



Australian Government

AHCPHT504A Develop a grape production plan

Release 1

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Modification History

Release	TP Version	Comments
1	AHC10v5	Initial release. New unit based on NSW accredited unit NSWTVIT505A Develop a winegrape production plan

Unit Descriptor

This unit of competency covers the process of developing a production plan for a grape growing enterprise.

Application of the Unit

This unit applies to vineyard managers who use knowledge of issues and trends affecting the industry, grape market requirements and vineyard site factors, suitable plant species and cultivars, resources and equipment for establishing a vineyard to develop a grape production plan.

Licensing/Regulatory Information

Not applicable.

Pre-Requisites

Nil

Employability Skills Information

This unit contains employability skills.

Elements and Performance Criteria Pre-Content

Elements describe the essential outcomes of a unit of competency.

Performance criteria describe the performance needed to demonstrate achievement of the element. Where bold italicised text is used, further information is detailed in the required skills and knowledge section and the range statement. Assessment of performance is to be consistent with the evidence guide.

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
1. Carry out preliminary planning activities	1.1 Trends and issues affecting the Australian viticulture industry are identified and evaluated for their impact on planning decisions 1.2 Client preferences and requirements for the production of grapes are determined 1.3 The vineyard site is assessed for growing environment factors, services and site modifications 1.4 Research is conducted into the characteristics and growing requirements of grape varieties and cultivars, legal attributes of the site, and local by-laws and restrictions that may affect the production plan 1.5 Sustainable land use issues that may affect planned production are identified 1.6 Production targets are set that are consistent with the marketing strategy and business plan 1.7 Production requirements in terms of quantity and quality of grapes are determined 1.8 A draft plan that reflects client preferences and requirements, and takes into account site factors and any identified sustainable land use requirements is developed
2. Determine the production requirements for grapes	2.1 Grape varieties, species and cultivars that are appropriate to the site and consistent with the agreed preliminary plan are identified, and the required quantity calculated, costed and availability confirmed with the supplier 2.2 Establishment procedures consistent with the agreed preliminary plan are selected according to the characteristics and growing requirements of available planting material, site factors, the resources and equipment available and the sustainable land use factors affecting the success of production 2.3 Design of the vineyard includes irrigation and drainage systems, and takes into account the growing requirements of grapes and sustainable land use practices 2.4 Cultural management practices to achieve optimal growth are documented 2.5 Harvesting dates to meet market specifications and deadlines are determined 2.6 Resources, tools, equipment and machinery required for production are identified and costed 2.7 OHS hazards associated with production activities are identified, risks assessed and controls identified and

ELEMENT	PERFORMANCE CRITERIA
	documented in the plan
	2.8 Policy concerning grapes not meeting specifications, is identified according to customer requirements, quality assurance policies and marketing strategy
3. Schedule grape production activities	3.1 Staged implementation and development of the grape enterprise are documented
	3.2 Timelines for grape production activities are determined and documented
	3.3 Marketing is planned and scheduled according to the production schedule and marketing strategy
4. Plan monitoring of the grape production plan	4.1 Production activities to be monitored, the format for recording factors, frequency of monitoring and the thresholds for remedial action are determined
	4.2 Required remedial action is documented for implementation by staff
	4.3 Effectiveness of the monitoring system is reviewed on a regular basis
	4.4 The production program is compared with feedback and projections from clients
5. Prepare and document the grape production plan and specifications	5.1 Detailed plans, specifications and quotations are prepared based on industry conventions and the requirements of production
	5.2 Scaled vineyard site plan is produced which can be readily interpreted and understood by on-site personnel
	5.3 Detailed on-site procedures and schedules required for grape production are developed and documented

Required Skills and Knowledge

This section describes the skills and knowledge required for this unit.

Required skills include:

Ability to:

- document plans, specifications and production work procedures
- prepare reports for staff, managers, clients and contractors
- calculate the cost and logistical requirements of the production plan
- communicate and negotiate verbally and in writing with the client, staff, managers, suppliers, contractors and consultants
- research, evaluate and record relevant information
- comply with legislative requirements

Required knowledge includes:

Knowledge of:

- trends and issues impacting the Australian viticulture industry
- establishment and management of grape production in relation to client needs and the standards required by the marketplace
- processes and techniques for preparing, costing and documenting plans for and scheduling grape production
- establishment procedures, plant selection and cultural practices for grape production
- the role of business and marketing plans and client consultation processes in planning grape production

Evidence Guide

The evidence guide provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge, range statement and the Assessment Guidelines for the Training Package.

Overview of assessment	
Critical aspects for assessment and evidence required to demonstrate competency in this unit	The evidence required to demonstrate competency in this unit must be relevant to workplace operations and satisfy holistically all of the requirements of the performance criteria and required skills and knowledge and include achievement of the following: • document plans, specifications and production work procedures • calculate the cost and logistical requirements of the production plan • prepare reports for staff, managers, clients and contractors
Context of and specific resources for assessment	Competency requires the application of work practices under work conditions. Selection and use of resources for some worksites may differ due to the regional or enterprise circumstances.
Method of assessment	• Assessment methods must satisfy the endorsed Assessment Guidelines of the AHC10 Training Package and can be assessed holistically with other units • Assessment methods must confirm consistency and accuracy of performance (over time and in a range of workplace relevant contexts) together with application of required knowledge • Assessment must be by direct observation of tasks, with questioning on required knowledge and it must also reinforce the integration of employability skills • Assessment methods must confirm the ability to access, interpret and apply the required knowledge • Assessment may be applied under project-related conditions (real or simulated) and require evidence of process • Assessment must confirm a reasonable inference that competency is able not only to be satisfied under the particular circumstance, but is able to be transferred to other circumstances • The assessment environment should not

	disadvantage the candidate • Assessment practices should take into account any relevant language or cultural issues related to Aboriginality, gender or language backgrounds other than English • Where the participant has a disability, reasonable adjustment may be applied during assessment • Language and literacy demands of the assessment task should not be higher than those of the work role
Guidance information for assessment	To ensure consistency of performance, competency should be demonstrated on more than one occasion over a period of time in order to cover a variety of circumstances, cases and responsibilities, and where possible, over a number of assessment activities.

Range Statement

The range statement relates to the unit of competency as a whole. It allows for different work environments and situations that may affect performance. Bold italicised wording, if used in the performance criteria, is detailed below. Essential operating conditions that may be present with training and assessment (depending on the work situation, needs of the candidate, accessibility of the item, and local industry and regional contexts) may also be included.

Trends and issues of the industry include:

- industry strategies
- tourism
- export market
- e commerce
- quarantine, both regional and national
- biosecurity
- safety
- overseas regulations and agreements
- labelling regulations
- food regulations

Client preferences and requirements include:

- purpose or intended use of the grapes
- preferred varieties and cultivars
- plant characteristics
- growth habits and cultural requirements
- quality and grades
- quarantine specifications and protocols
- postharvest care, storage and delivery
- quantities and availability
- non-compliance policy
- contractual arrangements
- pricing structures
- budget limitations
- payment terms
- timelines for delivery of product

Growing environment factors include:

- rainfall
- humidity
- wind
- sunlight intensity
- mean temperatures
- season length
- air quality and flow
- soil types and profiles
- nutrient toxicities and deficiencies
- presence or absence of weeds, pests, diseases and

	- beneficial organisms - the aspect and slope of the site - watercourses and other water sources - existing flora and fauna
Sustainable land use issues include:	- waste minimisation - energy conservation - water resource management - cultural practices - weed, pest and disease control - conservation of heritage values such as native vegetation
Grape establishment procedures include:	- soil testing for physical and chemical characteristics - modification of soil profiles - application of soil treatments; preparation of soil for planting - propagation of planting material, growing-on; planting methods - post-planting care - installation of propagation facilities - installation of irrigation and/or drainage systems - protection of young plants - erection of trellising
Cultural management of the growing environment includes:	- soil preparation - irrigation - fertilising - weed - pest and disease control - integrated pest management
Crop regulation includes:	- canopy management - pruning - de-budding - use of growth hormones and retardants - light manipulation - air temperature and humidity control - trellising and tying

Unit Sector(s)

Production Horticulture