## Wine Industry Metrics - Winery Database - October 2017

Wines Vines Analytics

## **U.S. Winery Database**

Our database of wineries is showing a count of 9,434. This is a net increase of 522 over October 2016 (6% growth).

| Winery       |       |  |
|--------------|-------|--|
| Database »   | Month |  |
| October 2017 | 9,434 |  |
| October 2016 | 8,912 |  |

Although the Wines Vines Analytics team updates wineries on a monthly basis, these tables are published semi-annually as a benchmark. The figures below reflect the winery universe as of July 2017.

| July              | <b>tate</b><br>2017 | -   | U.S. Wineries - Annual Production (Cases)<br>July 2017<br>source: Wines Vines Analytics |              |                |     |
|-------------------|---------------------|-----|---|--------------|----------------|-----|
| source: Wine      | s Vines Analyti     | CS  | State   | Winery Count | Net Production | %   |
| State             | Winery<br>Count     | %   | California  | 4,240        | 282,000,000    | 87% |
| California        | 4,240               | 46% | Washington  | 753          | 15,000,000     | 5%  |
| Washington        | 753                 | 8%  | New York  | 380          | 12,000,000     | 4%  |
| Oregon            | 724                 | 8%  | Oregon  | 724          | 4,200,000      | 1%  |
| New York          | 380                 | 4%  | Texas   | 294          | 1,800,000      | 1%  |
| Texas             | 294                 | 3%  | Michigan  | 171          | 1,200,000      | - % |
| Virginia          | 270                 | 3%  | North Carolina  | 144          | 1,000,000      | - % |
| Pennsylvania      | 250                 | 3%  | Illinois  | 111          | 950,000        | - % |
| Ohio              | 208                 | 2%  | Virginia  | 270          | 900,000        | - % |
| Michigan          | 171                 | 2%  | Pennsylvania  | 250          | 850,000        | - % |
|                   |                     | 270 | Ohio  | 208          | 800,000        | - % |
| North<br>Carolina | 144                 | 2%  | All other states  | 1,689        | 5,300,000      | 2%  |
|                   |                     |     |   |              |                |     |

| Missouri               | 140   | 2%   |  |
|------------------------|-------|------|--|
| Colorado               | 118   | 1%   |  |
| Illinois               | 111   | 1%   |  |
| All other states       | 1,431 | 15%  |  |
| Total U.S.<br>Wineries | 9,234 | 100% |  |

| Total U.S. Wineries 9,234 326,000,000 100%   Note: Winery production includes all wine produced at a location including custom production for other wineries. When summary totals are reported geographically, these custom amounts are noticed to prove the whole counting | 17                  |       |             | Page 2 of 3 |
|---|---------------------|-------|-------------|-------------|
| other wineries. When summary totals are reported geographically, these custom amounts are   | Total U.S. Wineries | 9,234 | 326,000,000 | 100%        |
| netted to prevent double counting.  |                     |       |             |             |

|                     |                 |       | . — |
|---------------------|-----------------|-------|-----|
| U.S Winerie         | es - By Wii     | nery  |     |
|                     | Size            |       |     |
| Jul                 | y 2017          |       |     |
| source: Wine        | es Vines Analyt | ics   |     |
|                     | Winery          |       | A   |
| Winery Size         | Count           | %     | \$  |
| Large<br>(500,000+) | 65              | 1%    | \$  |
| Medium              |                 |       | \$2 |
| (50,000 -           | 263             | 3%    | \$: |
| 499,999)            |                 |       | \$4 |
| Small               |                 |       |     |
| (5,000 -            | 1,587           | 17%   | \$0 |
| 49,999)             |                 |       | \$  |
| Very Small          |                 |       | Т   |
| (1,000 -            | 3,687           | 40%   |     |
| 4,999)              |                 |       |     |
| Limited             |                 |       |     |
| Production          | 3,632           | 39%   |     |
| (< 1,000)           |                 |       |     |
| Total U.S.          | 9,234           | 100%  |     |
| Wineries            | 0,204           | 10070 |     |

| U.S. Wineries - By Average Bottle Price |              |      |  |
|---|--------------|------|--|
| July 2017                               |              |      |  |
| source: Wines Vine                      | es Analytics |      |  |
|   | Winery       |      |  |
| Average Bottle Price                    | Count        | %    |  |
| \$1 - \$10.99                           | 196          | 2%   |  |
| \$11 - \$19.99                          | 2,980        | 32%  |  |
| \$20 - \$29.99                          | 2,993        | 32%  |  |
| \$30 - \$39.99                          | 1,341        | 15%  |  |
| \$40 - \$59.99                          | 1,130        | 12%  |  |
| \$60 - \$99.99                          | 440          | 5%   |  |
| \$100 and over                          | 154          | 2%   |  |
| Total U.S. Wineries                     | 9,234        | 100% |  |



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