

# WIV 2018

March 21, 2018 | Paso Robles Events Center

[www.WiViCentralCoast.com](http://www.WiViCentralCoast.com)

- Manage nearly 2,500 acres here on the Central Coast
- Consult on ~1,500 winery estate acres
- Provide due diligence, budgeting and vineyard design and installation services
- Vineyard technology and mechanization tools include harvest w/sorting, pruning, leafing, and irrigation automation



# Labor Cost Increases

Min Wage Beginning in:	1/1/2018	1/1/2019	1/1/2020	1/1/2021	1/1/2022	1/1/2023
<=25 employees	\$10.50	\$11.00	\$12.00	\$13.00	\$14.00	\$15.00
>25 employees	\$11.00	\$12.00	\$13.00	\$14.00	\$15.00	\$15.00

- Annual Labor Hours per acre (80-215+), Avg: 150
- If the crop yield averages 4tpa, then each year the production cost per ton of direct labor will increase by \$37.50 (150hrs x \$1 increase)/(4tpa) just based on State-mandated wage increases
- Health care, insurance and associated benefits costs are also rising 10-20% each year.
- Can mechanization and technology promote labor efficiencies and reduce farming costs while maintaining or enhancing quality?