
FINGER LAKES

Vineyard Notes

Newsletter #10

August 21, 2006

Cornell Cooperative Extension

Finger Lakes Grape Program

In This Issue...

- 2006 Grape Prices



2006 PRICES RELEASED BY PROCESSORS

Timothy E. Martinson

This newsletter is devoted solely to our annual listing of 'Stated Grape Prices' by 24 wineries and grape processors that buy grapes in the Finger Lakes. Our thanks to all those who responded to our inquiry last week by faxing or e-mailing us their price list. We especially want to thank Walker's Fruit Basket and White Spring Winery, who are both new to the list this year.

We wish all growers a safe and successful harvest season. - TEM

Cornell Cooperative Extension
Finger Lakes Grape Program
417 Liberty Street
Penn Yan, NY 14527

Helping You Put Knowledge to Work

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.

2006 Harvest Price List For Grapes ^{1,2,3,5}

| Prices per ton | Anthony Road | Atwater Estates | Bully Hill | Centerra ⁴ | Chateau Lafayette Reneau | Cliffstar | Dr. Konstantin Frank | Fall Bright | Fox Run | Fulkerson's | Glenora | Hazlitt 1852 | Heron Hill | Hunt Country | King Ferry ⁵ | Lakewood Vineyards | Lucas Vineyards | Miles Wine Cellars | Mogen David | Rooster Hill | Springledge | Swedish Hill | Walker's Wine Juice | White Springs Winery | Average | Low | High | # of Responses | |
|----------------------------|--------------|-----------------|------------|-----------------------|--------------------------|-----------|----------------------|-------------|---------|-------------|---------|--------------|------------|--------------|-------------------------|--------------------|-----------------|--------------------|-------------|--------------|-------------|--------------|---------------------|----------------------|---------|------|------|----------------|----|
| Aurora | | | 400 | 400 | | | | 300 | | 300 | | | | | | | | | | | | 350 | | 400 | | 358 | 300 | 400 | 6 |
| Baco Noir | | | 600 | 500 | 700 | | | 550 | | 600 | 500 | 650 | 750 | 600 | | 618 | 620 | | | 525 | | | 600 | | | 601 | 500 | 750 | 13 |
| Cabernet Franc, high | 1750 | 1700 | 1650 | | | | 1500 | 1800 | 1600 | 1650 | 1100 | | 1600 | 1500 | 2800 | 1600 | | 1600 | | | | 1600 | | 1400 | | 1657 | 1100 | 2800 | 15 |
| Cabernet Franc, low | | | | | | | | | 1000 | | | | | | | | | | | | | 1200 | | | | 1100 | 1000 | 1200 | 2 |
| Cabernet Sauvignon | | 1800 | 1650 | | | | 1800 | 1900 | 1600 | 1700 | 1600 | | 1700 | 2000 | 2800 | 1600 | | 1650 | | 1800 | | 1800 | | 1800 | | 1813 | 1600 | 2800 | 15 |
| Carmine | | | | | | | | 1800 | | | | | | | | | | | | | | | | | | 1800 | 1800 | 1800 | 1 |
| Cascade | | | 390 | | | | | | | 400 | | | | | | | | | | | | | | | | 395 | 390 | 400 | 2 |
| Castel | | | 700 | 375 | | | | | | | | | | | | | | | | | | | | | | 538 | 375 | 700 | 2 |
| Catawba, high | | | 290 | 230 | 350 | | | 325 | 350 | 325 | | 340 | | 300 | | 350 | 335 | 350 | | | | 240 | 340 | 250 | 355 | 315 | 230 | 355 | 15 |
| Catawba, low | | | | 195 | | | | | | | | | | | | | | | | | | 230 | | | | 213 | 195 | 230 | 2 |
| Cayuga White | 625 | 700 | 550 | | 700 | | | 575 | 575 | 550 | 550 | 600 | 550 | 550 | | 450 | 700 | 600 | | 600 | 650 | 575 | 650 | 570 | | 596 | 450 | 700 | 19 |
| Chambourcin | | | 900 | | | | | 950 | | | | | | | | | | | | | | 1000 | 650 | | | 875 | 650 | 1000 | 4 |
| Chancellor | | 600 | 700 | | 700 | | | 700 | | 600 | | | | | | | | | | | | | 650 | | | 658 | 600 | 700 | 6 |
| Chardonnay, high | 1300 | 1400 | 1200 | | | | 1400 | 1400 | 1000 | 1400 | 1300 | 1400 | 1300 | 1300 | 1500 | 1300 | 1400 | 1300 | | 1400 | | 1450 | 1100 | 1450 | | 1332 | 1000 | 1500 | 19 |
| Chardonnay, low | | | | | | | 1300 | | | | | | | | | | | | | | | 1000 | | | | 1150 | 1000 | 1300 | 2 |
| Chardonel | | | 700 | | | | | | | | | | | | | | | | | | | | 600 | | | 650 | 600 | 700 | 2 |
| Chelois | | 650 | 900 | | | | | 600 | | 600 | | | | | | | | | | | | | | | | 688 | 600 | 900 | 4 |
| Colobel | | | 700 | | | | | 650 | | 600 | | | | | | | | | | | | | | | | 650 | 600 | 700 | 3 |
| Concord, high ⁴ | | | 300 | 215 | | 205 | | 300 | | 300 | | 340 | | 275 | | 450 | | | 205 | | 260 | 275 | 200 | 300 | | 279 | 200 | 450 | 13 |
| Concord, low | | | | 210 | | | | | | | | | | | | 375 | | | | | 250 | | | | | 278 | 210 | 375 | 3 |
| DeChaunac | | | 350 | | | | | 450 | | 400 | | 650 | | 450 | | 425 | 600 | | | | | | 650 | | | 497 | 350 | 650 | 8 |
| Delaware, high | | | 300 | 230 | | | | 350 | | 350 | | 400 | | 450 | | 600 | | 400 | | | 200 | 535 | 400 | 350 | | 380 | 200 | 600 | 12 |
| Delaware, low | | | | | | | | | | | | | | | | 425 | | | | | | 340 | | | | 383 | 340 | 425 | 2 |
| Diamond | | 400 | | | | | | 450 | | 400 | | | | | | | | | | | | 475 | 400 | | | 425 | 400 | 475 | 5 |
| Dornfelder | | | | | | | | | | 1500 | | | | | | | | | | | | | | | | 1500 | 1500 | 1500 | 1 |
| Dutchess | | | | | | | | | | 400 | | | | | | | | | | | | | | | | 400 | 400 | 400 | 1 |
| Edelweiss | | | | | | | | | | | | | | | | | | | | | | | 300 | | | 300 | 300 | 300 | 1 |
| Elvira, (ripe) high | | | 230 | 285 | | | | | | | | | | | | | | | | | 240 | | 350 | | | 276 | 230 | 350 | 4 |
| Elvira, low | | | | 235 | | | | | | | | | | | | | | | | | | | | | | 235 | 235 | 235 | 1 |
| Fredonia | | | | | | | | | | | | | | | | | | | | | | | 300 | | | 300 | 300 | 300 | 1 |
| Frontenac | | | | | | | | | | | | | | | | | | | | | | | 650 | | | 650 | 650 | 650 | 1 |

2006 Harvest Price List For Grapes ^{1,2,3,5}

| Prices per ton | Anthony Road | Atwater Estates | Bully Hill | Centerra ⁴ | Chateau Lafayette Reneau | Cliffstar | Dr. Konstantin Frank | Fall Bright | Fox Run | Fulkerson's | Glenora | Hazlitt 1852 | Heron Hill | Hunt Country | King Ferry ⁵ | Lakewood Vineyards | Lucas Vineyards | Miles Wine Cellars | Mogen David | Rooster Hill | Springledge | Swedish Hill | Walker's Wine Juice | White Springs Winery | Average | Low | High | # of Responses | |
|----------------------------------|--------------|-----------------|------------|-----------------------|--------------------------|-----------|----------------------|-------------|---------|-------------|---------|--------------|------------|--------------|-------------------------|--------------------|-----------------|--------------------|-------------|--------------|-------------|--------------|---------------------|----------------------|---------|------|------|----------------|----|
| Gewurztraminer | 1700 | 1650 | 1800 | | | | 1800 | 1600 | 1400 | 1650 | 1600 | | 1400 | | 1700 | 1600 | | 1600 | | | | | 1400 | 1700 | 1614 | 1400 | 1800 | 14 | |
| Golden Muscat | | | | | | | | | | 375 | | | | | | | | | | | | 375 | | | 375 | 375 | 375 | 2 | |
| GR7 | | | | 500 | | | | | | | 500 | 550 | | | | | 600 | | | | | | | 530 | 536 | 500 | 600 | 5 | |
| Himrod | | | | | | | | | | 600 | | | | | | | | | | | | | | | 600 | 600 | 600 | 1 | |
| Hybrid - Red | | | | 425 | | | | | | | 450 | | 350 | 450 | | | | | | | | 350 | 450 | 530 | 429 | 350 | 530 | 7 | |
| Hybrid - White | | | | | | | | | | | 450 | | 350 | 450 | | | | | | | | | | | 425 | 350 | 450 | 4 | |
| Isabella | | | | | | | | | | | 450 | | | | | | | | | | | | 475 | 375 | 500 | 450 | 375 | 500 | 4 |
| Ives | | | 380 | | | | | | | 400 | | | | | | 425 | | | | | | | 600 | | 451 | 380 | 600 | 4 | |
| Labrusca - red | | | | | | | | | | | 400 | | | | | | | | | | | | | | 263 | 125 | 400 | 2 | |
| Labrusca - white | | | | | | | | | | | 400 | | | | | | | | | | | | | | 275 | 150 | 400 | 2 | |
| Lakemont | | | | | | | | | | 550 | | | | | | | | | | | | | | | 550 | 550 | 550 | 1 | |
| Landot Noir | | | | | | | | | | | | | | | | | | | | | | 675 | | | 675 | 675 | 675 | 1 | |
| Lemberger | 1500 | | | | | | | | 1000 | 1500 | | | 1600 | | | | | 1000 | | | | | 1650 | 1600 | 1407 | 1000 | 1650 | 7 | |
| Leon Millot | | | 650 | | | | | 550 | | 625 | | | | | | 600 | | | | | | | 650 | | 615 | 550 | 650 | 5 | |
| Marechal Foch | | 700 | 700 | | | | | 550 | | 600 | | | 550 | | | 625 | | | | | | | 700 | 650 | 700 | 642 | 550 | 700 | 9 |
| Melody | | | 450 | | | | | | | | | | | | | | | | | | | | | | 563 | 450 | 675 | 2 | |
| Merlot | 1800 | 2000 | 1650 | | | | 1900 | 2100 | 1600 | 1900 | 1600 | 2000 | 1900 | 2000 | 2800 | | | 1800 | | | | | 2000 | 2000 | 1937 | 1600 | 2800 | 15 | |
| Muscat Ottonel | | | | | | | | 1500 | | | | | | | | | | | | | | | | | | 1500 | 1500 | 1500 | 1 |
| Nebiollo | 1500 | | | | | | | | | | | | | | | | | | | | | | | | | 1500 | 1500 | 1500 | 1 |
| Niagara, high | | 350 | 300 | 225 | 350 | 240 | | 320 | | 300 | 450 | 345 | | 350 | | 375 | 335 | 350 | | | | 240 | 315 | 250 | 340 | 320 | 225 | 450 | 17 |
| Niagara, low | | | | 200 | | | | | | | | | | | | | | | | | | 230 | | | | 215 | 200 | 230 | 2 |
| Non-contracted varieties/red Fr. | | | | 400 | | | | | | | | | | | | | | | | | | | | | 400 | 400 | 400 | 1 | |
| NY 70.809.10 (Corot Noir) | | | | | | | | | | 600 | | | | | | | | | | | | | 700 | | 650 | 600 | 700 | 2 | |
| NY 73.136.17 (Noiret) | | | | | | | | | | 600 | | 650 | | 600 | | | | | | | | | 875 | | 681 | 600 | 875 | 4 | |
| NY 62.122.12 (Valvin Muscat) | | | | | | | | | | 1000 | | | | 600 | | | | | | | | | 700 | | 767 | 600 | 1000 | 3 | |
| Organic Blend | | | | | | | | | | | | | | | | | | | | | | 500 | | | 500 | 500 | 500 | 1 | |
| Pinot Blanc | | | | | | | | 1400 | | | 1500 | | 1500 | | | | | | | | | | | | 1467 | 1400 | 1500 | 3 | |
| Pinot Gris | 1700 | | 1500 | | | | 1700 | 1500 | | 1600 | | 1600 | 1500 | 1700 | 1700 | | | 1450 | | | | | 1600 | 1650 | 1600 | 1450 | 1700 | 12 | |
| Pinot Noir, high | 2000 | 1700 | 1650 | | | | 1800 | 1600 | 1600 | 1600 | 1600 | | 1700 | | | 1500 | 1600 | 1500 | | | | | 1650 | 1650 | 1654 | 1500 | 2000 | 14 | |
| Pinot Noir, low | | | | | | | | | | | | | 1550 | | | | | | | | | | | | 1550 | 1550 | 1550 | 1 | |
| Riesling, high | 1600 | 1500 | 1600 | | | | 1700 | 1500 | 1600 | 1550 | 1500 | 1700 | 1600 | 1700 | 1700 | 1500 | 1550 | 1500 | | 1500 | | | 1700 | 1400 | 1650 | 1582 | 1400 | 1700 | 19 |

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| Riesling, low | | | | | | | | | | | | | | | | | | | | | | 1300 | | | 1300 | 1300 | 1300 | 1 | |
| Rosette | | | 390 | | | | | | | 375 | 500 | | | | | | | | | | | | 600 | | 466 | 375 | 600 | 4 | |
| Rougeon | 550 | | 470 | 425 | | | | | 400 | 500 | 500 | 650 | | 600 | | | | | | | | | 550 | 600 | 530 | 525 | 400 | 650 | 11 |
| Sangiovese | | | | | | | | | | | 1800 | | | | | | | | | | | | | | | 1800 | 1800 | 1800 | 1 |
| Sauvignon Blanc | | | | | | | | | | | | 1800 | 1500 | | | | | | | | | | | 1550 | 1617 | 1500 | 1800 | 3 | |
| Seyval | 500 | 500 | 570 | | 700 | | | 700 | | 650 | 575 | 600 | 550 | 550 | | | 700 | | | | | | 650 | | 600 | 500 | 700 | 13 | |
| Steuben | | | | | | | | | | | | | | | | | | | | | | | 475 | | 475 | 475 | 475 | 1 | |
| St. Vincent | | | | | | | | | | 500 | | | | | | | | | | | | | | | 500 | 500 | 500 | 1 | |
| Syrah | | | | | | | | | | | | | | | | | | 1600 | | | | | | | 1600 | 1600 | 1600 | 1 | |
| Traminette | | | 900 | | | | | 1100 | 1100 | 1000 | | | 1050 | 1000 | | | | | | | 1100 | | 1100 | 1135 | 1000 | 1049 | 900 | 1135 | 10 |
| Ventura | | | | | | | | | | | | | | | | | | | | | | 350 | | | | 350 | 350 | 350 | 1 |
| Vidal Blanc | | 700 | 600 | | | | | 700 | | 600 | | 700 | 550 | | 800 | 500 | 700 | 600 | | | 650 | | 675 | 650 | 675 | 650 | 500 | 800 | 14 |
| Vidal Blanc, late harvest | | | | | | | | | | | | | | 2000 | | | | | | | | | | | | 2000 | 2000 | 2000 | 1 |
| Vignoles (Ravat) | 800 | 700 | 800 | | | | | 900 | | 800 | | 900 | | 650 | | 700 | | 800 | | | | | 850 | 900 | | 800 | 650 | 900 | 11 |
| Vignoles Late Harvest | 1600 | | | | | | | 1600 | | | | | | 850 | 1600 | | | | | | | | | | | 1413 | 850 | 1600 | 4 |
| Villard Blanc | | | | | | | | | | | | | | | | | | | | | | | 850 | | | 850 | 850 | 850 | 1 |
| Vincent | | | | | | | | | 650 | 650 | | | | | | 700 | | 650 | | | 650 | 725 | | 725 | | 679 | 650 | 725 | 7 |
| Vinifera - Other | | | | | | | | | | | | | 1100 | 1200 | | | | | | | | | | | | 1075 | 600 | 1400 | 4 |
| Vinifera - Red | | | | | | | | | | | 700 | | | | | | | | | | | | | | | 650 | 600 | 700 | 2 |
| Vinifera - White | | | | | | | | | | | 1200 | | | | | | | | | | | | | | | 1200 | 1200 | 1200 | 1 |
| Viognier | | | | | | | | | | | | | | | | | | 1600 | | | | | | | | 1600 | 1600 | 1600 | 2 |

Notes:

1. Some 'premium' prices may not be listed. Some processors have sliding scales, based on brix.
2. Where there are multiple prices for a variety, the high and low prices are listed. Higher prices may have different quality standards.
3. If in doubt, check with the processor. We have made every effort to be accurate, but the range of price categories was edited
4. Centerra has three Concord prices - \$210 for Early, Kosher Early, standard(<14.9 brix)and Kosher (15.9 brix and lower); \$215 for Standard(15 brix and higher), and \$235 for Kosher (16 brix and higher)
5. Most reds sourced from Long Island