



Vineyard Redevelopment Options

A: Rework vineyards to improve quality or cost structure

B: 'Mothball' vineyards: put on hold to possibly re-establish or redevelop and improve later

C: Remove vineyards

This document forms part of, and should be read in conjunction with, the *Vineyard Decision Checklist* prepared as part of the Wine Restructuring Action Agenda

A. Rework vineyards to improve quality or cost structure

	WHY	LOGISTICS	BENEFITS	COST/RISK
A1: Graft to New varieties	<ul style="list-style-type: none"> More appropriate variety for region, site and market 	<ul style="list-style-type: none"> Select good scion/rootstock match 2-3 years until full production Source best clean bud wood Use experienced technician with proven high 'take' record Manage grafts to optimize returns 	<ul style="list-style-type: none"> Select more saleable & appropriate varieties Can use existing infrastructure Slightly faster return than replanting 	<ul style="list-style-type: none"> Financial cost of cutting & grafting Interim loss of production Possible mismatch of rootstock & scion Possible poor graft 'take' Virus spread
A2: Graft to new clones	<ul style="list-style-type: none"> More appropriate clone for region, site and market 	<ul style="list-style-type: none"> Select good scion/rootstock match 2-3 years until full production Source best clean bud wood Use experienced technician with proven high 'take' record Manage grafts to optimize returns 	<ul style="list-style-type: none"> More appropriate clones and varieties Potential higher quality Re-use existing infrastructure faster return than replanting 	<ul style="list-style-type: none"> Financial cost of cutting & grafting Interim loss of production Possible mismatch of rootstock & scion Possible poor graft 'take' Virus spread
A3: Improve Infrastructure (trellis, irrigation)	<ul style="list-style-type: none"> Changing climate & expectations (shade vs. exposure) Improved irrigation management for more efficient water utilization Improvements to quality & yield To improve vine survival during increased incidence of heat-waves Improved varietal & block irrigation specificity 	<ul style="list-style-type: none"> New valves/pumps or even entire drip system installation New trellis system requires labour input Design is critical match to soil types 	<ul style="list-style-type: none"> Improved water use efficiency Reduced requirement for hedging, shoot thinning, leaf plucking etc Better yield management & predictability Reduced costs 	<ul style="list-style-type: none"> Financial cost of changes Interim loss of production

	WHY	LOGISTICS	BENEFITS	COST/RISK
	<ul style="list-style-type: none"> • Reduced management inputs • Allow cost reduction through mechanical operation 			
A4: Improve soil Health	<ul style="list-style-type: none"> • Previous poor management • Previous over-cropping • Poor site selection 	<ul style="list-style-type: none"> • Mulch • Ripping & aeration 	<ul style="list-style-type: none"> • Improved water utilisation • Better fruit quality • Better vine balance • Better canopy size • Better yield management & predictability • Reduced effects of drought & climate change 	<ul style="list-style-type: none"> • Financial costs of improvements • Excessive vine vigour if not carefully managed -
A5:Improve Management Practices	<ul style="list-style-type: none"> • Increasing competition • Increasing winery requirements • To increase efficiency to meet lower fruit prices • Increasing requirement for environmental responsibility • Increasing requirement for HACCP & traceability 	<ul style="list-style-type: none"> • Use external consultants • Benchmarking • Utilise industry intelligence • Use winery/buyer support 	<ul style="list-style-type: none"> • Less input for greater return • Increased consistency • Increased demand & increased price per tonne • Increase sustainability 	<ul style="list-style-type: none"> • Financial costs of improvements • Understand benefit and cost of implementation

B: 'Mothball' vineyards: put on hold to possibly re-establish or redevelop and improve later

	WHY	LOGISTICS	BENEFITS	COST/RISK
B1: Leave unattended with no input or management	<ul style="list-style-type: none"> No current market for fruit, but otherwise valuable region & site No expected opportunity No input costs Vines remain for future resurrection 	<ul style="list-style-type: none"> 'Walk away' with no irrigation or working input 	<ul style="list-style-type: none"> No input costs Possible re-establishment in the future Possibly quicker to re-establish than to replant 	<ul style="list-style-type: none"> No irrigation a risk to vine survival (Region dependent) No disease management is a risk to other vines in area No disease management is a risk to vine survival Limit for alternative land use Reestablishment costs can be very significant Major 'Land Stewardship' & responsibility issues
B2: Top-cut & leave	<ul style="list-style-type: none"> No current or foreseeable market for fruit, but otherwise valuable region & site No expected opportunity Cut to remove or reduce foliage so less disease risk & maintenance than C1 	<ul style="list-style-type: none"> 'Top cut' vines then 'walk away' 	<ul style="list-style-type: none"> No input costs Allow future reestablishment Possibly quicker to re-establish than to replant Reduced foliage reduces disease risk 	<ul style="list-style-type: none"> Financial cost of cut Vine regrowth will occur after 1 year No irrigation a risk to vine survival (Region dependent) No disease management is a risk to other vines in area ❖ Region dependent No disease management is a risk to vine survival Reestablishment costs Limit for alternative land use 'Land Stewardship' & responsibility issues
B3: Moderate maintenance	<ul style="list-style-type: none"> No current or foreseeable market for fruit, but otherwise valuable region & site 	<ul style="list-style-type: none"> Do not optimally prune or manage canopy, yield or fruit placement Continue to Spray & Irrigate – minimal programs/low cost chemicals 	<ul style="list-style-type: none"> Reduced management costs Allow future reestablishment 	<ul style="list-style-type: none"> Quicker recovery if market turns around Ongoing management costs Reestablishment costs still significant 'Land Stewardship' issues

C. Remove vineyards

	WHY	LOGISTICS	BENEFITS	COST/RISK
C1: Remove Vineyard Entirely	<ul style="list-style-type: none"> • Unsuitable region • Marginal climate • Poor water quality and/or security • Rising/elevated salt levels • Sub-optimal site 	<ul style="list-style-type: none"> • Remove vines, trellis & irrigation infrastructure • Burn removed Vines • Cannot burn treated pine posts • Recycle where possible 	<ul style="list-style-type: none"> • Re-use land for alternate purpose • No further on-going management costs 	<ul style="list-style-type: none"> • Financial costs of removal • Write-off of entire vineyard and infrastructure value
C2: Remove Vines Only	<ul style="list-style-type: none"> • No current market for fruit • Valuable region & site for possible future use • No alternative use 	<ul style="list-style-type: none"> • Remove vines only • Burn removed vines • Leave trellis & irrigation infrastructure 	<ul style="list-style-type: none"> • Re-development at a later stage • Opportunity to replant more suitable material 	<ul style="list-style-type: none"> • Financial cost of removal • Reduced cost of reestablishment vs C1 • Some infrastructure management required • Asset value write-down, Potential lost income
C3: Remove underperforming section of Vineyard	<ul style="list-style-type: none"> • Frost prone area • Salt affected area • Sub-optimal soil-type • Sub-optimal aspect • Poor variety/clones for region • Older & poor health • Older infrastructure 	<ul style="list-style-type: none"> • Identify poor sections of site • Alternative land use e.g. olives, grazing, fruit trees etc • As for A1 but only remove part of vineyard • Leave fallow 	<ul style="list-style-type: none"> • Reduced input costs • Increase per hectare \$ return • Increased average yield • Income predictability 	<ul style="list-style-type: none"> • Financial cost of removal • Asset value write-down • Loss of production & therefore potential income

	WHY	LOGISTICS	BENEFITS	COST/RISK
C4: Remove & Replant	<ul style="list-style-type: none"> • Poor varietal mix • Existing virused material • Phylloxera infected • Rootstock required/preferred • Poor clonal selection • Poor match rootstock/scion • Poor rootstock selection • Current plantings already multi-grafted & unsuitable for further 	<ul style="list-style-type: none"> • Remove vines & leave infrastructure • New, grafted material to be planted • Need to consider new irrigation layout requirements • Approx 5 -6 years until full production 	<ul style="list-style-type: none"> • Improved quality • Improved yield • More appropriate varieties • Risk management e.g. phylloxera • Improved water utilization • Improved vine spacing • Improved long-term viability 	<ul style="list-style-type: none"> • Financial cost of removal • Financial cost of replanting • Interim loss of production