

# Cost of Production Calculators: Vineyard and Winery

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# Updating the Cost of Production Calculators

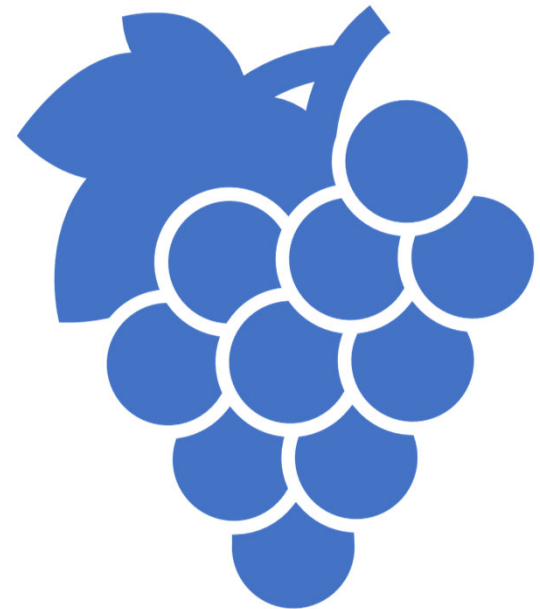
- Grant funded by WSDA SCBG
- Proposal written by the WWIF
- Two-year project
  - Website re-design
  - Update to current costs/pricing



WASHINGTON  
WINE INDUSTRY  
**FOUNDATION**

# How do COP Calculators Help?

- Enable users to calculate their costs of production
- Make computing break even costs easy
- Allow users to compare their costs with industry averages
- Help users with financial records and business planning
- Valuable tool for users entering the industry or changing varieties
- Help growers with their presentations to bankers, lenders and investors



# What is a Vineyard COP Calculator

**An online budget form where users input fixed and variable costs to automatically calculate total operating costs.**

- Can use default industry average data or plug in actual costs
- Both conventional and organic practices.

## **Calculators for grapes:**

- Wine Grapes – year 1, year 2, year 3+
- Juice Grapes – year 1, year 2, year 3+

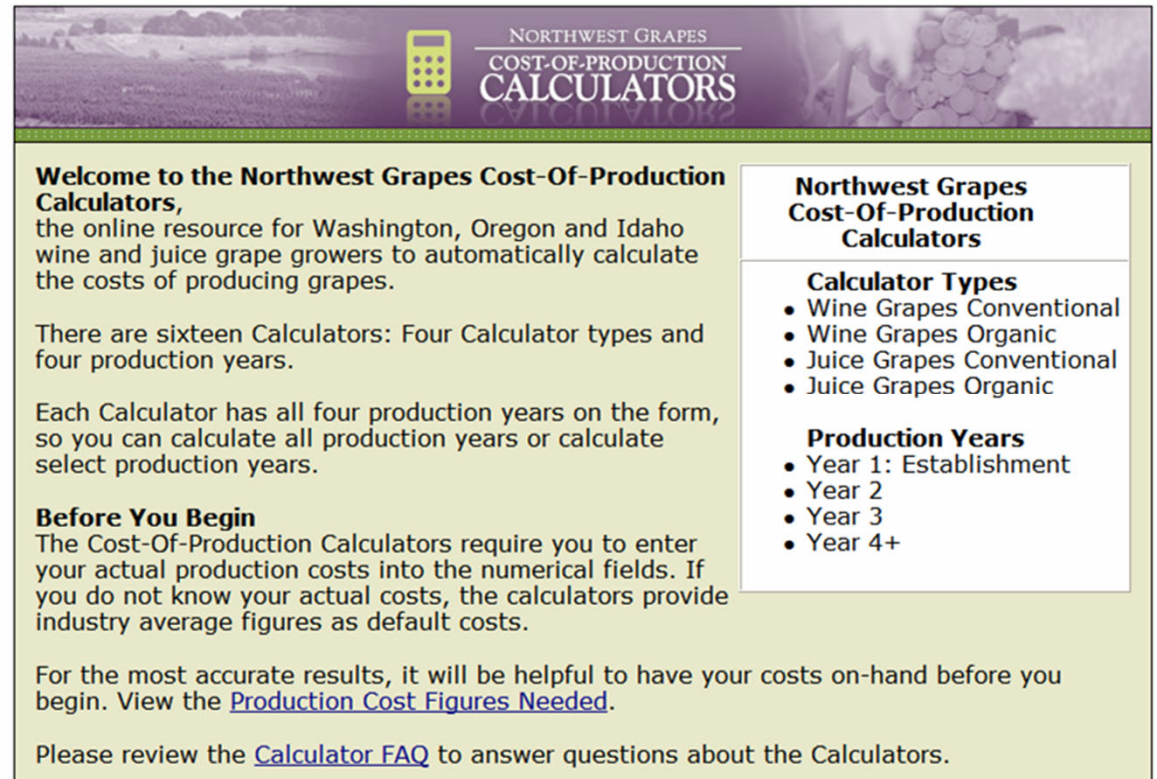
•<http://www.nwgrapecalculators.org>



# What's new in 2023/2024? -Vineyard COP

- 
- Website interface updated
  - Updated prices to 2023/2024 values
  - Cultural practices reviewed and updated
    - Land preparation costs
    - Applications versus specific chemicals
  - Revenue/Expense Summary
    - 10-year summary of revenue/expenses
  - Spreadsheet download instead of web interface only

The current  
website



The screenshot shows the website header with a purple background, a calculator icon, and the text "NORTHWEST GRAPES COST-OF-PRODUCTION CALCULATORS". Below the header, the main content area has a light green background. It features a welcome message, a list of calculator types and production years, and instructions for use. A sidebar on the right contains a summary of calculator types and production years.

**Welcome to the Northwest Grapes Cost-Of-Production Calculators,**  
the online resource for Washington, Oregon and Idaho wine and juice grape growers to automatically calculate the costs of producing grapes.

There are sixteen Calculators: Four Calculator types and four production years.

Each Calculator has all four production years on the form, so you can calculate all production years or calculate select production years.

**Before You Begin**  
The Cost-Of-Production Calculators require you to enter your actual production costs into the numerical fields. If you do not know your actual costs, the calculators provide industry average figures as default costs.

For the most accurate results, it will be helpful to have your costs on-hand before you begin. View the [Production Cost Figures Needed](#).

Please review the [Calculator FAQ](#) to answer questions about the Calculators.

**Northwest Grapes Cost-Of-Production Calculators**

**Calculator Types**

- Wine Grapes Conventional
- Wine Grapes Organic
- Juice Grapes Conventional
- Juice Grapes Organic

**Production Years**

- Year 1: Establishment
- Year 2
- Year 3
- Year 4+

The online resource for Washington, Oregon and Idaho wine and juice grape growers to automatically calculate the costs of producing grapes.



WINE PRODUCER



GRAPE GROWERS

## A New Web Interface

- Users enter row and vine spacing. Form calculates plants/acre.
- Users enter their production costs or use default average ranges.
- The Calculator automatically calculates their Total Costs Per Acre.



# Wine and Juice Grapes (Organic or Conventional)



## JUICE GRAPES

# ORGANIC PRODUCTION

For those embracing organic methods in juice grape farming, our Organic Juice Grape Production Calculator is your go-to resource. Calculate the costs of organic inputs, labor, and certification to gain a comprehensive understanding of your operation. Make data-driven decisions for a more sustainable and profitable juice grape enterprise.

[CLICK HERE](#)



## JUICE GRAPES

# CONVENTIONAL PRODUCTION

Navigate the financial aspects of juice grape cultivation using our specialized calculator. This tool is engineered for grape growers focusing on conventional juice grape production, and includes variables like equipment, labor, and chemical inputs. Use this calculator to optimize your cost structure and maximize profitability.

[CLICK HERE](#)



# From a Web Page to a Spreadsheet

## A Little About Yourself:

**YOUR NAME** *(REQUIRED)*

**EMAIL** *(REQUIRED)*

First Name

Last Name

Your email address

SUBMIT



Washington, Oregon and Idaho Wine and Grape Growers

[A Special Thank You!](#)

[How To Reach Us](#)

[Quick Links](#)

# Intro Questions

	A	B	C	D
1	<h2>Juice Grape COP Calculator</h2>			
2				
3	Answer the highlighted questions below prior to starting by replacing the default values provided. If you don't know the figures, you may use the default values.			
4				
5	<b>Borrowed and Equity Vineyard Establishment Capital</b>			
6	<b>Capital borrowed to establish the vineyard (%)</b>			60%
7	<i>Enter the percentage of the total capital that will be borrowed for the vineyard establishment</i>			
8	<b>Interest rate on borrowed capital</b>			7%
9	<b>Investment interest rate (opportunity cost)</b>			7%
10	<i>The interest expense for the lost opportunity that could have been earned if the equity capital (money) was used elsewhere</i>			
11	<b>Annual Operating Capital</b>			
12	<b>Number of months of borrowed capital (Operating)</b>			6
13	<b>Operating interest rate (%)</b>			6%
14	<b>Amount of annual borrowed capital (%)</b>			50%
15	<i>Enter the percentage of annual operating capital that will be borrowed by the operation</i>			
16	<b>Production</b>			
17	<b>Estimated yield in year 2 (tons)</b>			0
18	<b>Estimated yield in year 3 (tons)</b>			5
< > <u>Intro Questions</u>   Year 1   Year 2   Year 3   Year 4+   Summary				

# Intro Questions

	A	B	C	D	E	F	G	H	I	J
49	Propane	gal		3						
50										
51	<b>Organic Nutrients/Applications</b>				Identify the applications expected per season below:					
52	<i>Items</i>	<i>Units</i>		<i>Price(\$)/Unit</i>		<i>Year 1</i>	<i>Year 2</i>	<i>Year 3</i>	<i>Year 4+</i>	
53	Fertilizer (product cost/application)	/ acre		175		1	1	1	1	
54	Pre-emergent Herbicides (product cost/application)	/ acre		50		1	1	1	1	
55	Post-emergent Herbicide	/ acre		30		1	2	2	2	
56	Fungicide (product cost/application)	/ acre		50		0	0	1	1	
57	Insecticide (product cost/application)	/ acre		8		0	0	1	1	
58	Cultivate	passes		n/a		3	3	3	3	
59	Foliar Nutrient (product cost/application)	/ acre		45		n/a	n/a	n/a	2	
60										
61	<b>Trellis Materials:</b>									
62	<i>Items</i>	<i>Units</i>		<i>Price(\$)/Unit</i>						
63	Wood stakes (markers)	each		0.0972						
64	Plastic ribbon	/ foot		0.01						
65	Staples 2"	/ lb		1.6						
66	#9 Wire soft	/ foot		0.08						
67	#11 Wire HT	/ foot		0.065						
68	#12.5 Wire HT	/ foot		0.05						
69	Crimping tool	each		100						
70	Wire clips	each		0.1						

	A	B	C	D	E	F		
1	<b>Year 1</b>							
2	Default values are pre-entered into the fields, to enter your own costs, delete the default and replace with your cost.							
3	<b>Site/Field Preparation</b>							
4	<i>Description</i>	<i>Labor</i>	<i>Machinery</i>	<i>Materials</i>	<i>Services</i>	<i>Total Cost</i>		
5	Land Preparation (rip, plow, etc.)	\$ -	\$ -	\$ -	\$ -	\$ -		
6	Fumigation	\$ -	\$ -	\$ -	\$ -	\$ -		
7	Survey and mark	\$ 75.85	\$ 5.46	\$ 2.33	\$ -	\$ 83.65		
8	Other	\$ -	\$ -	\$ -	\$ -	\$ -		
9								
10	<b>Install Irrigation System</b>							
11	<i>Description</i>	<i>Labor</i>	<i>Machinery</i>	<i>Materials</i>	<i>Services</i>	<i>Total Cost</i>		
12	Solid set irrigation system	\$ -	\$ -	\$ 2,500.00	\$ 2,000.00	\$ 4,500.00		
13	Other	\$ -	\$ -	\$ -	\$ -	\$ -		
14								
15	<b>Plant Vines</b>							
16	<i>Description</i>	<i>Labor</i>	<i>Machinery</i>	<i>Materials</i>	<i>Services</i>	<i>Total Cost</i>		
17	Plant nursery stock	\$ 61.50	\$ -	\$ 1,382.00	\$ 38.00	\$ 1,481.50		
18	Other	\$ -	\$ -	\$ -	\$ -	\$ -		
19								
20	<b>Trellis System</b>							
21	<i>Description</i>	<i>Labor</i>	<i>Machinery</i>	<i>Materials</i>	<i>Services</i>	<i>Total Cost</i>		
22	Spread posts and anchors	\$ 41.00	\$ 8.74	\$ 3,136.00	\$ -	\$ 3,185.74		
23	Install line posts	\$ 369.00	\$ 131.16	\$ -	\$ -	\$ 500.16		
24	Install end posts	\$ 117.88	\$ 51.92	\$ -	\$ -	\$ 169.79		
25	Install anchors	\$ 61.50	\$ 24.59	\$ 99.20	\$ -	\$ 185.29		
26	String wire	\$ 133.25	\$ -	\$ 314.60	\$ -	\$ 447.85		
	< >	Intro Questions	<u>Year 1</u>	Year 2	Year 3	Year 4+	Summary	+

# Winery Cost of Production Calculator

The Cost-Of-Production Calculators require your actual costs. In some instances, the calculator provides industry average figures as default costs, in case you don't know your actual costs. It is best that you have an idea of cost of production prior to using the calculator.

<https://nwwinerycalculators.org/>



**Let's Begin.**

# Winery Cost of Production Calculators

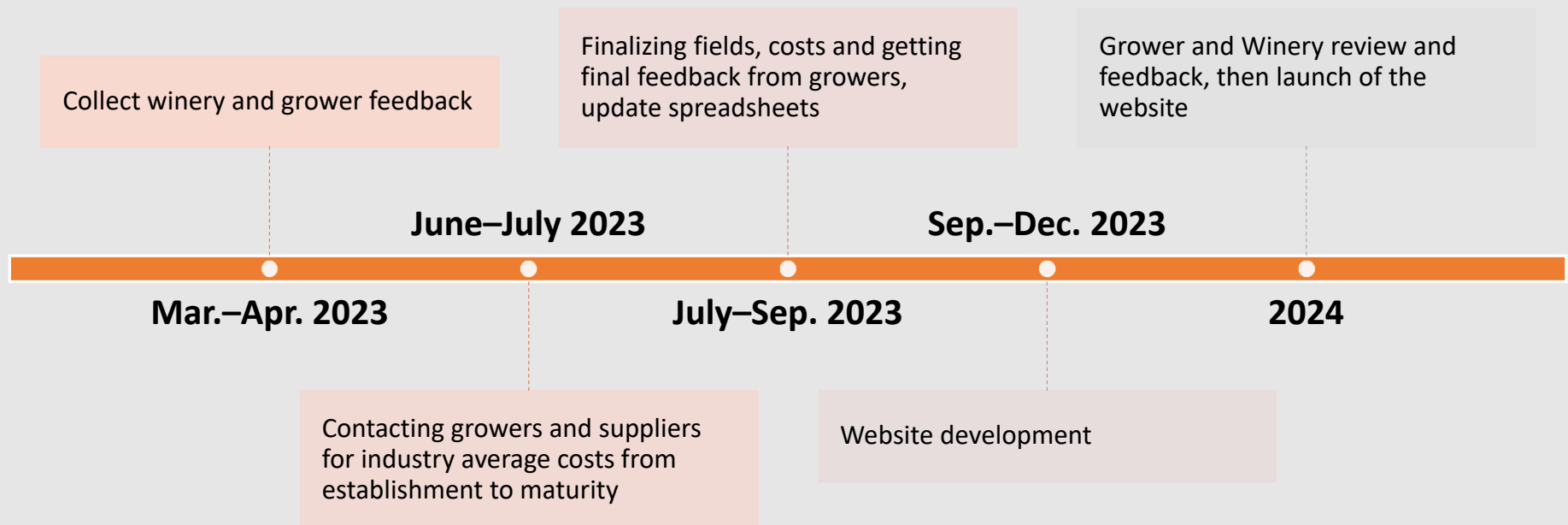
- 
- What is new for 2023/2024
    - Website interface updated
    - Updated prices to 2023/2024 values
      - Machinery and equipment costs
      - Supplies and costs of goods
    - Case Production variation
      - 500, 1000, 2,000, 3,000, 5,000, 10,000
    - Revenue/Expense Summary
      - 10-year summary of revenue/expenses
    - Spreadsheet download instead of web interface only



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1							2,000	Case Winery								
2								Introductory Questions								
3																
4								<b>Introduction</b>								
5																
6								Product mix you are planning, by color (i.e. 50% white wine and 50% red)?								
7								White Wine	60	%						
8								Red Wine	40	%						
9																
10																
11								Annual inflation for prices and costs?								
12								Expenses annual inflation rate	2	%						
13								Prices annual inflation rate	2	%						
14																
15								<b>Production</b>								
16																
17								Expected gallons of bulk wine you will purchase annually?								
18								Bulk wine	100	gal						
19								Cost	15	\$/gal						
20																
21																
22								Expected juice recovery yield per ton of grapes crushed/processed?								
23								Gallons of juice per ton	150	gal/ton						
24																
25								Targeted case production by year (determines amount of fruit to process)								
26																
27								Year 1	Year 2	Year 3	Year 4	Year 5	Year 6+			
28								2,000	2,000	2,000	2,000	2,000	2,000			
29																
30								*Tons of grapes required	33.6	33.6	33.6	33.6	33.6	33.6		



# COP Calculators Timeline



# Next Steps

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- We need your help
  - Sign up to review any/all of the calculators to provide feedback



A graphic featuring the words "THANK YOU" in a bold, blue, 3D sans-serif font. The letters are rendered with a slight perspective, giving them a three-dimensional appearance. The text is set against a dark, almost black, rectangular background that has a subtle gradient and a slight shadow effect, making the blue letters stand out prominently.

# Questions?

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