

GRAPE CRUSH AND PURCHASE INQUIRY - 2018 CROP

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**NATIONAL
 AGRICULTURAL
 STATISTICS
 SERVICE**



**California
 Department of Food
 and Agriculture**

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Please make corrections to name, address, and ZIP Code, if necessary.

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The 2018 Grape Crush and Purchase Inquiry is being conducted by the USDA, National Agricultural Statistics Service, Pacific Regional Field Office. We will summarize the data and results will be available upon request.

State Law (Section 55601.5) of the Food and Agricultural Code) requires all wineries that crush or purchase grapes to submit a report to the California Department of Food and Agriculture by January 10 of the year following the harvest.

1. Did you crush any grapes (at your facility) in 2018?..... Yes No
2. Did you purchase any grapes directly from growers in 2018?..... 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 2018" (yellow paper).

REPORT MUST BE IN THE OFFICE OF THE SECRETARY OF THE CALIFORNIA DEPARTMENT OF FOOD AND AGRICULTURE BY JANUARY 10, 2019.

CERTIFICATION

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

Responsible Officer: _____ Title: _____

Signature of Officer: _____ Name of Firm: _____

Date: _____ Telephone: _____

Preparer:
 (person to contact for questions) _____ Email address: _____

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".

DISTRICTS: Identify crushed grapes by the district where they were grown using the map on page 12 and enter the appropriate district number on the enclosed forms.

Remember: Report grapes in the district where grown, not the district where crushed.

SECTION 1. 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). If not available, please estimate. (See Page 4, Example 1, for an explanation of how to calculate the "weighted average Degrees Brix".)

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, 2019. 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 5, Example 2, 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 growers' 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. (See page 4, example 1, for an explanation of how to calculate the "weighted average degrees Brix".)

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 their 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 8. 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.

Column (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.

(See page 4, Example 1, for an explanation of how to calculate the degrees Brix and price per ton weighted averages.)

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:** Using the net weight in Column 17 and actual price paid, follow the same procedure shown in the example for Column 16's weighted average price calculations.

Examples for calculating weighted averages and reporting packaged grape purchasing

Example 1: **How to calculate a weighted average degrees Brix and weighted average price per ton.**

Use the following method to calculate weighted average degrees Brix and final weighted average price for each variety and reporting district where the contract base price and Brix adjustment factors (including Brix limits) ARE THE SAME.

Here is an example: You made the following purchases.

Variety	District	Tons	Degrees Brix	Base Price	Price Paid per Ton	Acceptable Brix Limits	Brix Adjustment Factors	Brix Adjustment Limits
Petite Sirah	1	155.5	20.6	\$450.00	\$387.00	19-25	+ or - 10%	Base 22, Min 20, Max 24
Petite Sirah	1	20.5	19.0	\$450.00	\$360.00	19-25	+ or - 10%	Base 22, Min 20, Max 24

Note: The variety, district, base price, and Brix Adjustment Factors (including Brix limits) are the same. The tons purchased, degrees Brix and price per ton are the only differences in this example.

Step 1: Multiply the tons by the Brix for each lot purchased and then add the products to get the total. You should also add the tons purchased.

Variety	District	Tons	Degrees Brix	Total (Tons X Brix)
Petite Sirah	1	155.5	20.6	155.5 X 20.6 = 3203.3
Petite Sirah	1	20.5	19.0	20.5 X 19.0 = 389.5
TOTALS		176.0		3,592.8

Step 2: Divide the total (3,592.8) by the total tons purchased (176.0) to get the **Weighted Average Degrees Brix:**
 $3592.8/176.0 = 20.4$

Step 3: Multiply the purchased tons by the price paid per ton for each lot purchased and then add the products to get the total.

Variety	District	Tons	Degrees Brix	Total (Tons X Brix)
Petite Sirah	1	155.5	\$387.00	155.5 X 387.00 = 60,178.5
Petite Sirah	1	20.5	\$360.00	20.5 X 360.00 = 7,380.0
TOTALS		176.0		67,558.50

Step 4: Divide the total (67,558.50) by the total tons purchased (176.0) to get the **Weighted Average Price Per Ton:**
 $67,558.50/176.0 = \$383.86$

The correct way to report these two lots of purchased grapes on the Data Page of the Grape Crush and Purchase Inquiry is shown below:

DATA PAGE																	
IDENTIFICATION				SECTION I				SECTION II									
				Total Grapes Crushed at Your Facility				Final Prices of Grapes Purchased from Grower(s) for Wine, Concentrate, Juice, Vinegar, and Beverage Brandy									
Variety (List full name)	Dist. where grown	Code	Line	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 & Minus	Office Use	Brix Adjustment Limits			Wtd. Avg. Price Per Ton
						All Purchased Tons	Non-Related Purchased Tons			Min	Max			Base	Min	Max	
1	2			3	4	5	6	7	8	9	10	11	12	11	12	13	14
Petite Sirah	11			176.0	20.4	176.0	176.0	20.4	450.00	19.0	25.0	+ or - 10%		22.0	20.0	24.0	383.86

Note: The only time a weighted average should be calculated is if the district, variety, base price, and Brix adjustment factors (including Brix limits) ARE THE SAME. If any of these items are different, a separate line must be recorded for each purchase on the Data Page.

EXAMPLE 2: 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																				
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)	* Dist. where grown	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 & Minus	Ofc. Use	Brix Adjustment Limits			Wtd. Avg. Price Per Ton	Purchased Tons Only	Wtd. Avg. Degrees Brix	Wtd. Avg. Price per Ton
						All Purchased Tons	Non-Related Purchased Tons			Min	Max			Base	Min	Max				
1	2			3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Zinfandel	1			15.0	22.0															
Merlot	1			50.0	22.0															
Mixed Red	1					65.0	65.0	22.0	900.00	21	23	N/A					900.00			
Chardonnay	1			5.0	22.5															
Mixed White	1					5.0	5.0	22.5	900.00	21	23	N/A					900.00			
Page Total (Incl. in Totals Pg. 9)				70.0		70.0	70.0													

*Refer to the map on Page 12 to identify the Districts where grown.

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 2/	Non-Related Purchased Tons 2/	
Example: Merlot (non-Related)	1			110.8	21.2	86.3	86.3	21.2
Example: Merlot (Related)	1			59.7	21.8	59.7	___	21.8
			1	___	___	___	___	___
			2	___	___	___	___	___
			3	___	___	___	___	___
			4	___	___	___	___	___
			5	___	___	___	___	___
			6	___	___	___	___	___
			7	___	___	___	___	___
			8	___	___	___	___	___
			9	___	___	___	___	___
			10	___	___	___	___	___
			11	___	___	___	___	___
			12	___	___	___	___	___
			13	___	___	___	___	___
			14	___	___	___	___	___
			15	___	___	___	___	___
			16	___	___	___	___	___
			17	___	___	___	___	___
			18	___	___	___	___	___
			19	___	___	___	___	___
			20	___	___	___	___	___

Page Total (Included in Totals on Page 10).

1/ Refer to the map on Page 12 to identify the Districts where grown.
 2/ Include tonnage of grapes purchased from a grower where there is less than 5 percent common ownership between the winery and the grower. 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 (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.

*****CRUSHED FOR YOU/CRUSHED BY YOU*****

2. Were grapes crushed for you by other processors in 2018?.....

YES	NO

- a. If **yes**, please list these wineries and requested information below.
- b. 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									
2									
3									
4									

YES	NO

3. Did you crush grapes for ANY processors and/or firms or growers, who PURCHASED grapes in 2018?.....

- a. If **yes**, please list these firms and requested information below, AND
- b. 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				Wtd. Avg. Degrees Brix
			Variety Crushed	For Office Use	District Where Grown	Over The Scale Tons	
1							
2							
3							
4							

YES	NO

4. Did you crush grapes for growers, who DID NOT PURCHASE grapes in 2018?....

- a. If yes, please list the varieties and tonnages below, AND
- b. 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	Total Grapes Crushed By You For Others				Wtd. Avg. Degrees Brix
		Variety Crushed	For Office Use	District Where Grown	Over The Scale Tons	
1						
2						
3						
4						

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.

1. Total tons you crushed for ANY processors and/or firms or growers, who **PURCHASED** grapes in 2018. (Question 3 on "General Information page.")
2. Total tons crushed for growers, who **DID NOT PURCHASE** grapes in 2018. (Question 4 on "General Information page.")
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, concentrates, etc. (Section II)
 - b. Purchased by your firm for distilling materials (Section III)
 - c. Grown by your firm (crushed by others)
4. Total tons purchased from growers and resold to other processors, but not crushed by your firm (Question 1b on "General Information" page.)
5. Total tons crushed by your firm that were repurchased from another processor (winery) not from the original grower. (Question 1c on "General Information" page.)
6. Total tons crushed by your firm (column 3) that were purchased as distilling material (column 17). Enter this tonnage in both columns.
7. Total tons crushed by your firm (column 3) that were grown by your firm, not purchased. (Cooperatives report total membership tons crushed.)
8. Total tons crushed by your firm (column 3) that were purchased from growers (column 5). Enter this amount in both columns. Do not include purchases for distilling material that were listed on line 6.
9. Total Non-related purchased tons crushed by your firm that were purchased from growers (column 6). Do not include purchases for distilling material that were listed on line 6.
10. **GRAND TOTAL TONS:** Sum lines 1 through 9. Totals should agree with grand totals in **Section B**

Tons Crushed		All Purchased Tons		Non-Related Purchased Tons		Tons Grown By Your Firm	
1	_____						
2	_____						
		3a	_____	3a	_____		
		3b	_____	3b	_____		
						3c	_____
		4	_____	4	_____		
5	_____						
6	_____	6	_____				
7	_____						
8	_____	8	_____				
				9	_____		
10	* _____	10	_____	10	_____		

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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* This figure should be the same as reported on your 2018 Assessment Form.

SECTION B: Include total tonnage by district from the data page(s).
Crushed tonnage from column 3 and purchased tonnages 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	---	---	---
GRAND TOTAL TONS	---	---	---
Sum of Districts 1 through 17 should agree with grand totals in Section A (page 10)			

COMMENTS:

Date	Initial	Editing Notes

Respondent Name: _____	9911 Phone: _____	9910 MM DD YY Date: ____ - ____ - ____
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This completes the survey. Thank you for your help.

OFFICE USE ONLY												
Response		Respondent		Mode		Enum.	Eval.	Change	Office Use for POID			
1-Comp	9901	1-Op/Mgr	9902	1-PASI (Mail)	9903	9998	9900	9985	9989			
2-R		2-Sp		2-PATI (Tel)					-----			
3-Inac		3-Acct/Bkpr		3-PAPI (Face-to-Face)								
4-Office Hold		4-Partner		6-Email					Optional Use			
5-R – Est		9-Oth		7-Fax					9907	9908	9906	9916
6-Inac – Est				19-Other								
7-Off Hold – Est												
S/E Name												

MAP AND DEFINITIONS OF CALIFORNIA GRAPE PRICING DISTRICTS

