

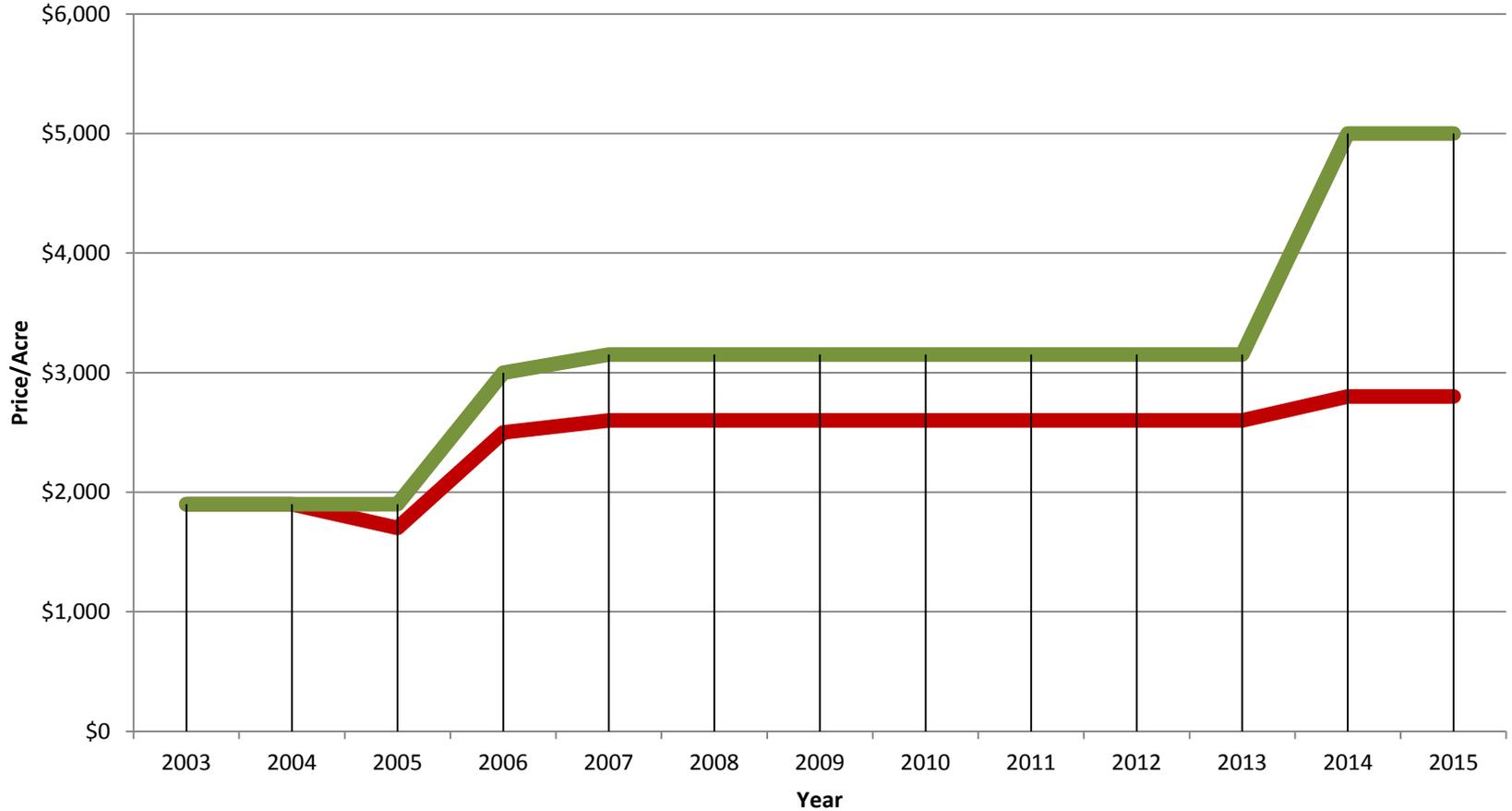
Southeast Arizona Market Trends

Mark Finley, ARA, RPRA
Finley Appraisal Services, Inc.



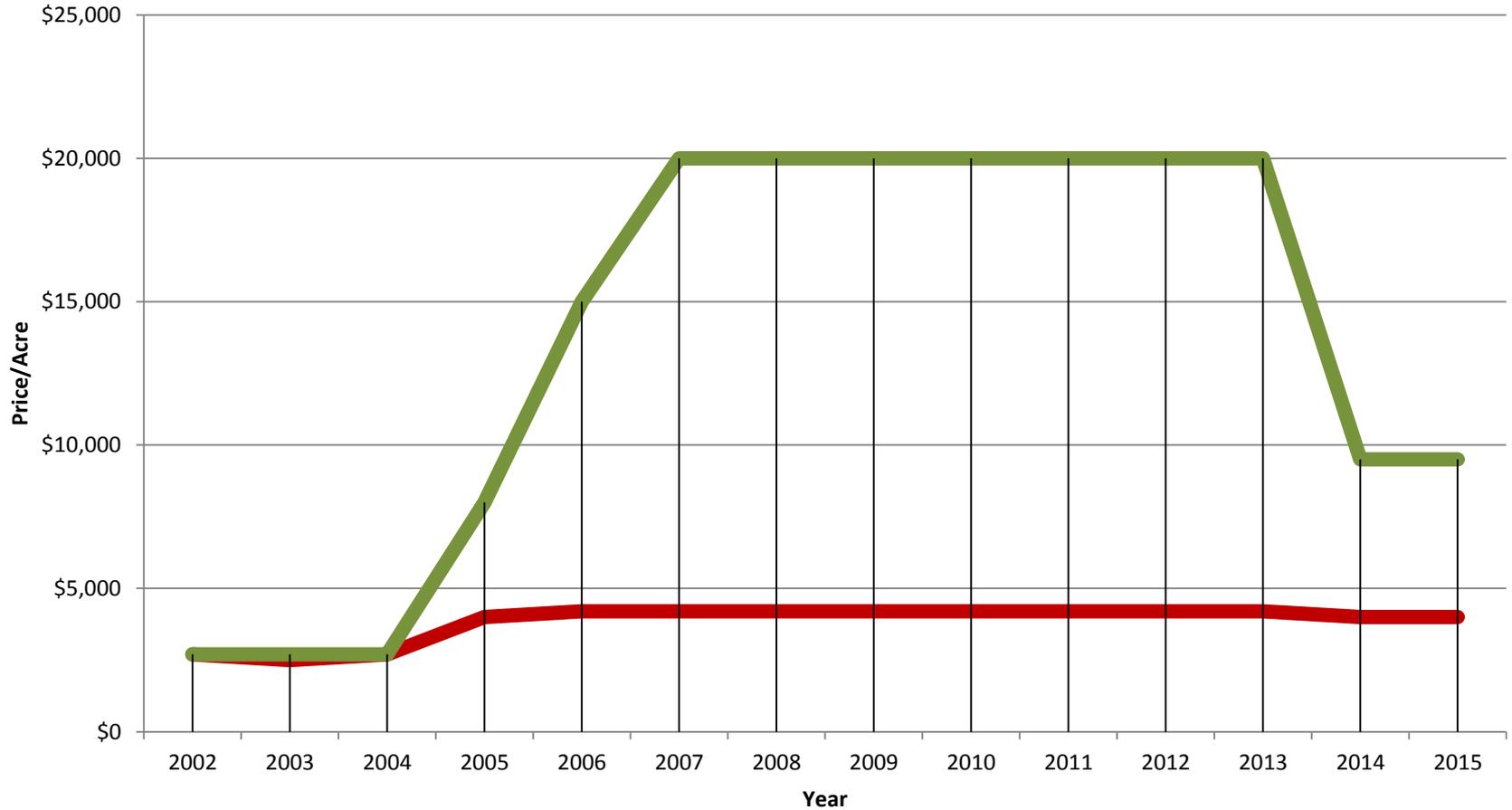
Graham County

Flood Prone Wet Acre Prices



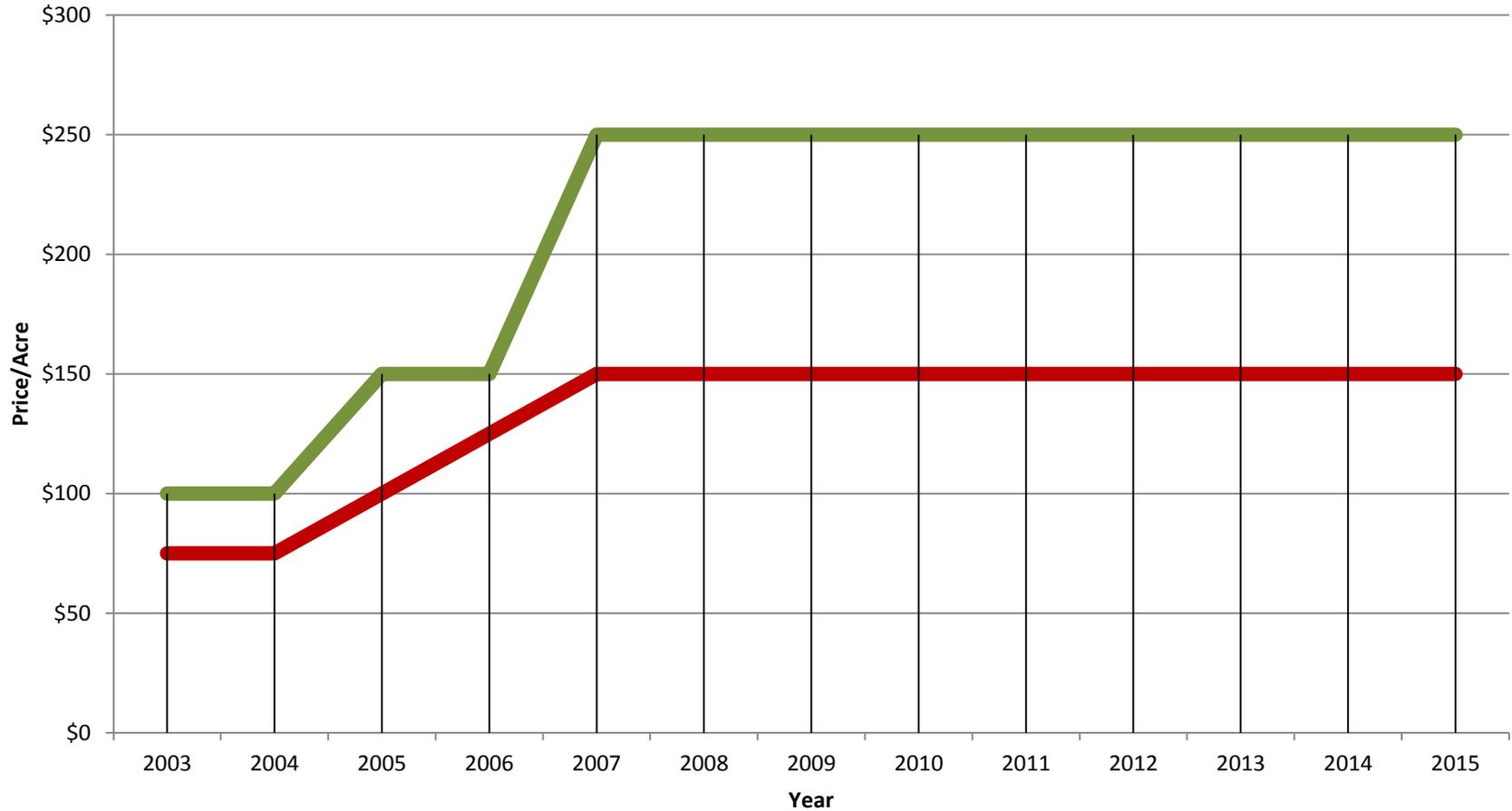
Graham County

Non-Flood Prone Wet Acre Prices



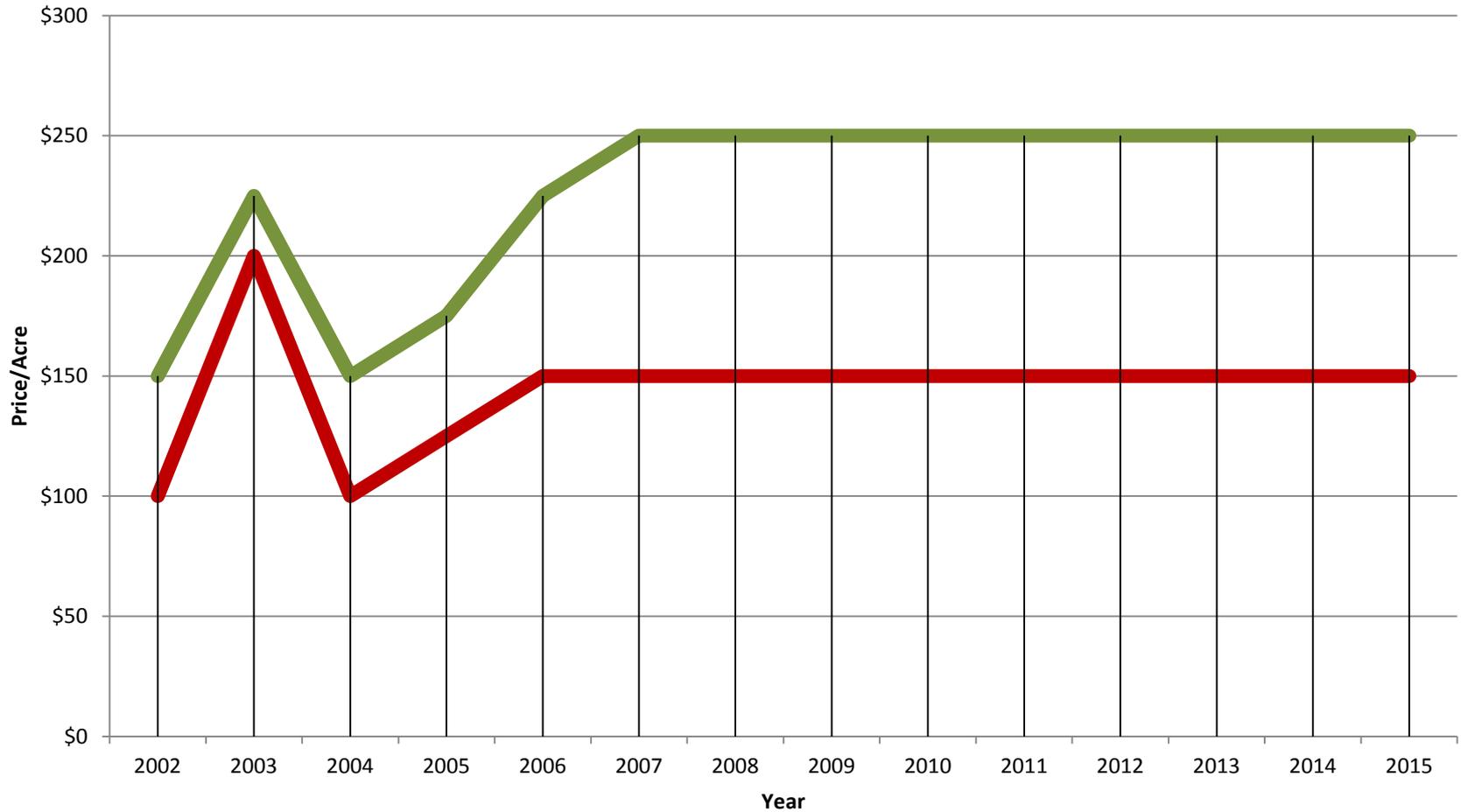
Graham County

Flood Prone Wet Acre Rents



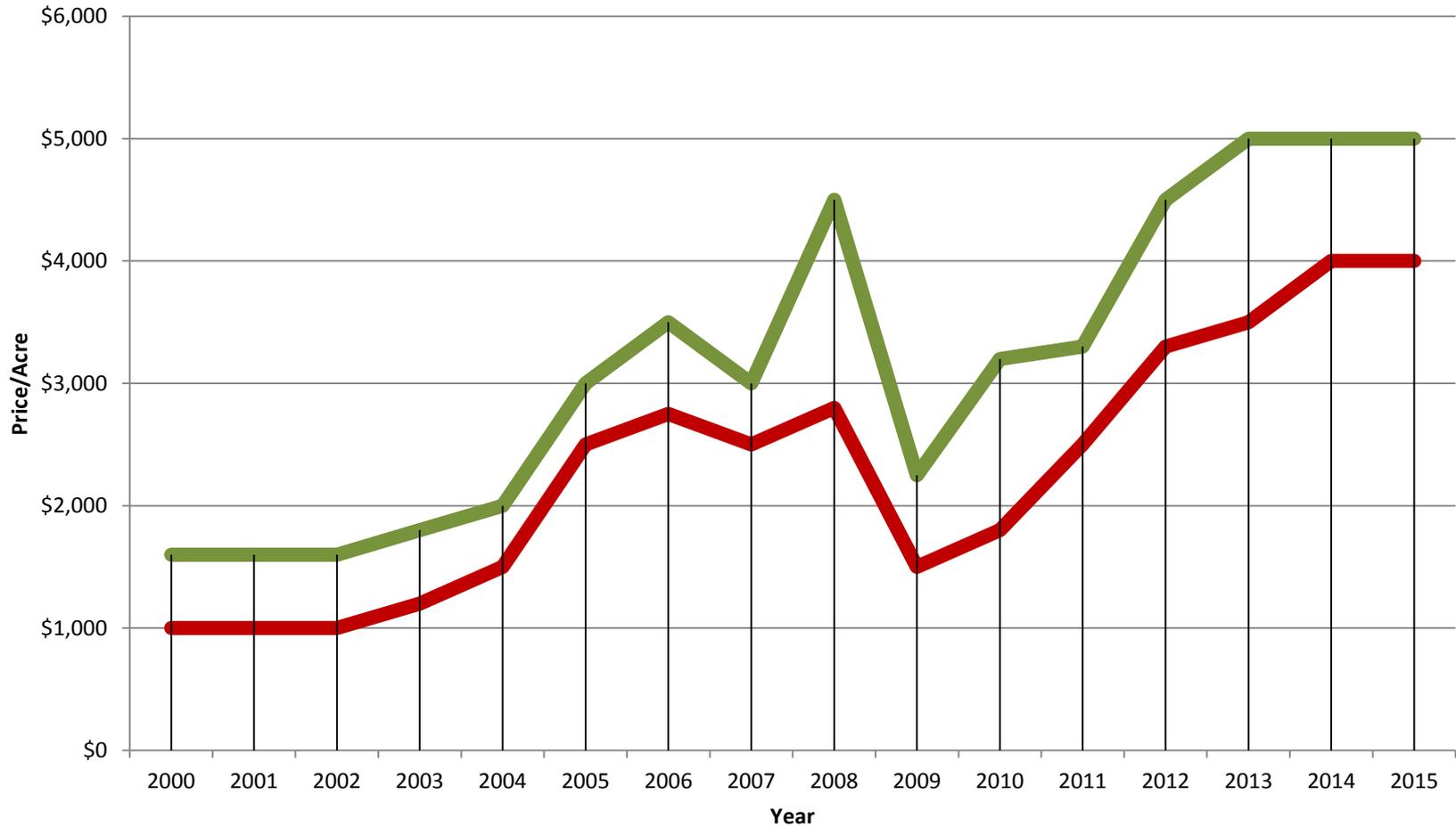
Graham County

Non-Flood Prone Wet Acre Rents



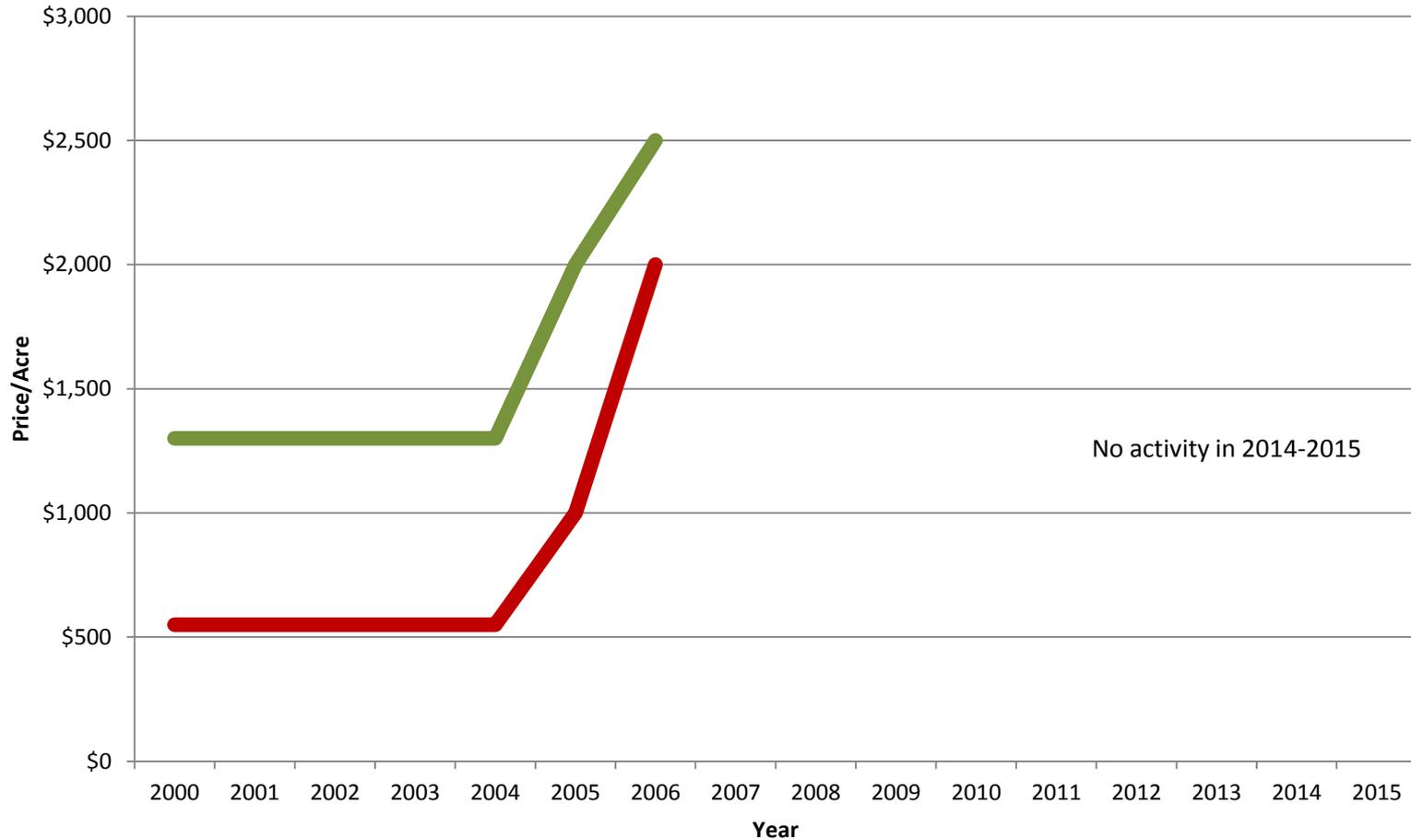
North and Central Sulphur Springs Valley

Center Pivot Wet Acre Prices



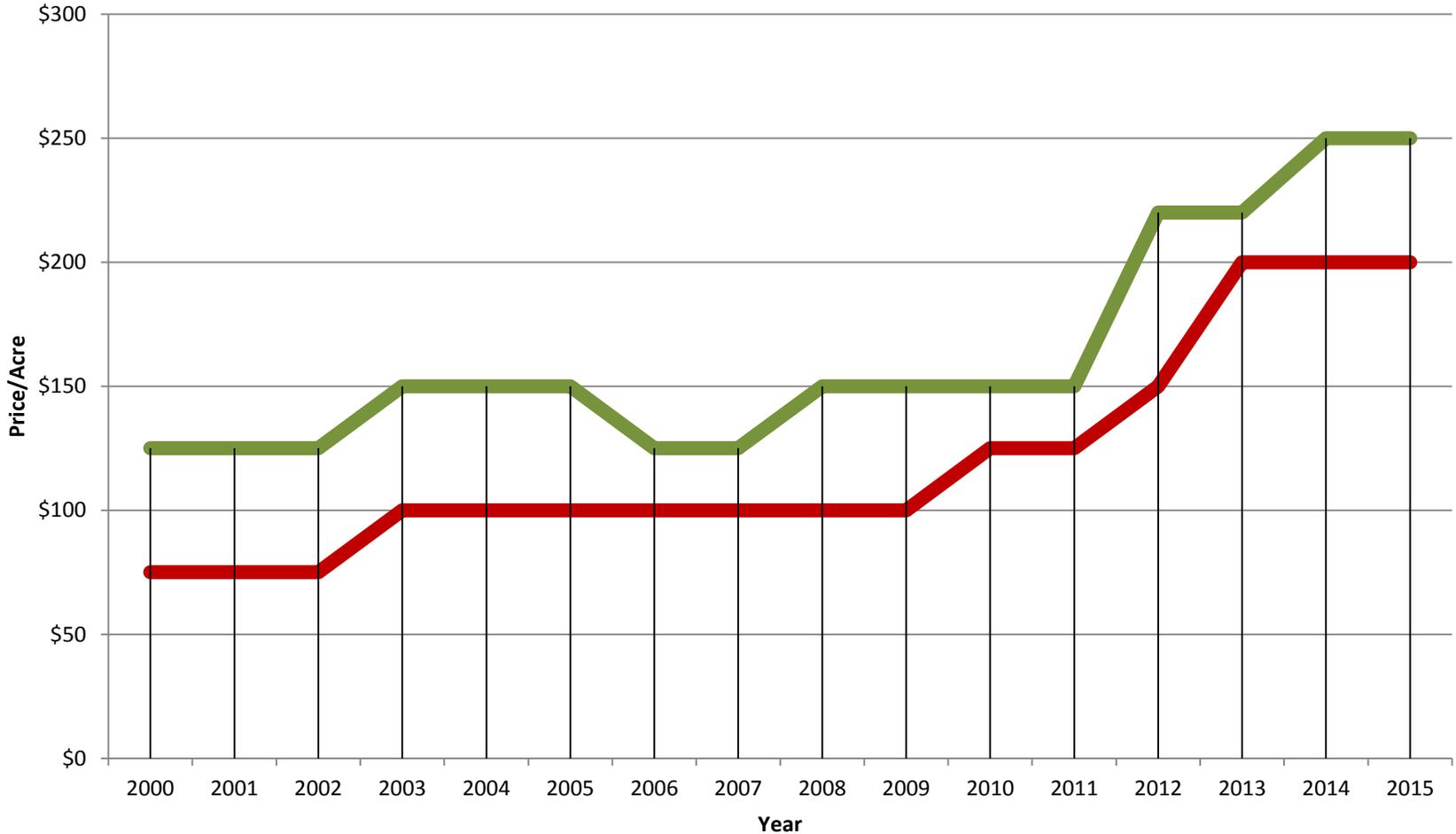
North and Central Sulphur Springs Valley

Flood Irrigation Wet Acre Prices



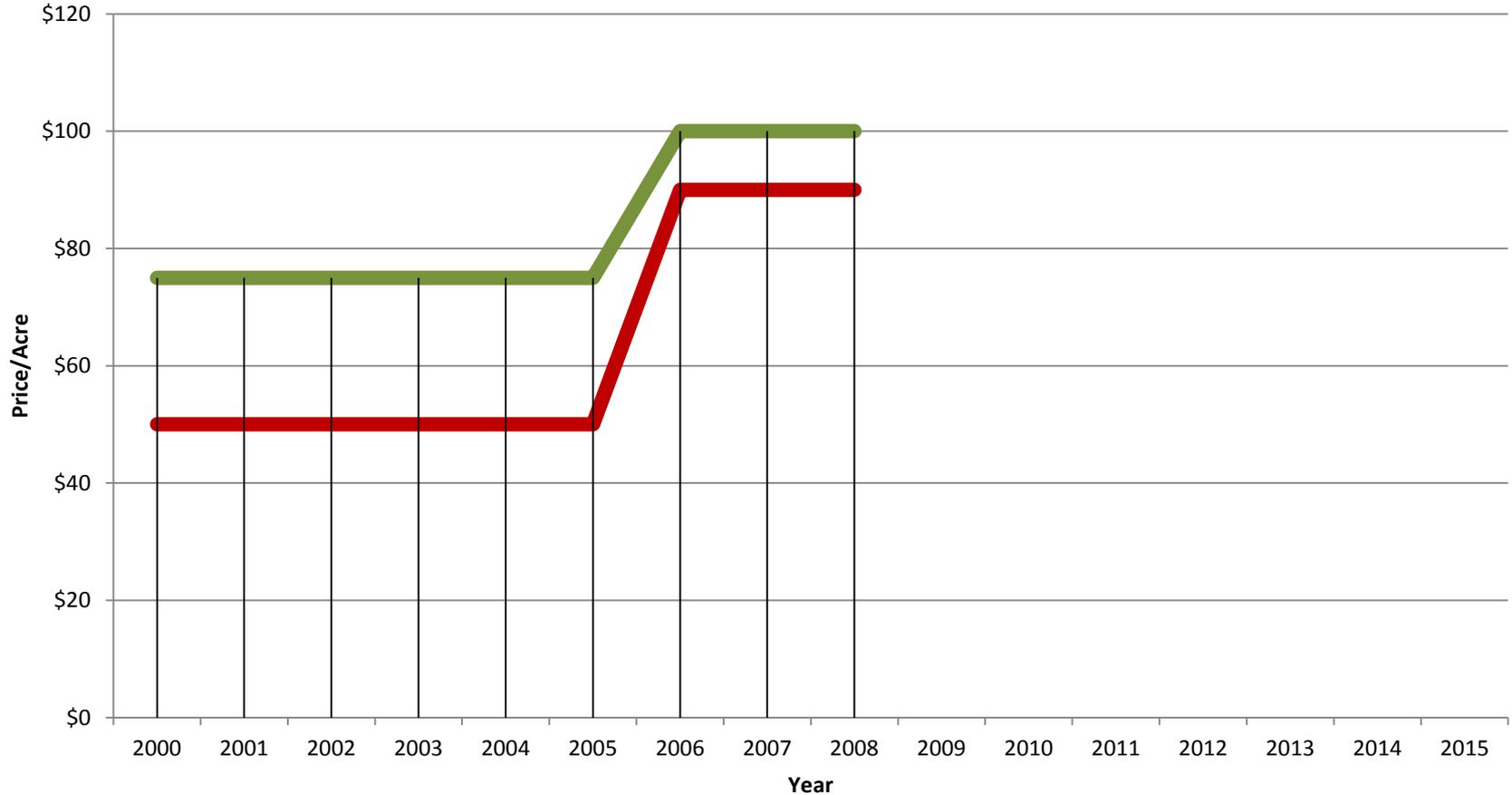
North and Central Sulphur Springs Valley

Center Pivot Wet Acre Rents



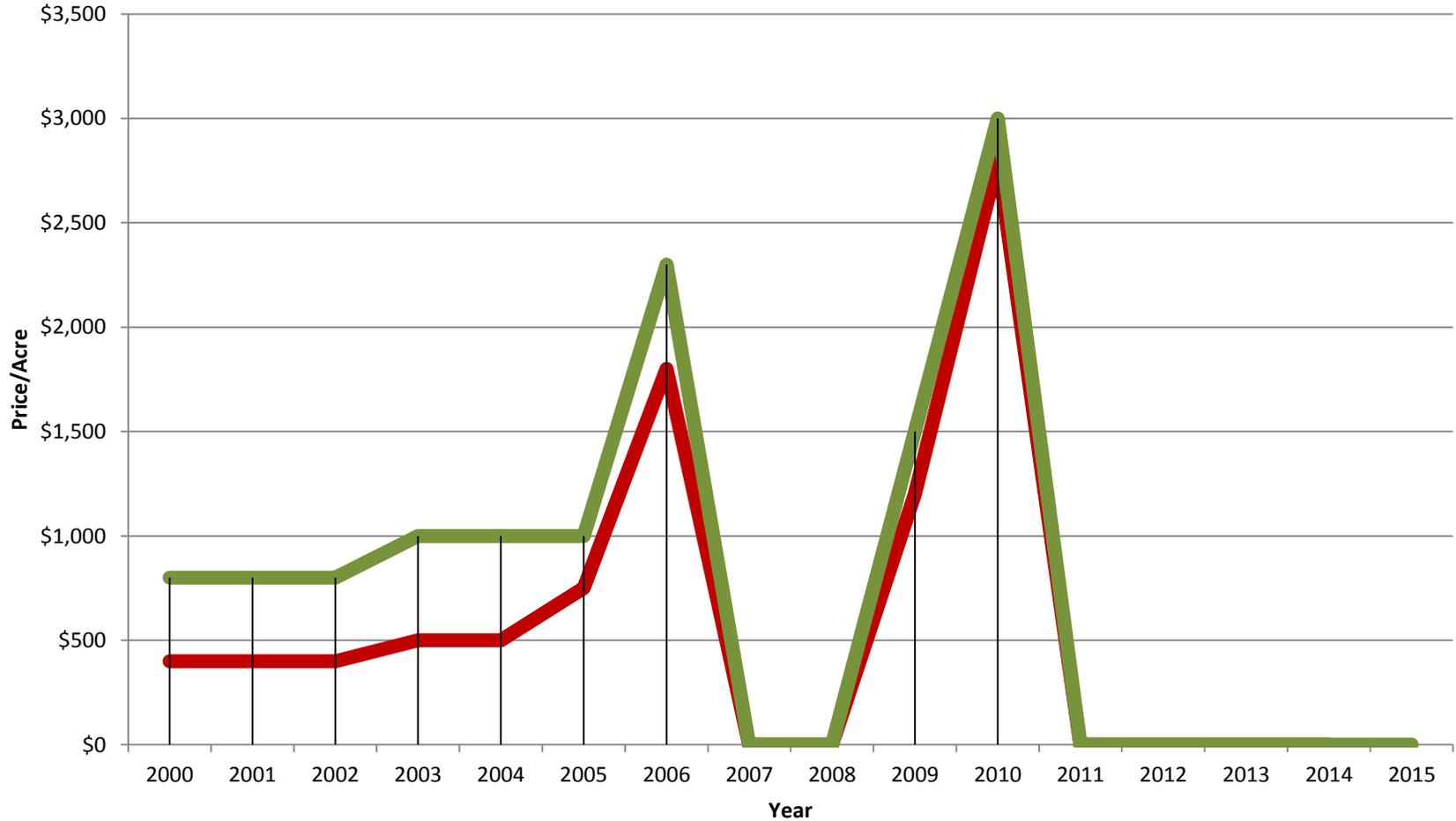
North and Central Sulphur Springs Valley

Flood Irrigation Wet Acre Rents



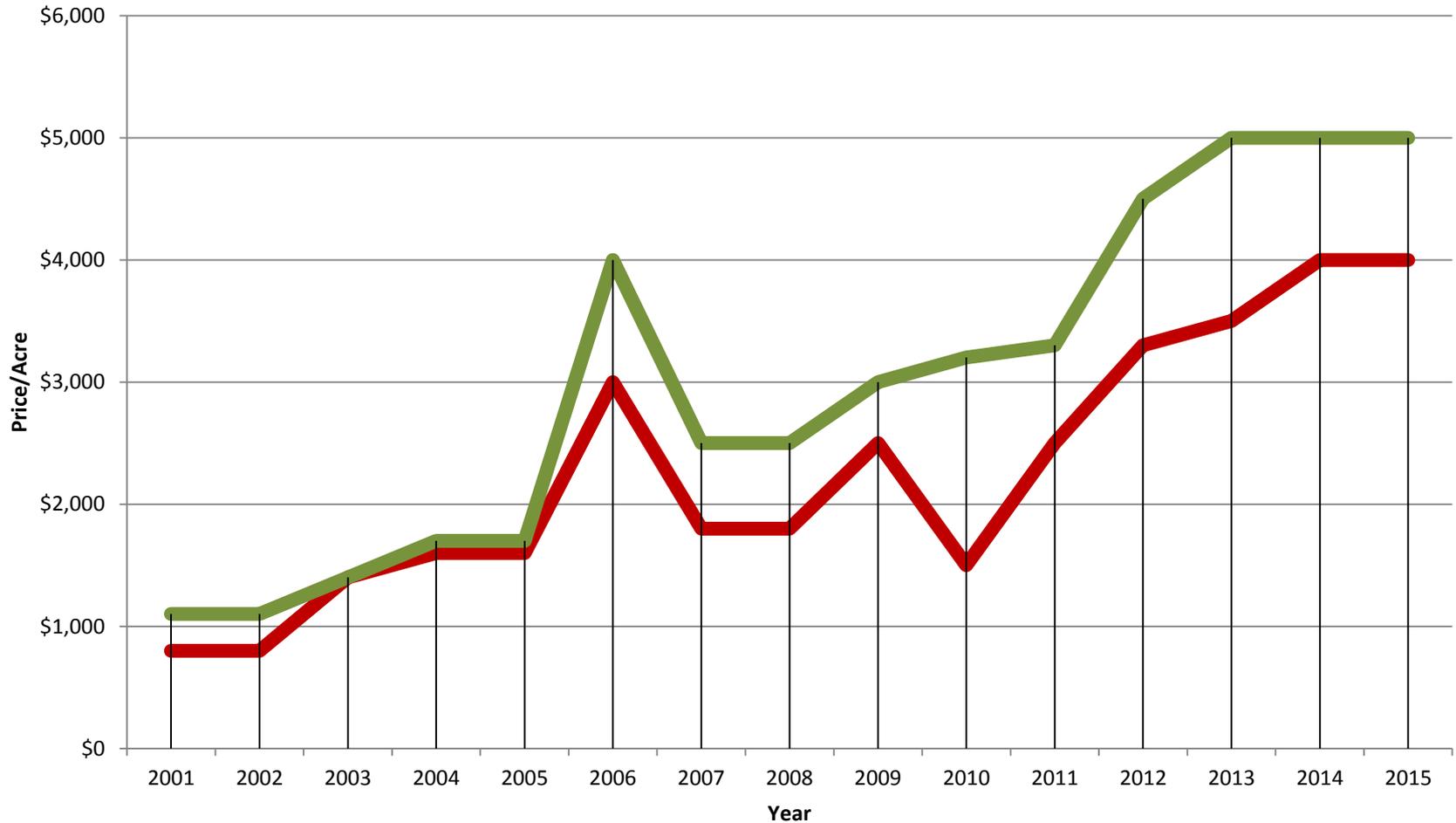
Southern and Eastern Cochise County

Flood Irrigation Wet Acre Prices



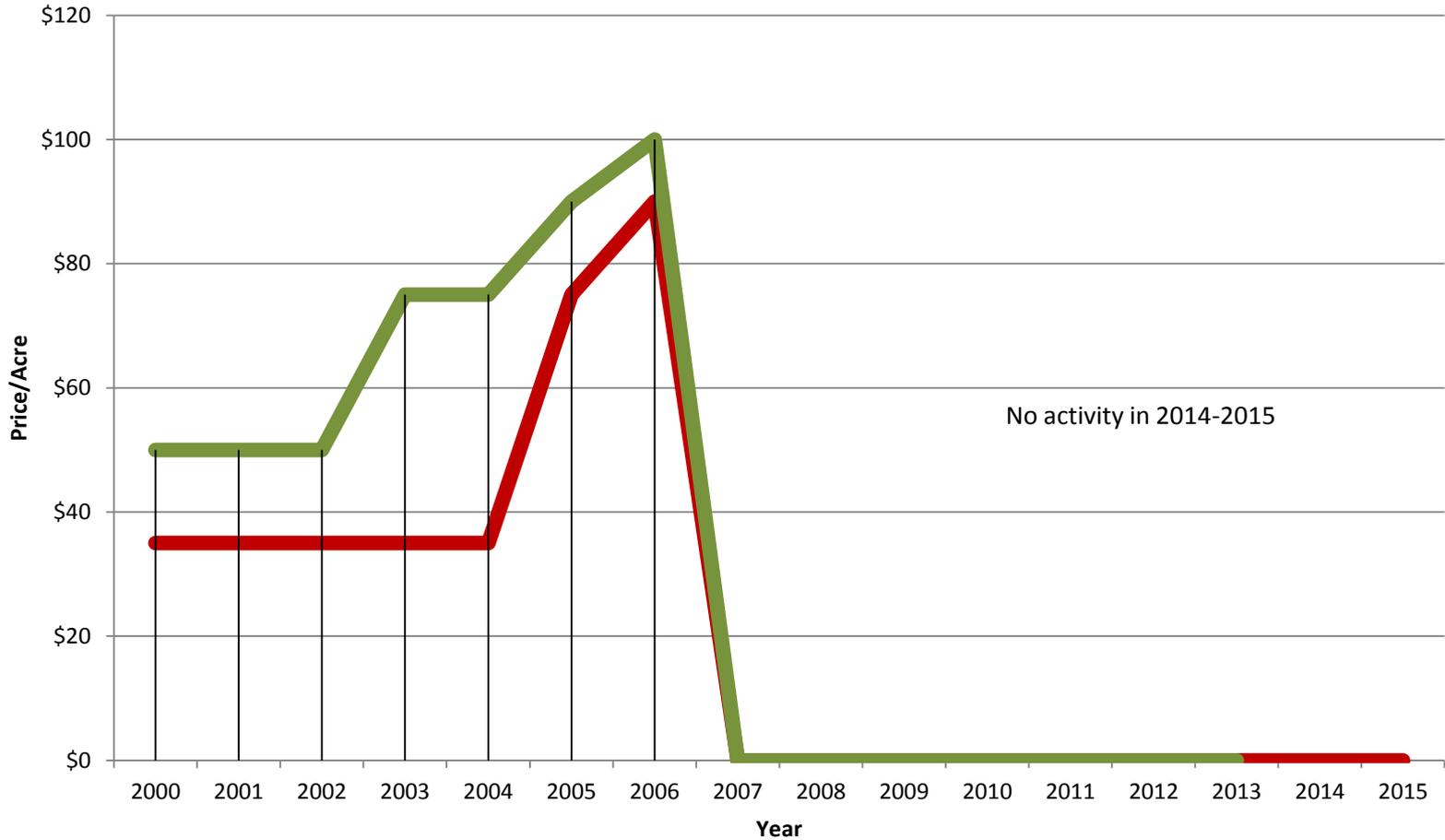
Southern and Eastern Cochise County

Center Pivot Wet Acre Prices



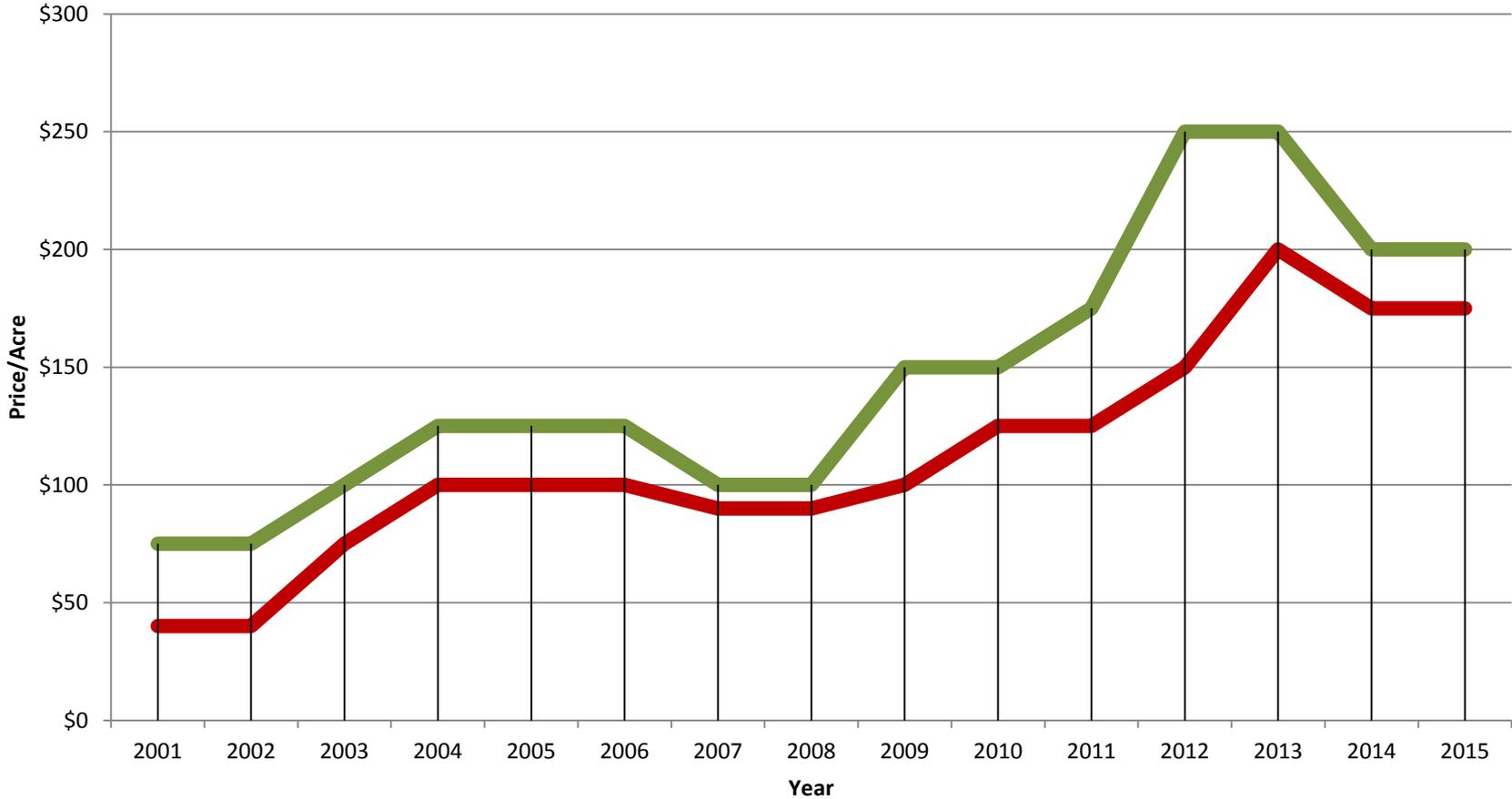
Southern and Eastern Cochise County

Flood Irrigation Wet Acre Rents



Southern and Eastern Cochise County

Center Pivot Wet Acre Rents



Arizona Vineyard Survey - 2013

Executive Summary

- ❖ The results presented in this report represent the first set of comprehensive statistics on Arizona's growing vineyard industry.
- ❖ The survey was sponsored by the Arizona Wine Growers Association and conducted by USDA's National Agricultural Statistics Service. The survey consisted of a census of known Arizona vineyards. Ninety-six potential operations were included. Sixty-four reported planted acres in 2013. Twenty-six reported no acreage in 2013. Six operations did not participate. A final response rate of 94% was achieved.
- ❖ The report includes basic descriptive statistics including total statewide acreage, yield & production; yield & production by region, county & variety; total value of production; indications on the use of production practices & types of production losses; & expectations on future planting intentions.



Arizona Vineyard Survey - 2013

Executive Summary – Highlights Included:

- ❖ Statewide value of production total \$2.2 Million.
- ❖ 74% of all wine grape production came from the Willcox region.
- ❖ The top five varieties in terms of planted acres were Cabernet Sauvignon, Syrah, Grenache, Zinfandel, and Merlot.
- ❖ The top five varieties in terms of productions were Syrah, Grenache, Cabernet Sauvignon, Mourvedre, and Sangiovese.
- ❖ Arizona growers intend to plant an additional 350 acres by the end of 2016.
- ❖ Spur pruning was used by 67% of all growers and was the most common practice used.
- ❖ Nearly 41% of all growers reported losses from birds and/or animals in 20



Arizona Vineyard Industry - 2013

A \$2.2Million Industry

Region	Value of Production 1/	Total Value
	<i>-dollars-</i>	<i>-percent-</i>
Sonoita/Elgin	385,000	17
Willcox	1,667,000	75
Verde Valley	143,000	6
Other Regions 2/	32,000	2
State Total	2,227,000	100



Arizona Vineyard Industry - 2013

A \$2.2Million Industry

County	Value of Production 1/	Total Value
	<i>-dollars-</i>	<i>-percent-</i>
Santa Cruz	385,000	17
Cochise	1,658,000	75
Yavapai	143,000	6
Other Counties 3/	41,000	2
State Total	2,227,000	100



Acres, Yield & Production by Region

Region	Acres Planted (bearing & non-bearing)	Acres Harvested	Yield Per Acre	Total Production
	<i>-number-</i>		<i>-tons per acre-</i>	<i>-tons-</i>
Sonoita/Elgin	200	175	1.5	265
Willcox	640	500	2.0	1,010
Verde Valley	70	60	1.2	75
Other Regions 2/	40	15	1.3	20
State Total	950	750	1.8	1,370

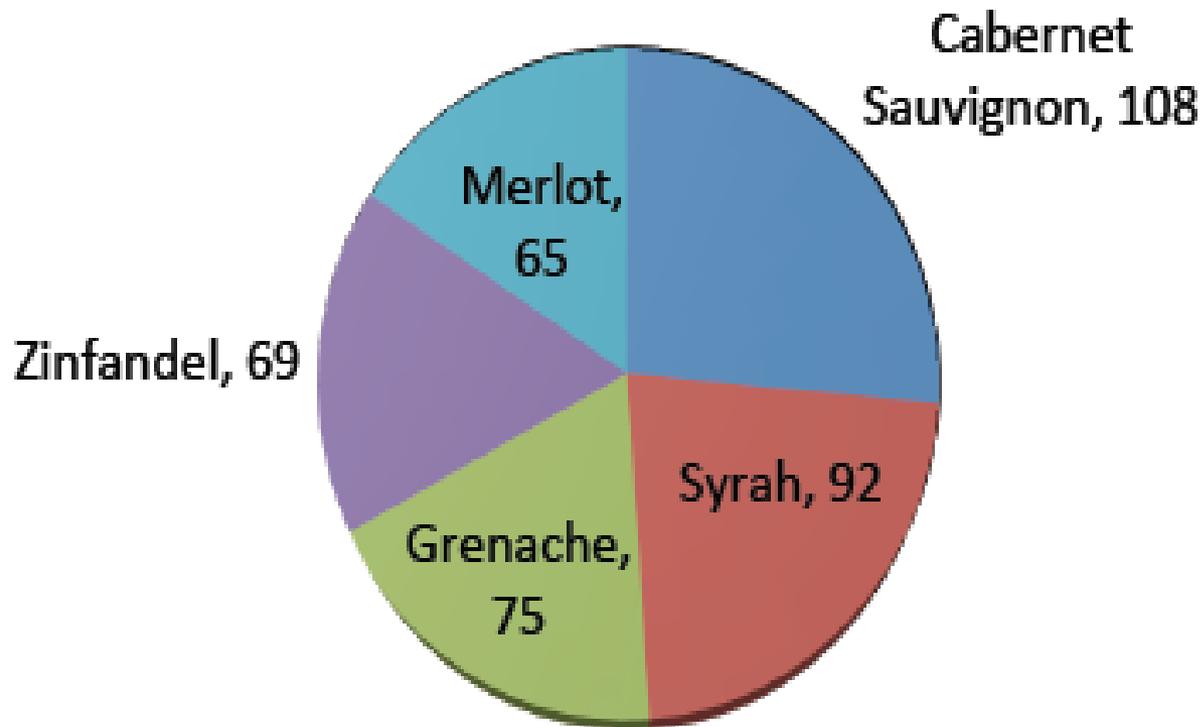


Acreage, Yield, & Production by County

County	Acres Planted (bearing & non-bearing)	Acres Harvested	Yield Per Acre	Total Production
	<i>-number-</i>		<i>-tons per acre-</i>	<i>-tons-</i>
Santa Cruz	200	175	1.5	265
Cochise	630	495	2.0	1,005
Yavapai	70	60	1.2	75
Other Counties 3/	50	20	1.3	25
State Total	950	750	1.8	1,370



Top Five Varieties, Planted Acres, 2013



Number of Vineyards Expecting to Plant Additional Acreage in the Next 1-3 Years, by Region

Region	Growers with Intention to Plant Additional Acres	Expected to Plant in Next 1-3 Years
	<i>-number-</i>	<i>-acres-</i>
Sonoita/Elgin	6	35
Willcox	20	235
Verde Valley	8	50
Other Regions 2/	7	30
State Total	41	350



Number of Vineyards by Size

Vineyard Size (acres planted)	Number of Operations	Percent
0 to 1 acres	12	19
1.1 to 2 acres	10	16
2.1 to 3 acres	6	9
3.1 to 7 acres	11	17
7.1 to 15 acres	9	14
15.1 to 40 acres	11	17
40+ acres	5	8
State Total	64	100



Number of Vineyards by Size, 2013

