correct, complete, and up-to-date pesticide recommendations. Nevertheless, changes in pesticide regulations occur constantly, and human errors are still possible. These recommendations are not a substitute for pesticide labeling. Please read the label before applying any pesticide.

A Comparison of Costs Per BEARING Acre		2008	2009 *	2010 *	2011*	2012*	
Lake Ontario Fruit Region, A. DeMarree, CCE	# of farms >	25	13	16	18	14	
Prdtn / acre 42 lb units		750	782	804	786	504	< **apples
Total bearing acres		5,011	3,171	3,552	4,145	3,188	
Total fruit acres		5,764	3,623	4,044	4,783	3,590	
Avg. Farm Bearing Acres >		200	232	222	230	228	
Avg. Farm Total Fruit Acres >		231	263	253	266	256	
Number of Operators		1.65	1.73	1.77	2	1.77	
% of apples harvested fresh -(after spot picking)		47%	54%	50%	NA	45%	
Total 42 lb units of total FRUIT prdtn > (2012 apples only)		3,756,169	2,459,873	2,854,642	3,199,444	1,412,345	per
Lake Ontario Fruit Farm Business Summary		per brng A.	per brng A.	per brng A.	per brng A.	per brng A.	42 lb unit
Accrual Expenses		2008	2009	2010	2011	2012	2011
Operators' Labor & Mg't Draw		\$491	\$415	\$472	\$515	\$483	\$0.66
Regular		\$602		\$628			
Picking		\$742		\$811			
Other part-time, seasonal		\$224		\$255			
Hired Labor		\$1,569	\$1,689	\$1,694			
Labor benefits		\$313	\$318	\$322			
TOTAL Hired Labor w/ benefits		\$1,882	\$2,007	\$2,016	\$2,338	\$2,249	\$2.97
Machine hire, rent, lease		\$74	\$84	\$87	\$70		\$0.09
Repairs and parts		\$234	\$214	\$219	\$255		\$0.32
Trucking expense		\$36	\$34	\$38	\$33		\$0.04
Fuel, oil, and grease		\$219	\$140	\$172	\$300		\$0.38
Equipment Expenses		\$562	\$472	\$516	\$658	\$1,128 ***	\$0.84
Fertilizer and lime		\$93	\$108	\$92	\$89		\$0.11
Replace trees and plants		\$60	\$50	\$23	\$44		\$0.06
Spray		\$509	\$616	\$577	\$696	\$605	\$0.89
Supplies, other		\$137	\$166	\$107	\$135		\$0.17
Processing package supplies		\$15	\$20	\$18	\$25		\$0.03
Storage		\$124	\$129	\$173	\$161		\$0.20
Marketing, selling expenses		\$15	\$16	\$17	\$22		\$0.03
Crop Expenses		\$953	\$1,105	\$1,007	\$1,172		\$1.49
Repair-Land, building, fence		\$50	\$66	\$48	\$38		\$0.05
Taxes		\$64	\$62	\$73	\$81		\$0.10
Rent & lease		\$69	\$90	\$95	\$65		\$0.08
Real Estate Expenses		\$182	\$218	\$216	\$184		\$0.23
Other Expenses							
Fire, liability expenses		\$76	\$80	\$94	\$101		\$0.13
Crop and revenue Insurance		\$65	\$92	\$74	\$93		\$0.12
All utilities		\$91	\$70	\$75	\$107		\$0.14
Legal/office expense		\$64	\$59	\$60	\$82		\$0.10
Interest paid		\$121	\$78	\$83	\$108		\$0.14
Misc.		\$83	\$117	\$57	\$71		\$0.09
Overhead Expenses		\$501	\$496	\$443	\$562		\$0.72
Total Operating Expenses		\$4,572	\$4,265	\$4,670	\$5,429		\$6.91
Equipment Depreciation		\$182	\$180	\$216	\$233		\$0.30
Building/Tile Depreciation		\$28	\$30	\$33	\$26		\$0.03
Bearing Tree Depreciation		\$47	\$20	\$29	\$49		\$0.06
Depreciation Expenses		\$256	\$230	\$278	\$308		\$0.39
Total Accrual Expenses		\$4,919	\$4,910	\$4,948	\$5,737	\$5,473	\$7.30
2012 Avg Farm Investment			(smaller crop)				
Avg. Total farm capital per bearing acre in 2012		\$14,673	* unpublished *** includes depreciation				
Avg. Total farm capital per fruit acre		\$13,028					
Avg Apple Acres planted / farm in 2012		5.4	Note: detailed 2012 cost breakdown not available for newsletter will be provided in future				
Total Avg. Non-bearing Apple Acres / farm		25.3					
Avg. Expansion orchard expense		\$45,931	2012 No. of Farm Operators/Farm		1.77		
Avg. Machinery & Equipment Investment		\$138,412	2011 Worker equivalents		17.12		
Avg. Real Estate Investment		\$38,181	2012 Worker equivalents (smaller crop)		14.13		
Avg. Investment in Coop & Other Ag Ventures		\$20,482					
Total Average Agricultural Investments in 2012		\$243,482					

Final 2 Farm Food Safety Workshops for the Season - Feb 27-28 in Bath (register now), and March 6-7 in Geneva (announcement)

Craig Kahlke

In recent years, several food borne illness outbreaks in produce have made national news. Both the produce industry and the federal government have stepped up demands for fruit and vegetable farms to meet food safety practice standards. These standards are known as GAPs (Good Agricultural Practices).

A new program, Harmonized GAPs, has been developed to combine several food safety certifications into one program. New York's retail produce buyers, such as Wegmans, are asking growers to adopt Harmonized GAPs certification in many cases.

In response, Cornell Cooperative Extension, the Cornell Lake Ontario Fruit Team, the Cornell Vegetable Program, the Produce Safety Alliance, the Cornell National GAPs Program, and NOFA-NY with assistance from NY Ag & Markets, will be presenting a training for farm food safety or GAPs, including Harmonized GAPs. The training is open to all produce farms and related industry people. *This workshop is partially funded through a grant from the Genesee Valley Regional Market Authority, and A Risk Management Grant from USDA.*

Farm Food Safety Training with GAPs

February 27 & 28, 2014

8:30 am Registration & Refreshments; 9:00 am - 4:00 pm Training

Civil Defense Center, 7220 State Rte 54, Bath, NY 14810

Thursday, February 27

What is GAPs?

How does GAPs work?

What does it mean for my farming operations?

Friday, February 28

Write a food safety plan for your farm*

Optional supplemental session: Mock audit (at a participant's farm during the growing season)

\$60.00 per person registration includes educational materials, lunch and refreshments. Add \$15.00 each for additional attendee from the same farm. Space is limited! **Pre-register by February 24, 2014.** Mail in with your payment, or register and pay online here:

Register Online at: <http://cvp.cce.cornell.edu/event.php?id=165>

Note: *Although this program is geared towards the USDA Harmonized Food Safety Standards and Audit, the food safety template and curriculum covers most major 3rd-party audit requirements, including the basic USDA GAP/GHP audit, Global Gap, etc. For questions, please contact Craig Kahlke at 585-735-5448 or cjk37@cornell.edu*

** A laptop computer is required for the second day. If you need to borrow a computer, please let us know in advance. If you are not computer savvy, please bring a person with you that has computer knowledge and skills.*

Last Workshop of the Season: Identical Program as Above !

March 6-7 at the NYSAES, Geneva. Stay tuned for Registration information approximately 4 weeks before the event. Go to the LOF or CVP websites: <http://lof.cce.cornell.edu> or <http://cvp.cce.cornell.edu/>

Mail in Registration form for Bath: see page 7.

In-Depth School for Fruit Growers - “The Application of Physiological Principles to Fruit Crops”

T. Robinson, L. Cheng, S. Hoying, A. Lakso, and M. Miranda Sazo

The Cornell Fruit Team is pleased to announce an in-depth school for tree fruit growers, extension educators and crop consultants on March 25, 2014, at the Ramada Inn in Geneva, NY.

This meeting will be a one-day intensive school focusing on fruit crop physiology and the applications of physiological principles in the orchard. The meeting will feature 6 scientists who have been the leaders of fruit physiology for the last 35-40 years and who are all retiring (alphabetically, Ted DeJong, University of California-Davis; James Flore, Michigan State University; Duane Greene, University of Massachusetts; Alan Lakso, Cornell University; John Palmer, Plant and Food Research, NZ; and James Syvertsen, University of Florida). We invite you to attend and learn how to better manage orchards from their collective knowledge.

The meeting attendance will be limited to 200 people so we urge you to register early before the space is filled up. The meeting is being advertised to members of the fruit production industries in the eastern US.

The in-depth school will serve as a vehicle for fruit industry leaders to hear presentations on practical physiology as it relates to orchard management but also will allow time for networking and discussion.

Details and registration information are available at the Web site:

<http://events.cals.cornell.edu/indepthschool2014>

For more information call Gemma Osborne at 315-787-2248, fax number 315-787-2443 or email at gro2@cornell.edu.

Program: Tuesday, March 25, 2014

7:00-8:00am	Registration and Continental Breakfast	
8:00-8:15am	Introduction to the School	Terence Robinson
8:15-9:15am	Physiology of Light Interception, Orchard Design and Fruit Quality	John Palmer
9:15-10:15am	Peach Physiology	Ted DeJong
10:15-10:45am	Break	
10:45-11:45am	Photosynthesis, Fruit Growth and Development	Alan Lakso
11:45-12:00pm	Discussion	Steve Hoying
12:00-1:00pm	Lunch	
1:00-2:00pm	Plant Growth Regulation	Duane Greene
2:00-3:00pm	Water Relations and Irrigation	James Syvertsen
3:00-3:30pm	Break	
3:30-4:30pm	Cherry Physiology	James Flore
4:30-5:15pm	Discussion: How can we better utilize Physiological Principles in the Orchard	Terence Robinson
6:00-9:00pm	Optional Dinner with Physiology Scientists from around the world who will be attending the scientific symposium on fruit crop physiology, Mar. 26-28 at Geneva.	

In-depth School Registration:

Participants should register for the in-depth school online using the online registration form (preferred method) at

<http://events.cals.cornell.edu/indepthschool2014>

or the form may be printed and faxed to the meeting secretary (315-787-2443). Payment must accompany registration. The deadline for

registration is March 15, 2014. Payment may be made by credit card, (preferred method) bank transfer, check or cash.

The fee for the one-day in-depth school is: **\$100**

The fee for the optional evening dinner with the 120 scientists from around the world who will be attending the scientific symposium on fruit crop physiology is **\$50**.

Wanted -- Apple Growers Interested in Planting 5 New Cornell Apple Cultivars

Walter Blackler and M. Miranda Sazo

NYAG is looking for 5 NY growers interested in testing 5 new Cornell apple selections. Test trees will have a specified code and parentage won't be disclosed for possible patent reasons. Growers will plant 20 trees each, of 5 varieties, for a total of 100 trees for each grower. The cost of the nursery stock is being covered by NYAG.

We are looking for one grower in each of the following areas: Wayne County, Orleans or Niagara County, Champlain Valley, Upper Hudson Valley, and Lower Hudson Valley. Growers must be members of NYAG, and must agree to sign a Cornell Cultivar Testing Agreement.

Growers should plant the trees as part of a new 3x12 ft Tall Spindle orchard that is well supported and drip irrigated. This Spring, 2014, measure or help obtain some test data or tree parameters such as bloom time, shoot growth, trunk growth, fruit color, and harvest date, and provide a map of the location of the Cornell trees as soon as planting is completed in 2014.

We are beginning the process of selecting NYAG growers to plant the 500 test trees this coming 2014 planting season. If you are interested, please contact Walter Blackler at 315-677-5144 or email him at wblackler@gmail.com.

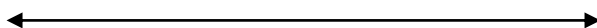
Pesticide Training and Recertification Courses:

These courses are typically offered in February and March. If you need to get someone certified on your farm, these are your options. There is always the option to schedule an exam date with DEC.

Niagara County CCE is offering a DEC Exam date only:

February 11, 1pm at the Niagara County CCE, 4487 Lake Ave., Lockport, NY

For more information please contact Karen Krysa by phone at 716-433-8839 or email at kmk27@cornell.edu



CCE Ontario County D.E.C. 2014 Pesticide Certification Training and Recertification Series

480 North Main Street, Canandaigua, NY 14424

Mondays, February 3, 10, 17, 24, 2014 -- 7:00 pm – 9:30pm

D.E.C. Exam – Monday, March 3, 2014 -- 6:30pm – 11:00pm

Class 1 – Feb 3	Pesticide Laws & Regulations
Class 2 – Feb 10	Pesticides & the Environment
Class 3 – Feb 17	Pesticide Safety
Class 4 – Feb 24	Pesticide Mixing & Equipment Calibrations

- Pesticide Certification Training (includes training manuals and attendance at all 4 classes): \$140.
- \$100.00 DEC exam fee, due the evening of the exam. Check made payable to: NYSDEC.
- Certified applicators, private or commercial, seeking recertification credits will receive 2.5 core credits per class.
- Cost: \$75.00 for all four classes Or \$20.00 per class.

For More Information: Call Nancy at 585-394-3977 x427 or send name, address and phone number and question to Nancy. You may also visit the website at <http://www.cceontario.org> for the full brochure.

Questions regarding your Pesticide Certification, Contact the Department of Environmental Conservation Office-Bath Office: 607.776.2165 or Avon Office: 585.226.2466.



Pesticide courses continued...

CCE Monroe County 2014 Horticulture School 30 – Hour Pesticide Certification Course (3a, 3b, 25)

- This is a “30-hour” course for those that require this course to obtain a commercial license (**3a,3b,25**) but the core training will certainly help you prepare for the Core exam in private category.
- The classes will be held **Feb. 6, 11, 13, 18, 20**, morning (9 AM-12:15 PM) and afternoon (1 – 4:15 PM).
- All classes will be held in the CCE of Monroe County Auditorium, 249 Highland Ave., Rochester, NY 14620.
- The cost for the entire 30-hour Pesticide Certification Course is \$400 for Enrollment Members and \$450 for Non-enrollees.
- 3 DEC recertification credits in **CORE, 3a, 3b, 9, 10 and 25** are available for each of the 10 different sessions. Cost for each session is CCE Member \$40/Non Member \$47.
- There will also be a 30-Hour Pesticide Certification Exam for Core and Category 3a, 3b, and 25 held on Tuesday Feb. 25th at 9am.
- For more information and registration, please visit the Monroe County website at:
<http://blogs.cornell.edu/monroe/programsevents/2014-winter-hort-school/>
- Please call Karen Klingenberger at 585-431-1000 ext. 225 or email her at ksk8@cornell.edu for any additional details.



CCE - Orleans County Pre-Exam Training to Become a Certified Pesticide Applicator Offered by LOF and NWNy teams, and DEC

Mike Stanyard, NWNy team, and Debbie Breth, LOF, will review core concepts and commodity specific items in preparation for the Pesticide Applicator exam. This is not a 30-hour course. No DEC recertification credits.

Training Classes are:

When: Fri., March 7 & Tues., March 11, 2014
8:00 am—12:00pm
Registration begins at 7:45 am.

Where: Orleans CCE, 12690 Rt. 31, Albion, NY

PRE-REGISTRATION is REQUIRED by

February 28, 2014

Cost is: \$50.00

(Additional cost for manuals and exam)

Call 585-798-4265 ext. 26.

THE CERTIFICATION EXAM

Will be administered on March 13th, 1:00 pm by the DEC to Qualified Applicants.

Fee for the exam is \$100, bring a check payable to NYSDEC the day of the exam.

You must register with DEC to take the exam.

To register for the exam or if you have questions regarding the Certification Process, please contact Mike Searles at the Avon DEC office @585-226-5424.

All participants must have experience working on their own farm, or through employment on another farm. Participants must register directly with DEC to take the Exam and have any questions on exam eligibility answered by DEC representatives. **This training is only for those with experience and does not qualify for the 30-hour pre-test training.**

Registration form on next page.

CCE-Orleans Pesticide Certification Training Registration.

ALL RESERVATIONS MUST BE IN BY FEBRUARY 28, 2014 TO INSURE MANUALS ARE ORDERED IN TIME

Name: _____ Farm Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Registering # of people _____ @ \$50 ea. = _____

of Core Manuals _____ @ \$44 ea. = _____

of Category 21 manuals (Field & Forage) _____ @ \$40 ea. = _____

of Category 22 manuals (Fruit) _____ @ \$40 ea. = _____

of Category 23 manuals (Vegetable) _____ @ \$40 ea. = _____

All participants will need to have the most recent Core Manual (3rd Edition) and Category Manuals

Please make checks payable to: CCE, and send to 12690 Rt. 31, Albion, NY 14411

REGISTRATION Form - Farm Food Safety Training with GAPs

February 27-28, 2014

8:30 am Registration & Refreshments; 9:00 am - 4 pm Training

Civil Defense Center, 7220 State Rte 54, Bath, NY 14810

Pre-register by February 24, 2014.

Name _____

Farm/Business Name _____

Additional Attendee(s) (from the same farm) (\$15 each)

Address _____

Phone _____ FAX _____

Email(s) _____

A laptop computer is required on February 28. Check here if you would like to borrow a laptop _____

TOTAL DUE \$ _____

Pre-register by Monday, February 24, 2014. Space is limited!

Make checks payable to: **Cornell Cooperative Extension**

Return registration form and payment to: Cornell Cooperative Extension

Attn: Angela Parr

480 North Main Street

Canandaigua, NY 14424

**Lake Ontario Fruit Program
Cornell Cooperative Extension
12690 NYS Rt. 31
Albion, NY 14411**

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- Mark Your Calendars

Mark These Dates on Your Calendar Now:

- Feb 3 & 4 **Don't miss Fruit Schools!** Details in last issue.
Monday, Feb 3-Niagara CCE, 4487 Lake Ave., Lockport, NY
Tuesday, Feb 4- Wallington Fire Hall, 7863 Ridge Rd., Sodus, NY
- Feb 20 **Winter Pruning Tour in Wayne Co.** Details to come.
- Feb 22–23 **IFTA Cherry Short Course.** More info: www.ifruittree.org
- Feb 23-26 **International Fruit Tree Association Annual Meeting,**
Kelowna, British Columbia. More info: www.ifruittree.org
- Feb 27- Mar 1 **IFTA Post-Conference Tour** – northern Washington Orchards
- Feb 27 - 28 **GAP Training:** Bath, Steuben Co.,NY
- Mar 25 **Horticultural Symposium** for Fruit Growers in Geneva – details inside