Vineyard P&L Workbook Tutorial

The purpose of the Vineyard P&L and Cash Flow workbook provides an end to end view of costs that go into acquiring land, preparing land, planting a vineyard, management of a vineyard and harvesting grapes. Includes an 'optimization matrix' to easily ascertain the profitability of your vineyards with different yield and price-per-ton values. A 15 year view of profitability and cash flow, with allowances for cost adjustments, capital expenditures and other variables, will provide significant insight for planning and forecasting for development speculators, owners, investors and managers.

	Income/acre:	\$0.00	Gross Margin/	acre: \$1	0.00 Total Gr	oss Margin:	\$0.00				
Project	info Expens	ses Develop	pment Costs	Profit & Cash Flo	w						
		Vineyard Na	me or Block				Date				
		Wine Nam	ne or ID				Date			Ē	
		Your Name					Winery Nan	ne			
		Your Name	e				Winery N	ame			
		Basic Inputs	& Income								
		Planted area	i, acres:				Yield: -		+ tons/acre		
		Average pric	e per ton :			\$/ton					
	Expense	s/acre excluding	g harvest costs:	\$0.00		evelopment cost				\$0.00	
	Expense	s/acre inc. harve	est costs :	\$0.00		evelopment cost				\$0.00 \$0.00	
	Gross Re	evenue per acre	:	\$0.00		ross Margin per a				\$0.00	
	Gross Re	evenue total :		\$0.00		ross margin viney			e):	\$0.00	
		matrix is used a	is a quick reference	ting matrix: chart ie for the margin p e and cost per tor	er acrefor a comp in bottom left ar	arison of differen	t yield/price coml oottom left cell en	pinations. This tab	le does not affect	the workbook in	general. Input cost/ton
	\$0.00	\$1,000	\$1,500	\$2,000	\$2,500	\$3,000	\$3,500	\$4,000	\$5,000	\$7,000	\$0
		\$1,000.00	\$1,500.00	\$2,000.00	\$2,500	\$3,000.00	\$3,500.00	\$4,000.00	\$5,000.00	\$7,000.00	\$0.00
	1.0		\$3,000.00	\$4,000.00	\$5,000.00	\$6,000.00	\$7,000.00	\$8,000.00	\$10,000.00	\$14,000.00	\$0.00
	1.0	\$2,000.00			\$7,500.00	\$9,000.00	\$10,500.00	\$12,000.00	\$15,000.00	\$21,000.00	\$0.00
		\$2,000.00 \$3,000.00	\$4,500.00	\$6,000.00			\$14,000.00	\$16,000.00	\$20,000.00	\$28,000.00	\$0.00
	1.0 2.0		\$4,500.00	\$8,000.00	\$10,000.00	\$12,000.00					
ield /acre	1.0 2.0 3.0	\$3,000.00			\$10,000.00	\$12,000.00	\$17,500.00	\$20,000.00	\$25,000.00	\$35,000.00	\$0.00
	1.0 2.0 3.0 4.0	\$3,000.00 \$4,000.00	\$6,000.00	\$8,000.00			\$17,500.00 \$0.00	\$20,000.00 \$0.00	\$25,000.00	\$35,000.00	\$0.00

Project Info Tab

- Workbook Title. Click on Pencil Icon next to Edit Workbook Name – this will also help you find the project in the "Saved Workbooks" section of "my Accounts".
- 2. Full instructions, Industry Resources and FAQS – live link to support page.
- 3. Click on TABS to preview content and navigate through the workbook.
- 4. Enter Wine Name, Date, Your Name and Winery Name

Key inputs:

- 1. Planted acreage
- 2. Yield per acre
- 3. Average selling price per ton

Profit Matrix

The table at the bottom of the page displays profit scenarios, given your inputs on the Expenses tab, for different scenarios of yield per acre and selling price per ton.

To run a custom forecast, you can enter a Cost/ton in the upper right cell and then Yield tons/acre in the bottom left cell.

Harvest Contager time 90 90.000 Finding 90 90.000 Tasks and frees 90 90.000 Cohen 900 90.000 Cohen 90.000 90.000 Cohen and pennet approte 90.000 90.000 Cohen and pennet tapprote 90.0000 90.0000 Cohen and pennet tapprote 90.00000 90.00000 Cohen and pennet tapprote 90.000000 90.000000 Cohen andono t		
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<u> </u>	\$0.00	
	\$0.00	
Canopy management	\$0.00	

WINE BUSINESS

Expenses Worksheet Part I

- 1. At the top of this page you can enter the total payments with owning or leasing the vineyard (optional).
- 2. LINES 1-4: costs associated with harvesting the fruit
- GENERAL LABOR EXPENSES can be entered as a total sum or broken down in full detail (and useful to see the typical requirements and needs of maintaining a vineyard).
- 4. Expenses Worksheet is continued next page.

32		NPK (broadcast)	Qty	lbs/acre	Price/unit	\$//b	# applications	per	\$0.00
33		Superphosphate						appl.	
33			0	lbs/acre	\$0	\$/lb	0	appl.	\$0.00
34		Potassium Sulphate	0	Ibs/acre	\$0	\$//b	0	per appl.	\$0.00
35		Calcium Nitrate	0	Ibs/acre	\$0	\$//b	0	per appl.	\$0.00
36		Lime	0	lbs/acre	\$0	\$/b	0	per appl.	\$0.00
37		Other nutrition/treatments	0	lbs/acre	\$0	\$//b	0	per	\$0.00
38		Boron spray	0	lbs/acre	\$0	\$/lb		appl.	\$0.00
		Magnesium					0	appl.	
39			0	lbs/acre	\$0	\$//b	0	per appl.	\$0.00
40		Zinc spray	0	lbs/acre	\$0	\$//b	0	per appl.	\$0.00
41		Leaf tests	0	lbs/acre	\$0	\$//b	0	per test	\$0.00
42		Soil tests	0	Ibs/acre	\$0	\$/b	0	per test	\$0.00
43		Other applications/tests	0	Ibs/acre	\$0	\$//b	0		\$0.00
44		NUTRITION TOTAL:							\$0.00
	Chemicals:	Fungicides	applications		\$/application				
45			0		\$0				\$0.00
46		Insecticides	0		\$0				\$0.00
47		Herbicides	0		\$0				\$0.00
48		Crop regulators	0		\$0				\$0.00
49		Other	0		\$0				\$0.00
50		CHEMICALS TOTAL:							\$0.00
	Machinery:		hrs/acre		\$/hour				
51		Mowing and slashing	0		\$0		0	ippl.	\$0.00
52		Pesticide applications	0		\$0		0	ep).	\$0.00
53		Herbicide applications	0		\$0		0 4	oppl.	\$0.00
54		Other chemical applications	0		\$0		0 4	appl.	\$0.00
55		Fertilizing	0		\$0		0	ippl.	\$0.00
56		Pre Pruning	0		\$0		0	ippl.	\$0.00
57		Trimming	0		\$0		0	opl.	\$0.00
58		Machine harvesting	0		\$0		0	oppl.	\$0.00
		Other	0		\$0		0	appl.	\$0.00
59									\$0.00
59		MACHINERY TOTAL:							
59	Intention	MACHINERY TOTAL:	and/orea		\$/ml				
	Irrigation:	MACHINERY TOTAL: Water cost + pumping	gal/acre		5/gal				\$0.00
60	Irrigation:								\$0.00
60	Irrigation:	Water cost + pumping	0		\$0				
60	Irrigation:	Water cost + pumping Other	0		\$0				\$0.00
60 61 62	Irrigation:	Water cost + pumping Other	0	r acre:	\$0				\$0.00
60 61 62 63	Irrigation:	Water cost + pumping Other IRRIGATION TOTAL:	0 0		\$0				\$0.00 \$0.00
60 61 62 63 64	Irrigation:	Water cost + pumping Other IRRIGATION TOTAL: Total furming expenses (excludit	o o ng harvest costs) pe	r acre:	\$0				\$0.00 \$0.00 \$0.00
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WINE BUSINESS

Expenses Worksheet Part II

Continue to fill in the amounts for the Quantity, Costs and Applications as they pertain to your nutrition program.

A complete breakdown of expenses and margins is compiled at the bottom of the page.

At any time in any workbook, you may use **Download as PDF**, **Clone**, **Print All**, **Reset**, or **Need Help** functions. For use with Wine Business Education financial calculators and online learning resources.



DEVELOPMENT COSTS PER ACRE General purchase or cost/acre Development cost/acre Residual Value \$ Depreciatic LAND 1 Purchase Price per acre 50 \$0.00 0% VATER COST 2 Pond/Dam Construction \$0 \$0.00 \$0%	ss Inc	ome/acre: \$0.00 Gross Margin/acre: \$0.0	00 Total Gross Margin:	\$0.00		
DEVELOPMENT COSTS PER ACRE oxis coti/are Reidual Value \$ Depredate LAND \$0 \$0.00 \$5.00	ct info	Expenses Development Costs Profit & Ca	sh Flow			
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7 Other 50 \$0.00 0% 8 Subtral \$0.00 0% 9 Clearing, grading (less revenue, le logging revenue) 50 9 Clearing, grading (less revenue, le logging revenue) 50 10 Soll Survey 50 11 Drainage work 50 \$0.00 12 Trellis (materials) 50 \$0.00 13 Icep Ripping 50 \$0.00 14 Deep Ripping 50 \$0 15 Soll Preparation \$0 \$0 16 survey/Marking out \$0 \$0	5	Frost System Infrastructure (pipes, pumps, sprinklers etc	.)	\$0	\$0.00	0%
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To an chromody and	15	Soil Preparation		\$0		
17 Other 50	16	Survey/Marking out		\$0		
	17	Other		\$0		

Development Costs Part I

- 1. This worksheet allows you to work up the costs to establish a vineyard.
- Enter costs (and depreciation if applicable and known) for each input cell.



	PLANTING				
19	Planting (labor)		\$0		
20	Plant material	\$ /vine \$0	\$0.00	0	vines / acre
21	Vine Training		\$0	\$0.00	
22	Other		\$0	\$0.00	
23	Subtotal		\$0.00		
	OTHER (total cost and allocated per acre)				
24	Sheds/Amenities	\$0	\$0.00	\$0.00	0%
25	Fencing	\$0	\$0.00	\$0.00	0%
26	Windbreaks	\$0	\$0.00	\$0.00	0%
27	Roadworks/Laneways	\$0	\$0.00	\$0.00	0%
28	Tractors and large equipment purchases	\$0	\$0.00	\$0.00	0%
29	Basic Machinery/Tools	\$0	\$0.00	\$0.00	0%
30	Rentals/leased/other	\$0	\$0.00	\$0.00	0%
31	Environmental Impact or other reports		\$0	\$0.00	
32	Other		\$0	\$0.00	
33	Subtotal		\$0.00		
34	PER ACRE COST DEVELOPMENT ONLY		\$0.00	Residual Value \$	
35	TOTAL COST DEVELOPMENT ONLY		\$0.00		
36	PER ACRE COST INCLUDING LAND		\$0.00	\$0.00	
30	TOTAL VINEYARD COST INCLUDING LAND		\$0.00		
37	*Residual value is salvage for resale value after depreciation				
	🛓 Download as PDF 🛛 🏮 Clone		Save	< Prev	Next >

Development Costs Part II

1. Continue to enter costs as they pertain to your vineyard startup costs.

Full Instructions, Industry Resource	s and FAQs							
Gross Income/acre: \$ 0.00	Gross Margin/a	cre: \$ 0.00	Total Gross N	Aargin: \$ 0.00				
Project info Expenses Dev	velopment Costs	Profit & Cash Fl	ow					
Planted area acres 0	Tons per	acre at maturity	0	Price per ton \$0.0	ю			
YEAR	0	1	2	3	4	5	6	7
	Projected crop yield, tons/acre:	0	0	0	0	0	0	0
INCOME PER YEAR		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.0
Additional income, subsidies, etc.	\$ \$0	\$ \$0	\$ \$0	\$ \$0	\$ \$0	\$ \$0	\$ \$0	\$ \$0
Total Income		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.0
EXPENDITURE								
Development costs	\$0							
Subsequent Capital Purchases	\$ \$0	\$ \$0	\$ \$0	\$ \$0	\$ \$0	\$ \$0	\$ \$0	\$ \$0
Variable cost adjustments		\$\$0	\$\$0	\$\$0	\$\$0	\$\$0	\$\$0	\$\$0
Variable costs %		0% %	0%	% 0% %	0% %	0% %	0% %	0%
Variable costs \$		\$\$0	\$\$0	\$\$0	\$\$0	\$\$0	\$\$0	\$\$0
Total Expenditure	\$\$0	\$\$0	\$\$0	\$\$0	\$\$0	\$\$0	\$\$0	\$\$0
PROFITABILITY ANALYSIS	\$0	Gross margin per	acre					
Annual Cash Flow - year	0	1	2	3	4	5	6	7
Income (grapes and other)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Expenditures	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Annual cash flow	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cumulative cash flow	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

WINE BUSINESS

Profit & Cash Flow

- This page allows you to see, and make adjustments for, a 15 year finncial forecast. At the end of each year you can re-open this page and replace the forecast cost with actuals from the year and see how this changes your forecast.
- LINE 3: Yield per acre may ramp up over time (for new vineyard) from 0 tons per acre for 3-5 years or more.
- 3. LINE 5: any additional income from selling lumber during clearing, farm subsidies or grants, leasing/renting portions of the vineyard or structure on the site.
- LINE 6: major capital expenditures for machinery, development costs, irrigation system replacement/repairs, etc.
- LINE 10: you can in a % for estimating cost increases (2% for example to cover annual cost of living in increases).
- LINES 15-28: you will find your Break Even point and annual cash flow totals.