



WINERY SUPPLEMENTAL QUESTIONNAIRE

Please complete the shaded areas of the questionnaire.

APPLICANT INFORMATION				
Named Insureds				
DBAs				
Effective Date				
Contact Name		Phone		
Street Address				
City		State		Zip

WINE PRODUCTION, SALES AND INVENTORY	Current	Next Year
Production		
Cased Wine <i>(wine that is or is to be bottled and sold by you)</i>		
Cases Produced <i>(Please enter the number of cases.)</i>		
Bulk Wine <i>(wine to be sold as bulk, not bottled)</i>		
Gallons Produced <i>(Please enter the number of gallons.)</i>		
Wine Sales		
Cased Wine <i>(wine bottled and sold by you)</i>		
Sales Volume - Total number of cases sold over 12 month period		
Sales Revenue - Total sales related to cased sales over 12 month period		
Average - Average case price of wine sold over 12 month period		
Bulk Wine <i>(wine sold as bulk, not bottled)</i>		
Sales Volume - Total number of gallons sold over 12 month period		
Sales Revenue - Total sales related to bulk wine over 12 month period		
Average - Average price per gallon of wine sold over 12 month period		
Direct Sales - Percentage sold direct to consumer or through tasting room		
Wholesale - To distributors or restaurants		
Total		
Current Inventory		
Cases Held - wine held at winery or in storage <i>(Please enter the number of cases.)</i>		
Bulk wine to be bottled - still in tank or barrel but to be bottled <i>(Please enter the number of gallons.)</i>		
Bulk wine to be sold as bulk & not bottled <i>(Please enter the number of gallons.)</i>		
Anticipated harvest in coming year (2012) <i>(Please enter the number of gallons.)</i>		
Total Sales and Revenue		
Total wine sales - (from above)		
Grape sales		
Custom crush fees		
Wine storage fees collected		
Restaurant sales		
Lodging		
Special events fees collected		
Other		
Total Annual Gross Receipts		



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OPERATIONS	
Winemaker	
Name of person	
Years of experience	
Custom crush and other services	
Do you custom crush for others? <i>(Yes / No)</i>	
Number of custom crush clients	
Estimated volume of wine custom crushed annually <i>(Please enter the number of gallons.)</i>	
Do you bottle wine for others? <i>(Yes / No)</i>	
Do you provide storage for others? <i>(Yes / No)</i>	
<i>Please provide a copy of your custom crush contract</i>	
Do you utilize a custom crush for your own production? <i>(Yes/No)</i>	
Name of facility utilized	
Tasting room	
Is tasting room open to the public? <i>(Yes / No)</i>	
Is tasting room by appointment only? <i>(Yes / No)</i>	
Number of visitors annually	
Staff trained in serving alcohol through TIPS or similar program? <i>(Yes / No)</i>	
Do you conduct tours of the winery? <i>(Yes / No)</i>	
Special events	
Total number of winery events annually (dinners, parties, etc.)	
Average number of attendees	
Number of events with greater than 250 guests	
Please provide details: number of guests, type of event and brief description	
Do you rent or lease your facility to others? <i>(Yes / No)</i>	
Number of weddings	
<i>Please provide a copy of your facility rental contract</i>	
Vineyard and vineyard management	
Number of acres owned	
Number of acres under vine	
Number of acres leased	
Do you farm for others? <i>(Yes / No)</i>	
Do you utilize a vineyard manager? <i>(Yes / No)</i>	



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PROPERTY		Current	Next Year
Wine Leakage and Contamination			
Maximum leakage exposure for any one vessel			
Maximum value per gallon			
In Transit			
What is value of your largest shipment? <i>(Please enter the total dollar value.)</i>			
How many shipments per year are there at the peak value shown above?			
Other			
Do you have plans for construction on you premises? <i>(Yes / No)</i>			
Are there solar panels and /or electricity generating windmills? <i>(Yes / No)</i>			
If yes, please provide: number of control panels and size in KWH per control panel.			
Remarks			

PROTECTIONS				
Location Number	Type of on-site water source	Acre ft/gallons	Hydrant	Fire pump