

Iowa Native Wine Production & Sales Report for the period ending 6/30/2011
 By Craig Tordsen, Iowa State University, Aug. 2011

Native Wine Ending Inventory & Number of Wineries									
Winery Size in Gallons of Ending Inventory	Jun-09			Jun-10			Jun-11		
	# of Wineries	Ending Inventory by Winery Size	%	# of Wineries	Ending Inventory by Winery Size	%	# of Wineries	Ending Inventory by Winery Size	%
No Inventory	5	0	0%	11	0	0.0%	19	0	0.0%
1 to 5,000	49	77,823	22%	50	76,962	21.0%	55	101,311	26.3%
5,000 to 10,000	11	80,288	23%	14	95,730	26.1%	11	77,867	20.2%
Over 10,000	11	198,608	56%	11	194,524	53.0%	12	206,429	53.5%
Total	76	356,718	100%	86	367,216	100.0%	97	385,608	100.0%

The June 2011 ending inventory of native produced wine in Iowa is 385,608 gallons from 97 wineries up from 367,216 gallons from 86 wineries on June 2010 and 356,718 gallons from 76 wineries on June 2009.

Native Wine Production & Sales For the Year Ending						
(In Gallons)						
	Jun-09		Jun-10		Jun-11	
Production	292,907		279,853		311,534	
Sales at Retail	107,656	55.1%	108,300	48.3%	101,717	42.0%
Sold to an Iowa Licensed Wholesaler	4,248	2.2%	4,765	2.1%	4,875	2.0%
Sold At Wholesale	83,359	42.7%	111,163	49.6%	135,872	56.0%
Total Sales	195,263	100.0%	224,228	100.0%	242,464	100.0%

Total wine production over the last 12 months ending 6/2011 is 311,534 gallons up from 279,853 gallons the year ending 6/2010 and 292,907 gallons the year ending 6/2009.

Wine sales for the year ending 6/2011 was 242,464 gallons up from 224,228 gallons for the year ending 6/2010 and 195,263 gallons for the year ending 6/2009. The percentage of wine sold in the winery at retail is down to 42.0. percent from 48.3 percent for the year ending 6/2010. The wine sold by the winery at wholesale directly to retail outlets like grocery stores has increased to 56.0 percent up from 42.7 percent for the period ending 6/2009. Wine sold to a licensed wholesaler (distributor) is at 2.0 percent as of 6/2011 down from 2.2 percent for the period ending 6/2009.

Iowa Tax Paid on Native Wine Sold Outside of the Winery			
	Year Ending 6/2009	Year Ending 6/2010	Year Ending 6/2011
Gallons of Wine Sold to Retail Stores outside of the Winery	83,359	111,163	135,872
Galloons of Wine Sold to Licensed Wholesalers	3,316	4,765	4,875
Total Wine Sold Subject to Iowa Wine Tax	86,675	115,928	140,747
Wine Taxes Paid to the State @ \$1.75/g	\$151,681	\$202,874	\$246,307

The Iowa Native Wine tax paid to the State of Iowa in the year ending 6/2011 was \$246,307 up from \$202,874 for 2010 and \$151,681 in 2009.

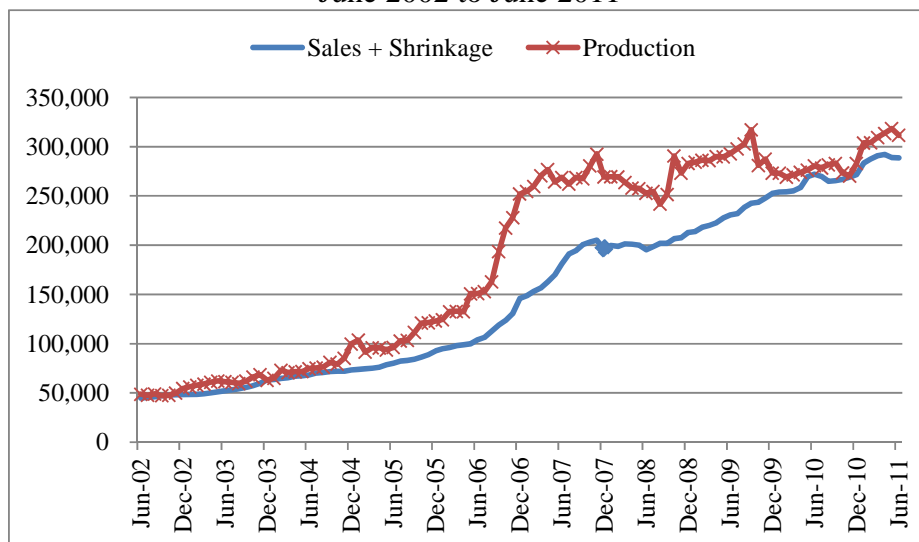
Native wine sales averaged 20,205 gallons a month for the year ending 6/2011, up from 18,674 gallons in 6/2010 and 16,272 gallons in 6/2009.

Iowa's purchased about 3,840,000 gallons of wine from wholesale and 241,500 gallons from native Iowa wineries for the year ending 5/31/2011 or 5.92 percent of the total sold. Iowa's 2010 population is 3,046,355 and consumes about 1.34 gallons of wine per person. The US average is 2.54 gallons of wine per person. ⁽¹⁾

⁽¹⁾ Based upon Bureau of the Census estimated resident population. Per capita consumption will be higher if based on legal drinking age population.

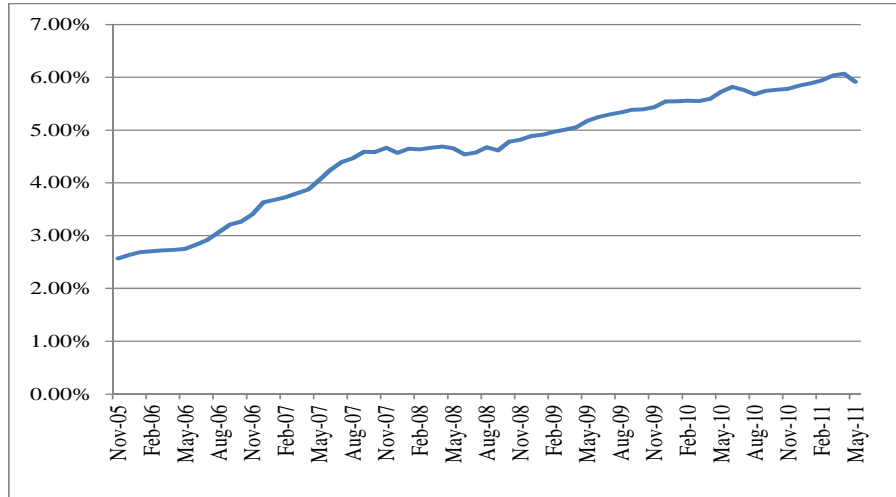
Iowa Native Wine Production is nearly the same as of slightly higher than the combined sales and inventory shrinkage. Shrinkage includes wine samples, breakage, spillage, spoilage, destroyed or used by family. Sales + Shrinkage is 92.7 percent of production as of 6/2011. This indicates the rapid expansion of the Iowa Native wine industry has slowed and is trending to a normal supply and demand cycle.

Iowa Native Wine Production & Sales
12 Month Running Average
June 2002 to June 2011



The Iowa Native Wine industry has been building a demand for locally produced wine. As of 6/2011, 5.92 percent of the wine purchased in Iowa was made in Iowa.

Iowa Native Wine Sales as a Percentage of Total Iowa Wine Sales



The following is a summary Native Wine Production and Sales supplied monthly by the wineries to the Iowa Alcoholic Beverages Division. The data is from July 2008 to June 2011 and represents 3025 monthly reports.

Iowa Native Winery Production and Sales Report for Year ending June 2005 to June 2011		Source: Craig Tordsen, Program Manager, ISU Value Added Agriculture Program; Data Source: State of Iowa Alcoholic Beverages Division				
Revised 8/15/2011						
		Jun-09	% Change	Jun-10	% Change	Jun-11
1. Gallons of wine on hand at beginning of year.		293,944	21.4%	356,719	2.9%	367,216
2. Gallons of wine produced during the year.		292,907	-3.4%	283,018	10.1%	311,533
3. Received in bond		4,593	-16.2%	3,851	-68.0%	1,233
4. Gallons of wine sold retail at wineries.		107,656	2.7%	110,512	-8.0%	101,716
5. Tax exempt adjustments:						
(a) SAMPLES (on premise consumers only)		9,944	-2.7%	9,678	7.4%	10,393
(b) BREAKAGE		1,002	19.5%	1,197	37.0%	1,641
(c) SPILLAGE		10,452	-59.3%	4,250	141.8%	10,278
(d) SPOILAGE		2,280	58.1%	3,605	68.0%	6,056
(e) DESTROYED		11,013	68.6%	18,564	2.0%	18,937
(f) SOLD TO IOWA LICENSED DISTRIBUTOR		4,248	12.2%	4,765	2.3%	4,873
TOTAL GALLONS TAX EXEMPT		38,939	8.0%	42,059	24.1%	52,178
6. Transferred out in bond.		2,866	238.6%	9,706	-74.4%	2,481
7. Gallons used by family.		1,906	10.0%	2,097	1.4%	2,127
8. Gallons of wine available for wholesale		440,077	8.9%	479,213	8.8%	521,480
9. Gallons of wine sold wholesale to retailers		83,359	34.4%	111,997	21.3%	135,872
10. Gallons of wine on hand at end of year.		356,719	2.9%	367,216	5.0%	385,608
11. Tax Paid ((5f +9) x \$1.75)		\$153,311	33.3%	\$204,334	20.5%	\$246,304
Total Gallons Sold (9 + 16 + 21)		195,263	16.4%	227,274	6.7%	242,461
Estimated Value of Year End Inventory @ \$60/gallon		\$21,403,110	2.9%	\$22,032,966	5.0%	\$23,136,486

For more information, contact Craig Tordsen at 515-291-0966 or by email at ctordsen@iastate.edu

The list below is the 97 licensed Iowa Native Wineries as of 6/30/2011.

Winery Name	City	Phone
ACKERMAN WINERY	AMANA	(319) 622-3379
ARDON CREEK VINEYARD AND WINERY	LETTS	(563) 299-2441
BARREL HEAD	DUBUQUE	(563) 556-7072
BEL AIRE ESTATES	SAINT ANSGAR	(641) 713-4607
BLACK LAB CROSSING	DAVENPORT	(563) 326-0469
BLUESTEM WINERY	PARKERSBURG	(319) 346-1046
BREEZY HILLS VINEYARD	MINDEN	(712) 485-2083
BRICK ARCH WINERY	IOWA CITY	(319) 330-2541
BRUSH CREEK WINERY	BELLEVUE	(563) 672-3481
Calico Skies Vineyard and Winery Inc	Inwood	(712) 441-5547
Cat Tale Country Wines	Ocheyedan	(712) 758-3504
CEDAR RIDGE VINEYARD	SWISHER	(319) 362-2778
CEDAR VALLEY WINERY	BATAVIA	(641) 472-5049
CHRISTIAN HERSHLER DISTRICT	DONNELLSON	(319) 835-9432
Coral Cellars	Coralville	(319) 354-3985
CORNING WINERY AND VINEYARD	CORNING	(641) 322-3193
COVERED BRIDGES WINERY	WINTERSET	(515) 681-4129
CRANE WINERY	SELMA	(641) 936-4355
Crimson Sunset Winery	Cascade	(563) 495-0351
DALE VALLEY VINEYARDS	STUART	(515) 523-2199
DALY CREEK VINEYARD & WINERY	ANAMOSA	(319) 462-2525
DANISH COUNTRYSIDE VINES & WINES	EXIRA	(712) 764-2991
DE BOER WINERY	KNOXVILLE	(641) 780-8416
Deal Orchard	Jefferson	(515) 386-8279
DEJA VINE VINEYARDS & WINERY	MARTELLE	(319) 854-6290
DOUBLE L. VINEYARD	HOLY CROSS	(563) 252-2514
EAGLE CITY WINERY	IOWA FALLS	(641) 648-3669
Eagles Landing Winery	MARQUETTE	(563) 873-2509
Empty Nest Winery	Waukon	(563) 568-2758
ENGELBRECHT FAMILY WINERY	FREDERICKSBURG	(563) 237-5969
FIRESIDE WINERY	MARENGO	(319) 662-4222
FOX RIDGE WINERY	TRAER	(319) 478-8080
GARDEN WINERY	GOWRIE	(515) 351-9843
GRAPE ESCAPE VINEYARD AND WINERY	PLEASANTVILLE	(515) 848-3094
HANNEL CELLARS	SIOUX CITY	(712) 255-0075
HEARTLAND HARVEST WINERY	FORT MADISON	(319) 372-7552
IOWA GRAPE VINES WINERY	PRESTON	(563) 689-6347
JASPER WINERY	DES MOINES	(515) 282-9463
JOHN ERNEST VINEYARD AND WINERY	TAMA	(641) 484-8048
KING'S CROSSING VINEYARD & WINERY	GLENWOOD	(712) 526-2486
LA VIDA LOCA	INDIANOLA	(515) 962-2236
LINDON WINES	BURLINGTON	(319) 753-1072
LITTLE SWAN LAKE WINERY	ESTHERVILLE	(712) 858-4592
LOESS HILLS VINEYARD AND WINERY	CRESCENT	(712) 545-3054
MADISON COUNTY WINERY	SAINT CHARLES	(515) 270-0036
MOON VALLEY	OSKALOOSA	(641) 569-0026
MT. VALLEY VINEYARD & WINERY	FOREST CITY	(641) 581-3850
MYSTIC MEADS	GRAND RIVER	(641) 773-5302

Winery Name	City	Phone
Odessa Vineyards	Wapello	(319) 523-3606
OLD BANK WINERY	KANA WHA	(641) 732-3406
Old Town Vineyard & Winery	Ida Grove	(712) 364-3402
Old Windmill Cellars	Shellsburg	(319) 436-2407
PARK FARM	BANKSTON	(563) 557-3727
PENOACH WINERY	ADEL	(515) 993-4374
PRAIRIE CROSSING VINEYARD AND WINE	TREYNOR	(712) 487-3812
PRAIRIE HAWK VINEYARDS	COUNCIL BLUFFS	(712) 256-6770
Prairie Moon Winery	AMES	(515) 232-2747
RED BRICK WINERY	ELLSTON	(641) 772-4737
RIVER VALLEY ORCHARDS & WINERY	HUMBOLDT	(515) 332-9855
ROSEY ACRES WINERY	RUNNELLS	(515) 265-3432
SANDSTONE WINERY	AMANA	(319) 622-3081
SANTA MARIA VINEYARD & WINERY	CARROLL	(402) 871-1086
SCHADE CREEK VINEYARD & WINERY	WAUKEE	(515) 987-6695
SMITH BROTHERS VINEYARD & WINERY	Ottumwa	(641) 455-3930
SNUS HILL VINEYARD & WINERY	MADRID	(515) 795-3535
SPOTTED HORSE VINEYARDS	ARCADIA	(402) 679-5614
STONE CLIFF WINERY	DUBUQUE	(563) 552-1200
STONE FOX WINERY	BIRMINGHAM	(319) 498-4331
SUGAR CLAY WINERY AND VINEYARDS	THURMAN	(712) 628-2020
SUGAR GROVE VINEYARDS	NEWTON	(641) 787-9463
SUMMERSET WINERY	INDIANOLA	(515) 961-3545
SUNSET RIDGE WINERY	DUBUQUE	(563) 588-1854
SUTLIFF CIDER COMPANY	LISBON	(319) 455-4093
TABOR FAMILY WINERY	BALDWIN	(563) 673-3131
TASSEL RIDGE WINERY	LEIGHTON	(641) 672-9463
THE WINERY AT KIRKWOOD	Cedar Rapids	(319) 398-5517
TIMBER RIDGE WINERY & VINEYARD	CASTANA	(712) 353-6600
TOWNSEND WINERY & VINEYARD	HANSELL	(641) 456-2836
Train Wreck Winery	Algona	(515) 890-2025
Tucker Hill Vineyards	HINTON	(712) 947-4884
TWO SAINTS WINERY	SAINT CHARLES	(515) 249-0474
VAN WIJK WINE	PLEASANT HILL	(515) 263-9455
Village Winery	Amana	(319) 622-3448
Vine Street Cellars	Glenwood	(402) 618-3640
VINES AND WINE	AMANA	(319) 227-3111
VINES TO WINES WINERY	DES MOINES	(515) 664-5161
WABASH WINE COMPANY	SHENANDOAH	(712) 370-3969
WALNUT TREE WINERY	MARION	(319) 373-1112
Wever Terrace, LLC	Wever	(319) 372-6546
WHISPERING HILLS VINEYARDS	CARSON	(712) 484-3744
WHISPERING PINES WINERY	KEOSAUQUA	(319) 293-3629
WHITE BARN VINEYARD & WINERY	ALBIA	(641) 724-3369
WHITE OAK VINEYARDS	CAMBRIDGE	(515) 367-7777
WIDE RIVER WINERY	CLINTON	(563) 340-5678
WIDMAR FAMILY WINERY	CENTERVILLE	(641) 437-4190
WINNESHIEK WILDBERRY WINERY	DECORAH	(563) 735-5809
Wooden Wheel Vineyards	Keota	(515) 975-9745