

**WINE INSTITUTE DUES COMPUTATION
CONFIDENTIAL STATEMENT OF MEMBER
Fiscal Year Dues July 2010 through June 2011**

Member Name: _____

List All Bonded Wineries: _____
Members owning or leasing more than one winery must pay dues for all entities/BW#(s)

Form Completed By: _____

Title: _____ Date: _____

**Complete One or a Combination of Both Sections
Formula A and/or Formula B**

Members may elect to calculate based on percentage of sales and/or cents per gallon. Members are allowed to use either formula for each brand or SKU.

FORMULA A (Sales) *use Formula A for wine under \$57.42 per case (FOB)*

1. Calendar year 2009 gross sales including taxes paid. Include grape wine that is produced or bottled in California that derives any portion of its volume from grapes grown in California. Also include wine produced from other fruit and rice regardless of geographic origin as long as it's produced or bottled in California. \$ _____
2. Deduct:
 - Excise Taxes \$(_____)
 - Sales to other Wine Institute members within California
(Complete supplementary schedule on reverse) \$(_____)
3. Net Sales \$(_____)
4. **2010/2011 Dues** — Multiply line 3 by .0024 (.24%)
If less than \$300, pay minimum dues of \$300. \$ _____

FORMULA B (Gallonage) *use Formula B for wine over \$57.42 per case (FOB)*

1. Calendar year 2009 total gallons sold. Include grape wine that is produced or bottled in California that derives any portion of its volume from grapes grown in California. Also include wine produced from other fruit and rice regardless of geographic origin as long as it's produced or bottled in California. _____gals
2. Deduct gallons sold to other Wine Institute members within California
(Complete supplementary schedule on reverse) (_____)gals
3. Net gallons sold _____gals
4. **2010/2011 Dues** — Multiply line 3 by .0579 (5.79 cents per gallon).
If less than \$300, pay minimum dues of \$300. \$ _____

Grand Total: (If using a combination of both formulas) \$ _____

PLEASE BILL ME: **Annually** _____ **Quarterly** _____ **Monthly** _____

SUPPLEMENTARY DUES SCHEDULE
Sales to other Wine Institute members within
California for deduction from assessment
(Transfers or removals to other member premises within California)

If space below is insufficient, please attach additional schedules.

Month	Name of Wine Institute Member	Formula A Gross Sales (\$)	Formula B Gallonage (gals)
January 2009			
February 2009			
March 2009			
April 2009			
May 2009			
June 2009			
July 2009			
August 2009			
September 2009			
October 2009			
November 2009			
December 2009			
	Total:		

Return completed form to:

Steve Hayes, Director of Finance & Administration
Wine Institute
425 Market Street
Suite 1000
San Francisco, CA 94105

Fax: (415) 356-7569
Email: shayes@wineinstitute.org