

**WINE INSTITUTE DUES COMPUTATION  
CONFIDENTIAL STATEMENT OF MEMBER  
Fiscal Year Dues July 2011 through June 2012**

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 \$59.20 per case (FOB)*

1. Calendar year 2010 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. **2011/2012 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 \$59.20 per case (FOB)*

1. Calendar year 2010 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. **2011/2012 Dues** — Multiply line 3 by .0597 (5.97 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.

<b>Month</b>	<b>Name of Wine Institute Member</b>	<b>Formula A Gross Sales (\$)</b>	<b>Formula B Gallonage (gals)</b>
<b>January 2010</b>			
<b>February 2010</b>			
<b>March 2010</b>			
<b>April 2010</b>			
<b>May 2010</b>			
<b>June 2010</b>			
<b>July 2010</b>			
<b>August 2010</b>			
<b>September 2010</b>			
<b>October 2010</b>			
<b>November 2010</b>			
<b>December 2010</b>			
	<b>Total:</b>		

**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**