

# Something Old, Something New

## Encouraging greenhouse growers to use IPM



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# A brief overview of the NYS greenhouse industry

- Range in size but many small (2013)
  - 401 - under \$100,000 gross sales
  - 161 - \$100-500,000
  - 58 - over \$500,000
- 22 million sq ft of covered structures
  - Mostly plastic film covered
- Most production is bedding plants
  - Increase in protected culture of vegetables to harvest



# Where were we in terms of IPM?

- Surveys in 2000 and 2007
  - Over 90% do preseason sanitation
  - Over 95% scout for disease and insect pests
  - About 80% identify unknown pests before control
  - About 15% use biological control (predators/parasites)
  - About 40% discard diseased plants in an open container
  - About 30% record scouting results



# Biocontrol as an example of increasing adoption of IPM

- Brilliant ideas, helpful accidents and lots of help
- Interest from growers but lots of confusion
- Outside funding
  - NY Farm Viability Institute
- Support from University faculty

# 2007 Tour of Canadian Greenhouses

- Graeme Murphy helped organize
- 15 attended
  - Growers, IPM scouts, educators,
  - Wide range in experience with biocontrol
    - Only 1 grower had an integrated active biocontrol program









08/14/2005

# Did it work?

- Surveyed growers in 2008
  - Of 7 farms, 4 were using or had tried biocontrol
- What had the greatest effect?
  - The helpful accident



# Mischler's Greenhouse Buffalo

Mark Yadon

# Grower to grower exchange essential

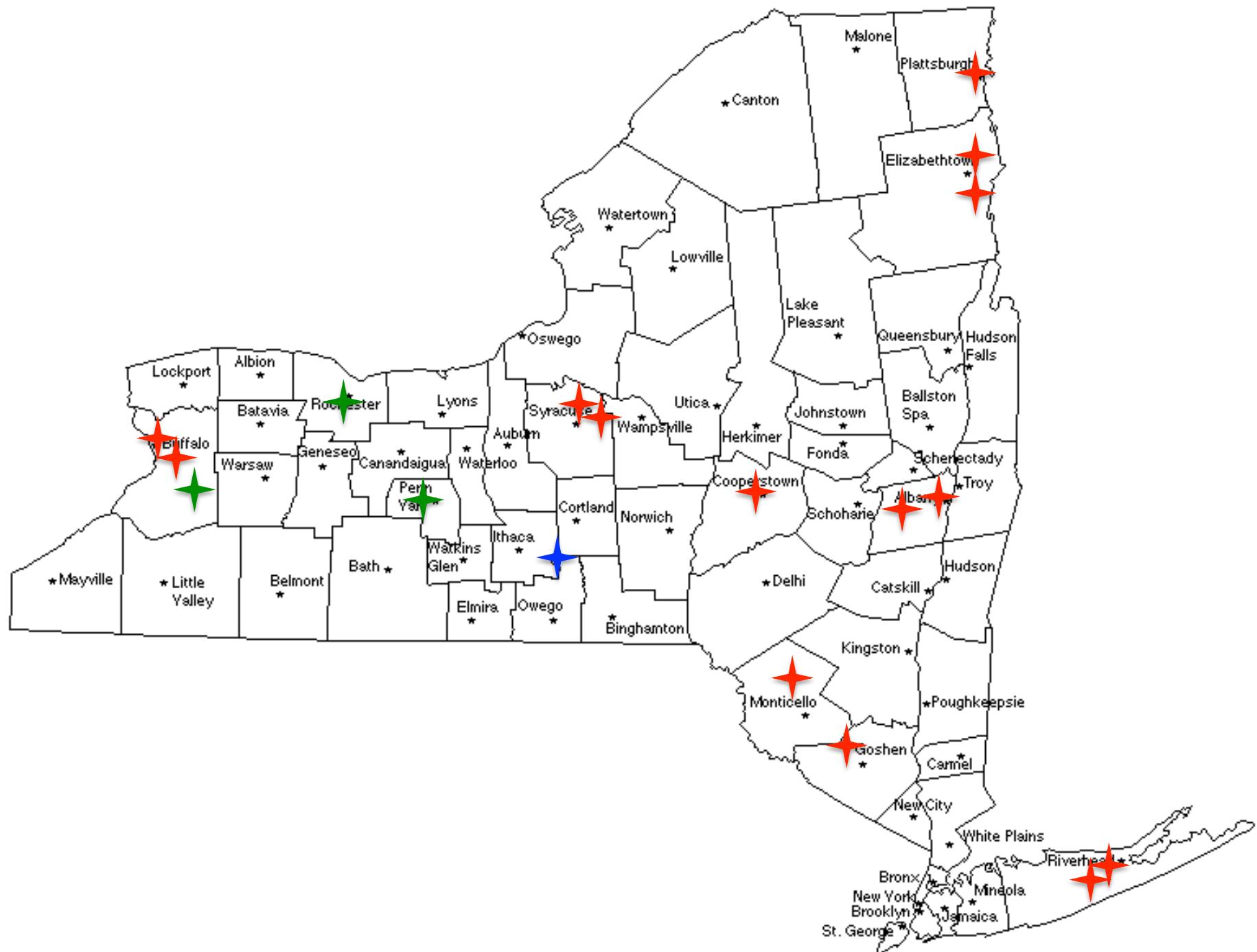
- Growers that participated in the tour were asked to be a part of a series of programs held throughout the state
  - Persuasion
  - Various types of interactions



# Taking it on the road – 2007-9

- 3 grower panels
  - 100 participants
- 1 regional grower meeting
  - 35 attended
- 6 On-farm meetings Fall 2008
- 8 On-farm meetings Fall 2009
  - Presentation/demonstration at a greenhouse with a tour
  - ~350 participants













# Did it work?

- At events 2008-2009
  - ~39% using biocontrol or had tried it already
  - 68% intended to use it in the next season
  - This population is fairly self-selected for interest in biocontrol
  - Lots of other things were encouraging the use of biocontrol in the industry

# Surveys at regional bedding plant schools 2010

- 4 locations
- 100 respondents
- Had attended biocontrol workshop
  - 26% use biocontrol
- Had not attended biocontrol workshop
  - 10% use biocontrol

# Grower mentors

- They make the case better than we can
- Multiplier effect





# Continuing the education

## IPM In-depth

- Annual summer hands-on program in Ithaca 2008-2014
- Grant funded hands-on programs around state 2009-2013
  - Each has an entomology module that includes information on biocontrol
  - Attendees less self-selecting for interest in biocontrol
  - Practice change based on previous programs
    - 36% indicated biocontrol in an open ended question

# The process continues . . .

- Scouting and biocontrol app for greenhouses
- Greenhouse Biocontrol workbook
- NYS is now ready for a tour of its own growers!
  - Bring the mentors along!



# Thanks!

- Any questions?

