

## GRAPE CRUSH AND PURCHASE INQUIRY 2022 CROP

If address is incorrect, please make address changes below.

1. Did you crush any grapes (at your facility) in 2022?..... ☐ Yes ☐ No

2. Did you purchase any grapes directly from growers in 2022?..... ☐ Yes ☐ No

If you answered **Yes** to either question 1 or 2, please complete and return this report.

If you answered **No** to both questions 1 and 2, please complete and return the  
"Certification of No Grape Purchasing or Crushing in 2022" (yellow postcard).

**THIS REPORT MUST BE IN THE OFFICE OF THE SECRETARY OF THE CALIFORNIA  
DEPARTMENT OF FOOD AND AGRICULTURE BY JANUARY 10, 2023**

### CERTIFICATION

I declare that this report contains only final prices and has been examined by me,  
and to the best of my knowledge and belief, is an accurate and complete report.

Responsible Officer: \_\_\_\_\_ Title: \_\_\_\_\_

Signature of Officer: \_\_\_\_\_ Date: \_\_\_\_\_

Name of Firm: \_\_\_\_\_

Preparer (person to contact with questions): \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

## GRAPE CRUSH AND PURCHASE INQUIRY INSTRUCTIONS

### DATA PAGE (IDENTIFICATION, SECTIONS I-III)

New reporters are often confused by the magnitude of this inquiry. We are here to help you.  
If you have any problems, please call 916-738-6569.

#### IDENTIFICATION

- VARIETY:**  
Column (1) 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".
- DISTRICTS:**  
Column (2) 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.  
**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, 2023. 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)	<p><b>Related versus Non-Related Purchased Tons:</b></p> <p>A purchase is related (answer YES) if:</p> <ul style="list-style-type: none"><li>(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);</li><li>(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;</li><li>(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.</li></ul>
<b>Definitions</b>	<p>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.</p> <p>"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.</p> <p>"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.</p>
<b>Verification of Data</b>	<p><b>Pursuant</b> 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.</p>
Column (7)	<p><b>Weighted Average Degrees Brix:</b> Report, by variety, weighted average degrees Brix for all grapes listed in Column 5. These should be to the nearest tenth (i.e., 20.0, 20.7 or 21.3). If not available, please estimate.</p>
Column (8)	<p><b>Base Price Per Ton (Contract Price):</b> Report, by variety, the base price for grapes <b>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</b> any adjustments made for sugar, bonuses, or other allowances where prices are final.</p> <p><b>A separate line entry must be made for each base price, Brix adjustment factor, or other allowance.</b> 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.</p> <p>(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 <b>nearest cent</b>. 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.</p> <p>The base price paid to the grower by the <b>original</b> 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). <b>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.</b></p>
Columns (9 and 10)	<p><b>Acceptable Brix Limits:</b> 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.</p>
Column (11)	<p><b>Brix Adjustment Factors Plus and Minus:</b> Report adjustment factors that were applied to the base price reported in Column 8. When calculating the adjusted final payment to producers, report ONE of the following:</p> <ul style="list-style-type: none"><li>(a) If no adjustment for Brix was applied to the base price, please indicate "None" and skip Columns 13, 14 and 15.</li><li>(b) The percentage adjustment from the base price for each degree Brix (or fraction of degree Brix) from the base level in Column 13.</li><li>(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.</li></ul>
Columns (13, 14 & 15)	<p><b>Degrees Brix Adjustment Limits:</b> 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.</p>

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.

### 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 = \$900). This transaction should be reported in the following manner:

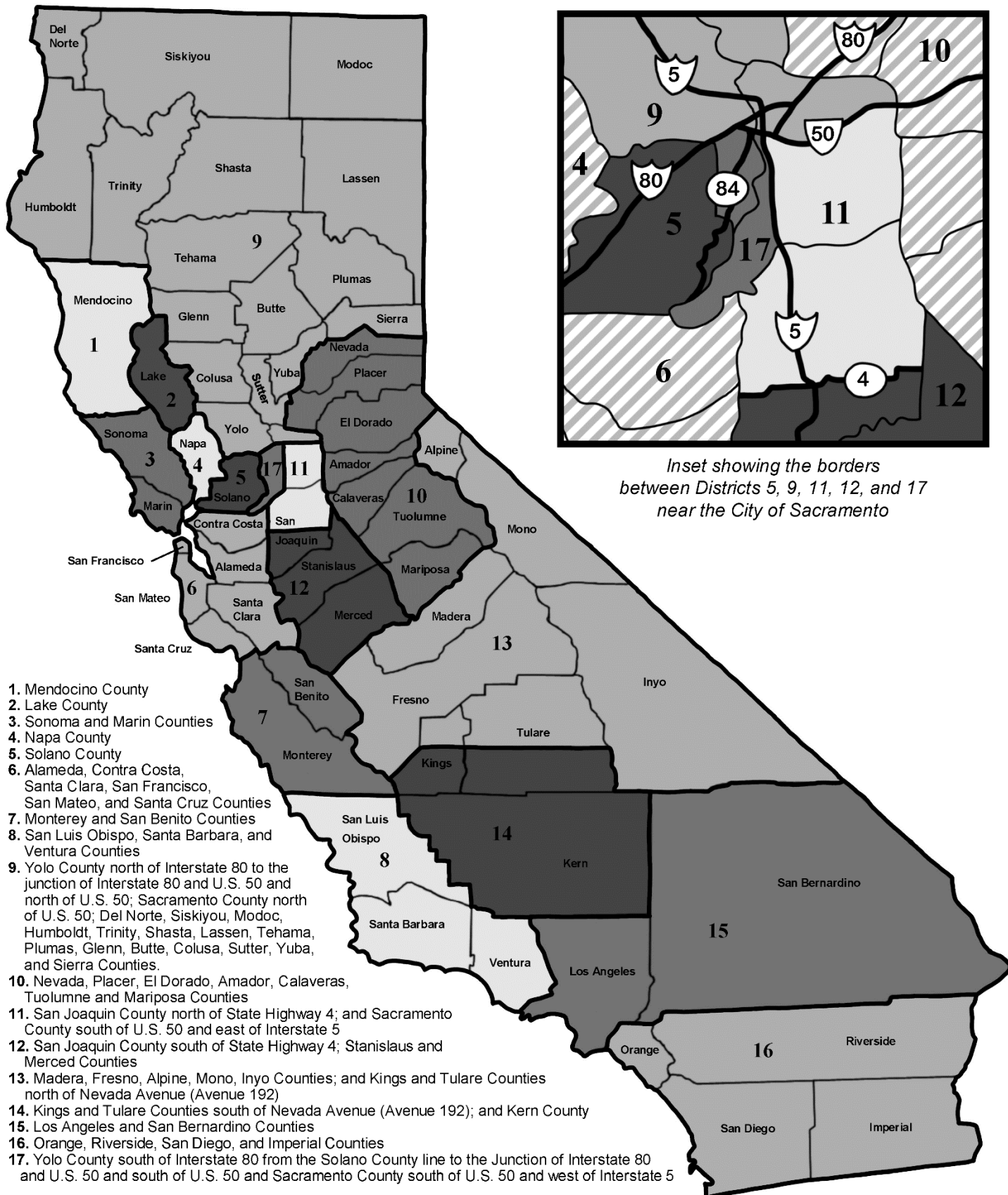
	1	2	3	4	5	6	7	8	9	10	11	13	14	15	16	17	18	19
Row #	IDENTIFICATION		SECTION I		SECTION II											SECTION III		
			Grapes Crushed At your Facility		Final Prices of Grapes purchased from Grower(s) for Wine, Concentrate, Juice, Vinegar, and Beverage Brandy											Grapes Purchased from Growers as Distilling Material Other than Beverage Brandy		
	Variety	Dist. where grown	Tons	Brix	Purchased Tons Only		Brix	Base Price Per Ton	Acceptable Brix Limits		Brix Adjustment Factors Per Degrees Brix Per Ton Plus and Minus				Price Per Ton Incl. Prem & Pen	Tons Purchased	Brix	Price Per Ton Incl. Prem & Pen
					Tons Purchased	Related Purchase?			Min	Max	Please explain!	Base	Min	Max				
	Ex: Merlot	1	110.8	21.2	86.3	YES	NO	21.2	800.00	21	25	-15% above or below	22-24		680.00			
1	Zinfandel	1	15.0	25.3		YES	NO											
2	Merlot	1	50.0	21.0		YES	NO											
3	Mixed Red	1			65.0	YES	NO	22.0	900.00	21	23	N/A			900.00			
4	Chardonnay	1	5.0	22.5		YES	NO											
5	Mixed White	1			5.0	YES	NO	22.5	900.00	21	23	N/A			900.00			

Data Page Totals ..... 70.0

70.0

0.0

# MAP AND DEFINITIONS OF CALIFORNIA GRAPE PRICING DISTRICTS



## GENERAL INFORMATION

### \*\*\*\*\* GRAPE PURCHASES \*\*\*\*\*

1. Did your winery purchase grapes in 2022?.....

YES	NO

If **YES**, continue to 1a below

If **NO**, proceed to question 2 at the bottom of this page

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

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If **YES**, report those purchases in **Section II** on the Data Page (pages 8 & 9)

b. Did you purchase and **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 price paid to grower in Section II on the "Data Page" (pages 8 & 9).

Row #	What operation did you sell these grapes to?	Variety	District Where Grown	Tons	Brix
1				_.	_.
2				_.	_.

YES	NO

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

(i) If **YES**, please list these sellers and requested information below, AND

(ii) If your firm crushed this tonnage, include tonnage in Section I but NOT Section II of the "Data Page" (pages 8 & 9)  
If another processor crushed these grapes for you, include the tonnage in question 2 at the bottom of this page.

Row #	Who did you repurchase these grapes from?	Variety	District Where Grown	Tons	Brix
1				_.	_.
2				_.	_.

### \*\*\*\*\* CRUSHED FOR YOU \*\*\*\*\*

2. Were any grapes crushed for you by other processors (i.e. custom crushed) in 2022?.....

YES	NO

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

(ii) If tons were purchased, **include** these grapes tons in Section II on the "Data Page" (pages 8 & 9).  
DO NOT include these tons in Section I on "Data Page" (pages 8 & 9).

Row #	Custom Crusher's Name	Total Grapes Crushed For You By Others				Check one option:		
		Variety Crushed For You	District Where Grown	Tons Crushed	Brix	Purchased	Grown	Repurchased
1				_.	_.			
2				_.	_.			
3				_.	_.			
4				_.	_.			
5				_.	_.			
6				_.	_.			

\*\*\*\*\* **CRUSHED BY YOU** \*\*\*\*\*

3. Did you crush grapes for any clients, other than yourself, who PURCHASED and/or PROCESSED any grapes in 2022?.....

YES	NO

- (i) If **YES**, please list these firms and requested information below.  
(ii) DO NOT include this tonnage on the "Data Page" (pages 8 & 9)

Row #	Name of Crush Client (WINERY OR PROCESSOR)	Total Grapes Crushed By You For Others			
		Variety Crushed	District Where Grown	Tons	Brix
1				._	._
2				._	._
3				._	._
4				._	._
5				._	._
6				._	._
7				._	._
8				._	._
9				._	._
10				._	._

4. Did you crush grapes for clients, other than yourself, who GREW ALL their grapes in 2022 .....

YES	NO

- (i) If **YES**, please list the varieties and tonnages below.  
(ii) DO NOT include this tonnage in on the "Data Page" (pages 8 & 9)

Row #	Name of Crush Client (VINEYARD OR GROWER)	Total Grapes Crushed By You For Others			
		Variety Crushed	District Where Grown	Tons	Brix
1				._	._
2				._	._
3				._	._
4				._	._
5				._	._
6				._	._
7				._	._
8				._	._
9				._	._
10				._	._

**DATA PAGE**

INCLUDE: All grapes grown/purchased and crushed by you. Include grapes reported on Questions 1b & 2 in Section II.

EXCLUDE: All grapes reported in Questions 3 & 4.

	1	2	3	4	5	6	7	8
	IDENTIFICATION		SECTION I		SECTION II			
			Grapes Crushed at your Facility		Grapes Purchased from Grower(s) for Wine, Concentrate, Juice, Vinegar, & Beverage Brandy			
Row #	VARIETY (List full name)	Dist. Where Grown	Tons Crushed	Brix	Tons Purchased	Was this a Related Purchase? (See page 10)	Brix	Base Price Per Ton (Include local hauling)
	Ex: Merlot (Non-Related)	1	110.8	21.2	86.3	YES NO	21.2	\$800.00
	Ex: Merlot (Related)	1	59.7	21.8	59.7	YES NO	21.8	\$600.00
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	._	._ _

Data Page Totals.....



**DATA PAGE (Continued)**

For help filling out this report, please call the Grape Crush Team at 916-738-6569.

	9	10	11	13	14	15	16	17	18	19
	<b>SECTION II (continued)</b>							<b>SECTION III</b>		
	Grapes Purchased from Grower(s) for Wine, Concentrate, Juice, Vinegar, & Beverage Brandy							Grapes Purchased from Growers as Distilling Material Other than Beverage Brandy (UNCOMMON)		
	Acceptable Brix Limits		Brix Adjustment Factors Per Degrees Brix Per Ton Plus and Minus				Price Per Ton Including Premiums & Penalties	Tons Purchased	Brix	Price Per Ton Including Premiums & Penalties
<b>Row #</b>	Min	Max	Please explain!	Base	Min	Max				
	21	25	-15%, above or below	22 - 24			\$680.00			
	21	25	None				\$600.00			
1							•_ _	•_	•_	•_ _
2							•_ _	•_	•_	•_ _
3							•_ _	•_	•_	•_ _
4							•_ _	•_	•_	•_ _
5							•_ _	•_	•_	•_ _
6							•_ _	•_	•_	•_ _
7							•_ _	•_	•_	•_ _
8							•_ _	•_	•_	•_ _
9							•_ _	•_	•_	•_ _
10							•_ _	•_	•_	•_ _
11							•_ _	•_	•_	•_ _
12							•_ _	•_	•_	•_ _
13							•_ _	•_	•_	•_ _
14							•_ _	•_	•_	•_ _
15							•_ _	•_	•_	•_ _
16							•_ _	•_	•_	•_ _
17							•_ _	•_	•_	•_ _
18							•_ _	•_	•_	•_ _
19							•_ _	•_	•_	•_ _
20							•_ _	•_	•_	•_ _

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**EXPLANATION OF "RELATED PURCHASE"**

A purchase is RELATED if any of the following are true:

- (a) The grower and/or affiliate owned (directly or indirectly) at least 5 percent of the indicia of ownership or voting authority of the winery/processor.
- (b) The winery and/or affiliate owned (directly or indirectly) at least 5 percent of the indicia of ownership or voting authority of the grower.
- (c) The winery and/or affiliate provided long term financing to the grower in exchange for rights or options to purchase a significant portion of the grower's harvest.

**The complete legal definitions are provided on page 3.**

Examples of a RELATED purchase (answer YES):

- (1) Winery X is a cooperative owned by multiple growers. William owns Vineyard A. William also has 5% ownership of Winery X. If Winery X buys grapes from Vineyard A, this is a RELATED purchase.
- (2) Winery Y is owned by James and Kelly. Kelly also owns 10% of Vineyard B. If Winery Y purchases grapes from Vineyard B, this is a RELATED purchase.
- (3) Winery Y is owned by James and Kelly. James provided long-term financing to Vineyard C and has the right to buy grapes produced by Vineyard C. If Winery Y purchases grapes from Vineyard C, this is a RELATED purchase.

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**WINERY COMMENTS (IF ANY):**

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**GRAPE CRUSH AND PURCHASE SUMMARY**

**SECTION A:**

How many tons were crushed at your facility: .....	A	<input type="text"/>	= B+C+D+E+F
Of this tonnage (A), how much was:			
Purchased from a grower.....	B	<input type="text"/>	
Repurchased from other seller (not the grower) .....	C	<input type="text"/>	
Grown by your firm.....	D	<input type="text"/>	
Crushed by you for a winery/processor .....	E	<input type="text"/>	
Crushed by you for a grower/vineyard.....	F	<input type="text"/>	
How many tons were crushed for you by someone else.....	G	<input type="text"/>	= H+I+J
Of this tonnage (G), how much was:			
Purchased from a grower.....	H	<input type="text"/>	
Repurchased from other seller (not the grower).....	I	<input type="text"/>	
Grown by your firm.....	J	<input type="text"/>	
How many tons did you purchase and resell to another firm .....	K	<input type="text"/>	
Of the total tonnage you crushed (A), how much was for concentrate production? .....	L	<input type="text"/>	

**SECTION B:**

Include total tonnage by district from the Data Page.  
Crushed tonnage is from column 3 and purchased tonnages are from columns 5 and 17.

Districts	Tons Crushed	All Purchased Tons	Non-Related Purchased Tons
District 1	_____	_____	_____
District 2	_____	_____	_____
District 3	_____	_____	_____
District 4	_____	_____	_____
District 5	_____	_____	_____
District 6	_____	_____	_____
District 7	_____	_____	_____
District 8	_____	_____	_____
District 9	_____	_____	_____
District 10	_____	_____	_____
District 11	_____	_____	_____
District 12	_____	_____	_____
District 13	_____	_____	_____
District 14	_____	_____	_____
District 15	_____	_____	_____
District 16	_____	_____	_____
District 17	_____	_____	_____
<b>GRAND TOTAL TONS</b>	_____	_____	_____

[illegible]