



# WINE INSTITUTE DUES COMPUTATION

## CONFIDENTIAL STATEMENT OF MEMBER

Fiscal Year Dues July 2017 through June 2018

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 \$68.22 per case (FOB)*

1. Calendar year 2016 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. **2017/2018 Dues** -- Multiply line 3 by .0022 (.22%)  
If less than \$300, pay minimum dues of \$300. \$ \_\_\_\_\_

#### FORMULA B (Gallonage)

*Use Formula B for wine over \$68.22 per case (FOB)*

1. Calendar year 2016 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. ( \_\_\_\_\_ ) gals  
(Complete supplementary schedule on reverse)
3. Net gallons sold \_\_\_\_\_ gals
4. **2017/2018 Dues** -- Multiply line 3 by .0631 (6.31 cents per gallon)  
If less than \$300, pay minimum dues of \$300. \$ \_\_\_\_\_

#### Grand Total: (Combination of both formulas)

If less than \$300, pay minimum dues of \$300. \$ \_\_\_\_\_

**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 2016			
February 2016			
March 2016			
April 2016			
May 2016			
June 2016			
July 2016			
August 2016			
September 2016			
October 2016			
November 2016			
December 2016			
	<b>Total:</b>		

**Return completed form to:**

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

Fax: 415/356-7569  
Email: [shayes@wineinstitute.org](mailto:shayes@wineinstitute.org)