

STATE OF CALIFORNIA
Department of Food and Agriculture
Division of Marketing Services
Agricultural Statistics Branch
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Sacramento, CA 95814
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1-800-851-1127

GRAPE CRUSH AND PURCHASE INQUIRY 2021 CROP

If address is incorrect, please make address changes below.

1. Did you crush any grapes (at your facility) in 2021?.....	<input type="checkbox"/> Yes	<input type="checkbox"/> No
2. Did you purchase any grapes directly from growers in 2021?.....	<input type="checkbox"/> Yes	<input type="checkbox"/> No
<ul style="list-style-type: none">• If you answered Yes to <u>either question 1 or 2</u>, please complete and return this report.• If you answered No to <u>both questions 1 and 2</u>, please complete and return the "Certification of No Grape Purchasing or Crushing in 2021" (yellow postcard).		

Responsible Officer: _____ Title: _____

Signature of Officer: _____ Date: _____

Name of Firm: _____ Telephone: _____

Preparer: _____ Email: _____
(person to contact with questions)

GRAPE CRUSH AND PURCHASE INQUIRY INSTRUCTIONS

DATA PAGE (IDENTIFICATION, SECTIONS I-III)

Please list all grapes crushed and/or purchased on the data pages.

New reporters are often confused by the magnitude of this inquiry. We are here to help you. If you have any problems, please call 1-800-851-1127.

IDENTIFICATION

- VARIETY:** List the full name of the variety in Column 1. Mixed variety lots should be reported by grape type (i.e. raisin, table, white wine, or red wine) on the data page(s). If you have red wine grapes and white wine grapes mixed in the same lot, enter them as "mixed red" wine grapes. If you have mixed red wine grapes, enter them as "mixed red" wine grapes. In the same manner, mixed white wine grapes should be entered as "mixed white".
Column (1)
- DISTRICTS:** Identify crushed grapes by the district where they were grown using the map on page 5 and enter the appropriate district number on the enclosed forms.
Column (2)
- Remember: Report grapes in the district where grown, not the district where crushed.**

SECTION I. TOTAL GRAPES CRUSHED AT YOUR FACILITY

- Column (3) **Total Grapes Crushed, Over-the-scale-tons:** Report, by variety and Grape Reporting District, total over-the-scale fresh weight tonnage (include Material Other than Grapes (MOG) and defects) for **all** grapes crushed at your facility. Grape distilling material should be included. Report tonnage to the nearest tenth (i.e. 130.0, 120.4, or 150.1 tons).

Report weight of crushed tonnage in the district where the grapes were grown, not where the grapes were crushed.

Column 3 includes grapes that were:

- (a) Purchased and crushed by your firm.
- (b) Custom crushed for the account of an independent grower and/or other firm.
- (c) Grown and crushed by your firm.
- (d) Grown by cooperative members and crushed by you.
- (e) Field crushed and delivered to you.

Don't forget to report Gross weight that includes MOG and grapes with defects.

Column 3 does not include:

- (a) Grapes purchased, but not crushed by your firm.
In this case, the processor actually crushing the grapes should enter the tonnage crushed and degrees Brix on their inquiry. **NOTE:** Price paid to the grower by the original purchaser is the price that should be reported by the grape purchaser on their inquiry. This also holds for other information asked in Columns 5-19.
- (b) Any raisin distilling material.

- Column (4) **Total Grapes Crushed, Weighted Average Degrees Brix:** Report, by variety, the weighted average degrees Brix of deliveries. These should be to the nearest tenth (i.e., 19.0, 20.6 or 21.2 percent). If not available, please estimate.

SECTION II. FINAL PRICES FOR GRAPES PURCHASED FROM GROWERS FOR WINE, CONCENTRATE, JUICE, VINEGAR AND BEVERAGE BRANDY

- Column (5) **All Purchased Tons:** Report, to the nearest tenth, fresh tons purchased for which prices are final on or before January 10, 2022. Report net weight of purchased tonnage in the district where the grapes were grown and not where the grapes were crushed.

Column 5 includes grapes:

- (a) Purchased from growers for wine, wine vinegar, juice, concentrate and beverage brandy.
- (b) Purchased from other wineries only if that winery was also the producer of the grapes.
- (c) Purchased from growers which are considered separate entities from your processor operation (i.e., separate tax filings are made for the vineyard and winery entities).
- (d) Purchased from growers or other processors, but not crushed by your firm.

Column 5 does not include:

- (a) Material other than grapes (MOG), and defects or other weight adjustments deducted from the gross weight ticket.
- (b) Any raisin distilling material.
- (c) Grapes grown by your winery which are grown in vineyards under the same ownership as the winery.
- (d) Grapes purchased from other wineries that were previously purchased from growers.
- (e) Grapes crushed to grower accounts or crushed for other wineries.

(See Page 4, Example 1, for an explanation of how to report "packaged grape purchasing.")

- Column (6) **Non-Related Purchased Tons:**
Exclude tonnage of grapes purchased from a grower if:
(a) The grower or an affiliate of the grower, or both the grower and the affiliate of the grower, owned, directly or indirectly, at least 5 percent of the indicia of ownership or voting authority of the winery (processor);
(b) The winery (processor) or an affiliate of the winery, or both the winery and the affiliate of the winery, owned, directly or indirectly, at least 5 percent of the indicia of ownership or voting authority of the grower;
(c) The winery (processor) or an affiliate of the winery, or both the winery and the affiliate of the winery, provided long term financing to the grower in exchange for rights or options to purchase a significant portion of the grower's harvest.
- Definitions**
Affiliate" or "affiliated with" means a person who directly or indirectly, through one or more intermediaries, controls, is controlled by, or is under common control of another person. For the purposes of this paragraph, "control" means the possession, direct or indirect, of the power to direct or cause the direction of the management and policies of any person.
"Long-term financing" means (i) financing that by its terms is due over a period of more than one year, or (ii) more than 180 days if there is a purchase agreement between a grower and a processor or (iii) if there is a farming agreement where the purchase price is on a per-acre basis.
"Purchase" means the taking by sale, discount, negotiation, mortgage, pledge, lien, issue or reissue, gift, or any other voluntary transaction creating an interest in property. For the purposes of this paragraph, "sale" shall consist of the passing of title from the seller to the buyer for a price.
- Verification of Data** Pursuant to Section 55601.5 of the Food and Agricultural Code, the Department of Food and Agriculture may examine your records to determine the accuracy of the information provided in this report. Any such determination will occur following publication of the Final Grape Crush Report.
- Column (7) **Weighted Average Degrees Brix:** Report, by variety, weighted average degrees Brix for all grapes listed in Column 5 or Column 6. These should be to the nearest tenth (i.e., 20.0, 20.7 or 21.3). If not available, please estimate.
- Column (8) **Base Price Per Ton (Contract Price):** Report, by variety, the base price for grapes **delivered to the winery. Include local hauling allowances normally paid to growers or roadside basis if it is the same price as paid delivered to winery. Exclude** any adjustments made for sugar, bonuses, or other allowances where prices are final.
A separate line entry must be made for each base price, Brix adjustment factor, or other allowance. Tonnages for the same variety must also be entered on separate lines, if they were purchased under different base price contracts. If deliveries failed to meet contract specifications and the price was renegotiated, enter this renegotiated price in Column 8. If only part of a delivery failed to meet specifications, enter the renegotiated price and tonnage for that portion on a separate line.
(If the winery has a final base price list and degrees Brix adjustment schedule, rather than completing Columns 9 through 15 for each variety purchased, the list may be attached.) Please report prices to the **nearest cent**. If the final base price is four hundred, fifty dollars, report this as \$450.00. Four hundred, fifty dollars and twenty-five cents should be reported as \$450.25.
The base price paid to the grower by the **original** purchaser should be reported on the inquiry of the original purchaser. For example: If grapes were sold by Winery A (original purchaser) to Winery B for crushing, Winery B should only report the purchased tons crushed and degrees Brix. The original price paid to the grower, by Winery A, should be reported by Winery A on his inquiry (i.e., Winery A reports price in Section II, while Winery B leaves Section II blank and completes Section I). **Because the Grape Crush Report is only concerned with original prices paid to grape growers, the second price paid by Winery B is not to be included on either winery's inquiry.**
- Columns (9 and 10) **Acceptable Brix Limits:** If grapes were purchased, specify the maturity limits of acceptance. Report (in degrees Brix) the minimum limit in Column 9 and the maximum limit in Column 10.
- Column (11) **Brix Adjustment Factors Plus and Minus:** Report adjustment factors that were applied to the base price reported in Column 7. When calculating the adjusted final payment to producers, report ONE of the following:
(a) If no adjustment for Brix was applied to the base price, please indicate "None" and skip Columns 13, 14 and 15.
(b) The percentage adjustment from the base price for each degree Brix (or fraction of degree Brix) from the base level in Column 13.
(c) The dollar and cent adjustment from the base price for each degree Brix (or fraction of degree Brix) from the base level in Column 13.
- Columns (13, 14 & 15) **Degrees Brix Adjustment Limits:** If Brix adjustments were reported in Column 11, report the degrees Brix used as a base in Column 13. In Column 14, report the minimum degree to which adjustments would have been made for low sugar and in Column 15 the maximum degree to which adjustments would have been made for high sugar. If no minimum and/or maximum adjustments were specified, report "None" in Column 14 and/or 15.

Columns (16) **Weighted Average Price Per Ton:** Report **net** prices paid on a delivered winery basis (or roadside basis if that is the same price as paid delivered to winery). **Include local hauling allowances normally paid to growers; premiums or penalties for low or high sugar; and any other bonuses or allowances.**

For each grape variety reported in Column 5 or Column 6, a weighted average net price must be calculated using actual final payments to growers and actual tons received from growers. Prices **must include** all sugar calculations and any bonuses or allowances. **Do not include MOG or defects deducted from deliveries.** Report only final prices in Column 16 (i.e., prices not subject to further revision).

To calculate a delivered price, use the following instructions:

- (a) Roadside basis, include any usual local delivery hauling allowances.
- (b) On-vine basis, include an allowance for both picking and usual local hauling costs.
- (c) Local distance delivered basis, deduct any additional allowance added to the grape price for long distance hauling to the winery.

SECTION III. FINAL PRICES FOR GRAPES PURCHASED FROM GROWERS AS DISTILLING MATERIAL OTHER THAN BEVERAGE BRANDY

Column (17) **Purchased Tons Only:** Include all purchased grapes (fresh basis) that have been graded or designated for distilling material (DM), other than beverage brandy, that are reported in Section I. In some areas, these grapes are referred to as substandard. **Do not** include any tonnage previously reported in section II (columns 5-16). **Do not** include raisin distilling material.

Column (18) **Weighted Average Degrees Brix:** Report, by variety, the weighted average degrees Brix for DM purchased and reported in Column 17. Report figures to the nearest tenth. If not available, please estimate

Column (19) **Weighted Average Price Per Ton:** Use the net weight in Column 17 and actual price paid.

Example 1: How to report packaged grapes purchasing

If several grape varieties were packaged together and purchased for one price, report the average price per ton as one mixed lot in Column 5 (Section II). When reporting crush information (Section I), report individual variety and tonnage information.

The table below shows how to complete the data page if a winery purchases the following grapes from District 1: 15 tons Zinfandel, 50 tons Merlot, 5 tons Chardonnay. These grapes were purchased for \$63,000. The average price per ton was \$900.00 (\$63,000/70). This transaction should be reported in the following manner:

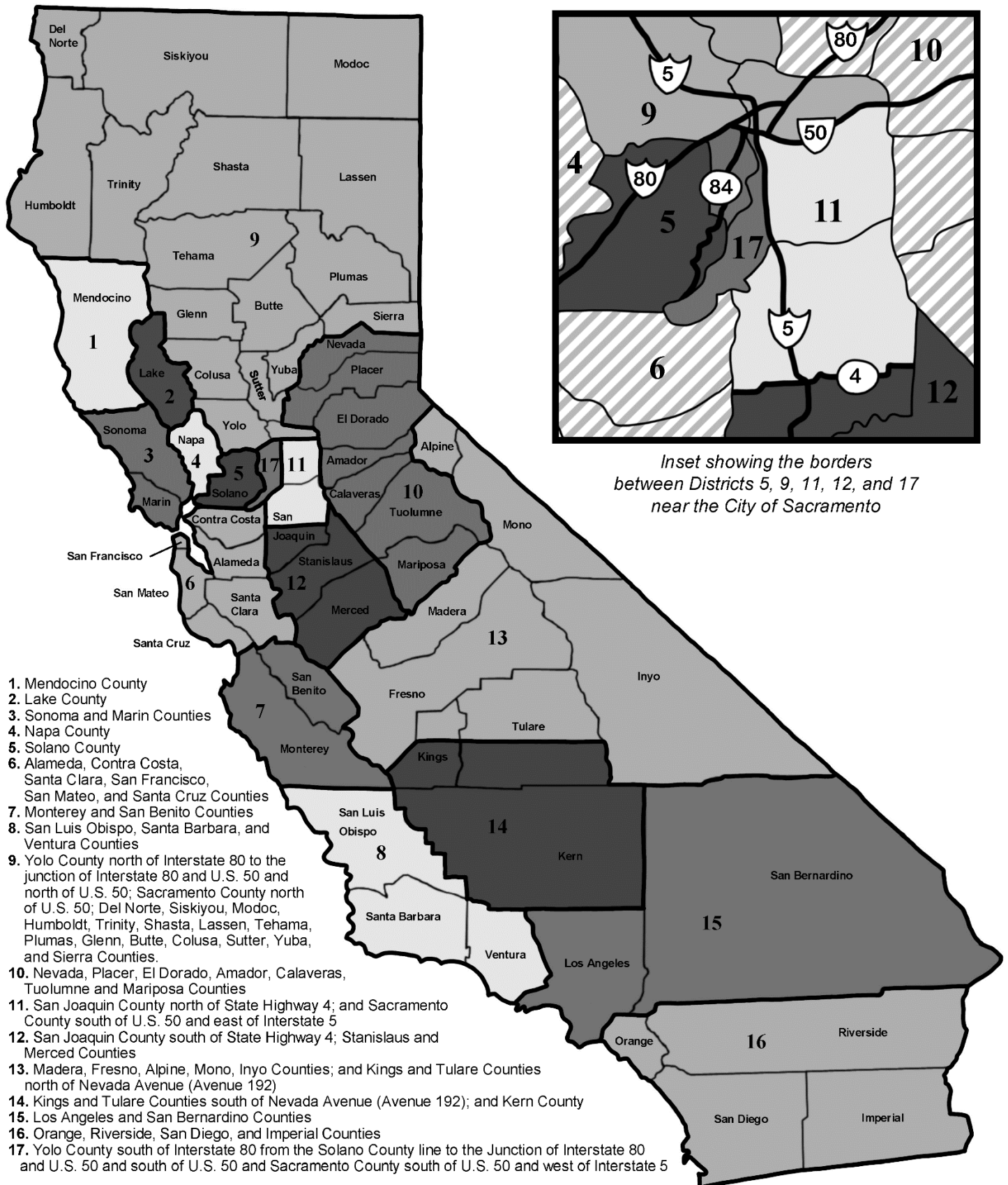
DATA PAGE

1		2		3		4		5		6		7		8		9		10		11		12		13		14		15		16		17		18		19	
IDENTIFICATION				SECTION I				SECTION II														SECTION III															
				Total Grapes Crushed At your Facility				Final Prices of Grapes purchased from Grower(s) for Wine, Concentrate, Juice, Vinegar, and Beverage Brandy														Final Prices for Grapes Purchased from Growers as Distilling Material Other than Beverage Brandy															
Variety (List full name)	*	Ofc Use	Ofc. Use	Over the scale Tons	Wtd. Avg. Degrees Brix	Purchased Tons Only		Wtd. Avg. Degrees Brix	Base Price Per Ton	Acceptable Brix Limits		Brix Adjustment Factors Per Degrees Brix Per Ton Plus and Minus	Ofc. Use	Brix Adjustment Limits			Wtd. Avg Price Per Ton	Purchased Tons Only	Wtd Avg. Degrees s Brix	Wtd. Avg. Price Per Ton																	
						All Purchased Tons	Non-Related Purchased Tons			Min	Max			Base	Min	Max																					
Example: Merlot	1			110.8	21.2	86.3	YES	NO	21.2	800.00	21	25	-15% above or below		22-24																						
Zinfandel	1			15.0			YES	NO																													
Merlot	1			50.0			YES	NO																													
Mixed Red	1					65.0	YES	NO	22.0	900.00	21	23	N/A																								
Chardonnay	1			5.0			YES	NO																													
Mixed White	1					5.0	YES	NO	22.5	900.00	21	23	N/A																								

Page Total (Incl. in Totals on Pg.10)	70.0	70.0	0.0
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* Refer to the map on Page 5 to identify the Districts where grown

MAP AND DEFINITIONS OF CALIFORNIA GRAPE PRICING DISTRICTS



1	2		3		4	5		6	7
IDENTIFICATION				SECTION I		SECTION II			
				Total Grapes Crushed at your Facility					
VARIETY (list full name)	Dist. Where Grown 1/	Office Use	Ofc. Use	Over the Scale Tons	Wtd. Avg. Degrees Brix	Purchased Tons Only		Wtd. Avg. Degrees Brix	
						All Purchased Tons	Was this a Related Purchase? 2/		
Example: Merlot (Non-Related)	1			110.8	21.2	86.3	YES	NO	21.2
Example: Merlot (Related)	1			59.7	21.8	59.7	YES	NO	21.8
			1	._	._	._	YES	NO	._
			2	._	._	._	YES	NO	._
			3	._	._	._	YES	NO	._
			4	._	._	._	YES	NO	._
			5	._	._	._	YES	NO	._
			6	._	._	._	YES	NO	._
			7	._	._	._	YES	NO	._
			8	._	._	._	YES	NO	._
			9	._	._	._	YES	NO	._
			10	._	._	._	YES	NO	._
			11	._	._	._	YES	NO	._
			12	._	._	._	YES	NO	._
			13	._	._	._	YES	NO	._
			14	._	._	._	YES	NO	._
			15	._	._	._	YES	NO	._
			16	._	._	._	YES	NO	._
			17	._	._	._	YES	NO	._
			18	._	._	._	YES	NO	._
			19	._	._	._	YES	NO	._
			20	._	._	._	YES	NO	._

Page Total (Included in Totals on Page 10).

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1/ Refer to the map on Page 5 to identify the Districts where grown.
 2/ A Related purchase is where there is more than 5 percent common ownership between the winery and the grower. Only mark "Yes" if there was more than 5 percent common ownership between you and the grower you purchased grapes from. If your purchases include both Related and Non-Related grapes, please put them on separate lines. Refer to Pages 2 and 3 for further details regarding related and non-related purchases.
 3/ List same variety purchases on different lines if the terms of the contracts are different (i.e., base price or minimum and maximum Brix limit).
 4/ Include local hauling allowances normally paid to growers.
 5/ Include premiums or penalties for low or high sugar and any other bonuses or allowances.

GENERAL INFORMATION

***** **GRAPE PURCHASES** *****

1. Did your winery purchase grapes in 2021?.....

YES	NO

If **yes**, continue If **no**, proceed to question 2

a. Did you **PURCHASE** any grapes directly from growers?.....

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If **yes**, report the purchase in **Section II** on the Data Page (pages 6 & 7)

b. Did you **RESELL** grapes from an original grower to another processor for crushing?.....

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(i) If **yes**, please list these wineries and requested information below, AND

(ii) Report the original purchase in Section II on the "Data Page" (pages 6 & 7), not the resale price.

	Firm Resold To	For Office Use	Variety	For Office Use	District Where Grown	Over The Scale Tons	Wtd. Avg. Degrees Brix
1						._	._
2						._	._

c. Did you **REPURCHASE** grapes from a seller, who was not the original grower?.....

YES	NO

(i) If **yes**, please list these wineries and requested information below, AND

(ii) Include tonnage crushed in Section I, but **exclude** tons purchased from Sections II and III on the "Data Page" (pages 6 & 7)

	Firm Repurchased From	For Office Use	Variety	For Office Use	District Where Grown	Over The Scale Tons	Wtd. Avg. Degrees Brix
1						._	._
2						._	._

***** **CRUSHED FOR YOU** *****

2. Were grapes crushed for you by other processors in 2021?.....

YES	NO

(i) If **yes**, please list these wineries and requested information below.

(ii) If tons were purchased, **include** these crushed tons in Section II on the "Data Page" (pages 6 & 7). Do not show these tons in Section I on "Data Page" (pages 6 & 7).

	Processor Name Where Crushed	For Office Use	Total Grapes Crushed For You By Others				Wtd. Avg. Degrees Brix	Was Tonnage Purchased By You from Grower(s)?	
			Variety Crushed For you	For Office Use	District Where Grown	Over The Scale Tons		YES	NO
1						._	._	YES	NO
2						._	._	YES	NO
3						._	._	YES	NO
4						._	._	YES	NO
5						._	._	YES	NO
6						._	._	YES	NO

CRUSHED BY YOU

3. Did you crush grapes for **ANY** processors and/or firms, other than yourself, who **PURCHASED** grapes in 2021?.....

YES	NO

- (i) If **yes**, please list these firms and requested information below, AND
- (ii) Include this tonnage in Section I on the "Data Page" (pages 6 & 7) for the appropriate district contained in this report.

Firm/Operation Name	For Office Use	Total Grapes Crushed By You For Others				
		Variety Crushed	For Office Use	District Where Grown	Over The Scale Tons	Wtd. Avg. Degrees Brix
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

4. Did you crush grapes for growers, other than yourself, who **DID NOT PURCHASE** grapes in 2021?.....

YES	NO

- (i) If **yes**, please list the varieties and tonnages below, AND
- (ii) Include this tonnage in Section I on the "Data Page" (pages 6 & 7) for the appropriate district contained in this report.

Vineyard or Grower Name	Variety Crushed	For Office Use	Total Grapes Crushed By You For Others			
			District Where Grown	Over The Scale Tons	Wtd. Avg. Degrees Brix	
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

GRAPE CRUSH AND PURCHASE SUMMARY

Summarize your crush and purchases as detailed on the data page(s) (columns 1-19) and general information page. This summary is to be used to verify that the crush and purchases entered in Section A balance with the district totals in Section B. Entries should be to the nearest tenth.

SECTION A:

Each ton crushed or purchased should only be entered once in this Section.

NOTE: (Enter a zero if the question does not apply.)	Tons Crushed	All Purchased Tons	Non-Related Purchased Tons	Tons Grown By Your Firm
1. Total tons you crushed for ANY OTHER processors and/or firms, who PURCHASED GRAPES , in 2021. (Question 3 on page 9.)	1			
2. Total tons crushed for growers, other than yourself, who DID NOT PURCHASE grapes, in 2021. (Question 4 on page 9.)	2			
3. Total tons that were crushed for you by other processors (Question 2 on "General Information" page), but were:				
a. Purchased by your firm for wine, concentrate, etc., (Section II.)		3a	3a	
b. Purchased by your firm for distilling materials, (Section III.)		3b	3b	
c. Grown by your firm (crushed by others).....				3c
4. Total tons purchased from growers and resold to other processors, but not crushed by your firm (Question 1b on page 8.)		4	4	
5. Total tons crushed by your firm that were repurchased from another processor (winery) not from the original grower (Question 1c on page 8.)	5			
6. Total tons crushed by your firm (Col. 3) that were purchased as distilling material (Col. 17). Enter this tonnage in both columns	6	6		
7. Total tons crushed by your firm (Col. 3) that were grown by your firm, not purchased. (Cooperatives report total membership tons crushed.)	7			
8. Total tons crushed by your firm (Col. 3) that were purchased from growers (Col. 5). Enter this amount in both columns. Do not include purchases for distilling material that were listed on line 6.....	8	8		
9. Total Non-Related purchased tons crushed by your firm that were purchased from growers (Col. 6). Do not include purchases for distilling material that were listed on line 6			9	
10. GRAND TOTAL TONS: Sum lines 1 through 9. Totals should agree with grand totals in Section B.....	10	10	10	

* This figure should be the same as reported on your 2021 Assessment Form.

Concentrate Production

11. Of the GRAND TOTAL TONS , what was the tonnage purchased and crushed for CONCENTRATE PRODUCTION	11	11	11	
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