

SAMPLE INPUTS ON COSTS FOR WINE GRAPES IN MENDOCINO COUNTY  
ON A GOOD BENCH LAND SOIL, WITH A YIELD OF 4 TONS PER ACRE

	Man labor		Trac- tor	Truck	Total Cost Per A.	Cost Per Ton	
	#Oper- ator	Total					
	Hours per acre						
Pruning about 500 vines per A.	10.0	20.0			20.00		
Brush disposal, chopper	1.0	3.0	1.0		5.60		
Tying and staking	1.0	1.0			1.00		
Suckering	2.0	6.0			6.00		
Sulfuring & other dust, 3 times	1.2	2.4	1.2	.1	5.77		
Cultivation	3.2	4.0	3.2		12.32		
Miscellaneous other work	2.0	2.0	.2	.2	3.02		
Total cultural cost	20.4	38.4	5.6	.3	53.71	13.42	
Picking, Pc. work 25¢ a 50# box		40.0			40.00	10.00	
Supervision	3.0	3.0			3.00	.75	
Hauling boxes and fruit	1.0	5.0		3.0	12.50	3.13	
Total harvesting	4.0	48.0		3.0	55.50	13.88	
Total cultural & harvesting	24.4	86.4	5.6	3.3	109.21	27.30	
Sulfur & other dusts, 40 lbs.					2.50		
Miscel. twine, stakes, etc.					2.00		
Total materials					4.50	1.13	
Total labor & materials					113.71	28.43	
General expense - 5% of above, for business costs, etc.					5.69		
County taxes, \$90.00 value @ \$6.00 rate					5.40		
Repairs to equipment, except tractor & truck					1.50		
Compensation and other insurance					1.00		
Total Cash overhead					13.59	3.40	
Total cash costs					127.30	31.83	
	Total 60 Acres	Orig Cost	Avg. Value	5% Int.	Depre- ciat- ion		
		(Dollars per acre)					
Vines	36000.	600.	306.	15.00	15.00		
Building for equipment	960.	16.	8.	.40	.40		
Tillage equipment	1080.	18.	9.	.45	1.00		
Miscel. boxes, small eqpt.	960.	16.	8.	.40	2.00		
Land	1200.	200.	200.	10.00	-		
Tractor & truck	7600.	127.	covered by hourly rate				
Total investment	58600.	977.					
Total depreciation					18.40	18.40	4.60
Subtotal cash & depreciation costs						145.70	36.43
Total interest on investment				26.25		26.25	6.56
Total all costs						171.95	42.99

\*Operator labor shown above in the first column is the estimated amount of the work that would be performed by a working owner with a 60 acre vineyard. It is included in the total labor.

The above labor costs are figured at the following hourly rates: man labor \$1.00; 3 plow truck tractor \$2.60; and 1½ ton truck \$2.50. Although picking is at 25¢ a box, hours are estimated at \$1.00 an hour, or 10 hours per ton.

The above are purely sample costs for a good vineyard with an average annual yield of 4 tons per acre. Use this schedule as a guide for figuring your own costs. Use the hours you spend on each job and the wage rate you pay at the time. For different yields, change harvesting cost to the correct tonnage.

WINE GRAPES IN MENDOCINO COUNTY  
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IMPORTANCE - Wine grapes are the principal fruit crop in acreage for Mendocino County, although sometimes exceeded by pears in total production and value of crop. The 1954 Agricultural Commissioner's Census Report showed a total bearing wine grape acreage of 6,528, and 283 non-bearing.

PRODUCTION - Annual production varies around 15,000 tons with differences in temperature and rainfall.

YIELD - Yield per acre is a most important profit factor to the grower. It varies by variety, and also with differences in soil. Some vineyards in less favored locations and poorer soils have average yields below 2 tons per acre annually while, at the other extreme, there are a few on the best soil and of heavy producing varieties that average as high as 8 - 10 tons per acre. A good commercial yield for vineyards on what is known locally as No. 1 bench land would average around 4 tons per acre. County average of all vineyards is about 2.3 tons per acre.

PRICES - Prices per ton have fluctuated rather widely in recent years from a high of \$120.00 a ton for black grapes in 1944 and 1946 to a low of \$32.50 in 1942. Prices from 1938-40 were below \$18.00 a ton. In 1954 local price was around \$47.00 a ton.

COST - Production cost is an individual matter that varies widely from year to year and farm to farm. It is so important in determining vineyard earnings that careful management is essential. To help growers study and estimate their own costs from year to year a cost survey of a few vineyards has been made and a sample set of costs prepared. It appears on the other side of this sheet. This schedule is not represented as average for the county, but is merely a guide to any grower in estimating his own costs.

EARNINGS - Vineyard earnings naturally vary widely with variations in yield, prices and costs. The profit equation is as follows:

$$\underline{\text{YIELD PER ACRE}} \times \underline{\text{PRICE PER TON}} \text{ LESS } \underline{\text{COST PER ACRE}} = \text{PROFIT}$$

It is easier to make a profit where good yields are obtained with moderate costs. The greater the yield the lower the cost per ton. The grower can do little about price per ton, but can do something to improve his yield and reduce his costs per acre.

SIZE - Where a family expects to gain its entire living from a wine grape vineyard, enough acres are needed to obtain the desired income. The schedule on the other side shows about 24 hours of operator labor per acre, worth \$24.00 at \$1.00 an hour. Interest on investment is \$26.00 an acre which would be income to the family out of debt. Hence if grapes brought only \$45.00 a ton net, farm income would be around \$58.00 an acre. To make \$3500.00 a year would therefore require about 60 acres. This is suggested as a minimum sized family grape farm. Smaller acreages are all right for a part time farm, or in connection with other farm enterprises or employment off the farm.