

**NAPA VALLEY VINTNERS**  
**Membership Categories**

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There are three (3) categories of membership: General, Sustaining, and Honorary.

**General Membership**

- (1) General membership in the association is extended to any brand owner that produces and bottles, in Napa County, a Napa Valley appellation table wine, dessert wine, sparkling wine or distillate of wine that is sold commercially (meaning the wine must be in general release a minimum of 6 months prior to application; at least 20 percent of the wine must be commercially sold; and gross sales must be at least \$12,000).
- (2) By virtue of membership, each general member subscribes to the mission statement and goals of the association.
- (3) Each member shall participate in the association by, at minimum, annually donating one auction lot to either the Auction Napa Valley or Premiere Napa Valley, and paying monthly membership dues.

A winery that is eligible for general membership shall be admitted to membership upon the completion of an application and favorable vote of a majority of the Board of Directors.

**Sustaining Membership**

Sustaining membership is extended to any former representative of a general member, provided application is made within 90 days following the last day of service as a representative member. Such membership shall terminate when the member is employed by, or makes an active investment in, another winery. Each sustaining member shall have the right to participate in the transaction of business and membership meetings, but shall not be entitled to vote or to hold office, provided that any present Officer or Director shall continue in office for the remainder of the term.

**Honorary Membership**

Honorary membership may be extended to any individual the Board determines to have significantly contributed to the benefit of the Napa Valley wine industry and is deserving of honorary membership. Each honorary member shall have the right to participate in the transaction of business and membership meetings, but shall not be entitled to vote or to hold office, provided that any present Officer or Director shall continue in office for the remainder of the term.

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## **Membership Dues**

### **General Membership Dues**

There is a one-time initiation fee (due with the application) as follows:

- \$500.00 – for wineries producing less than 5,000 cases
- \$1,000.00 – for wineries producing 5,000 to 9,999 cases
- \$1,500.00 – for wineries producing 10,000 cases or more

General membership dues are based on the sum of a **Fixed Component + Variable Component**. The **Fixed Component** is calculated from a winery's case production. The **Variable Component** is calculated from a winery's sales.

#### *Fixed Component*

Each winery member producing:

- Less than 5,000 cases pays \$1,200/year Fixed Component.
- Between 5,000 to 9,999 cases pays \$1,800/year Fixed Component.
- 10,000 cases and over pays \$2,400/year Fixed Component.

#### *Variable Component*

The variable component is tied to sales. Sales include revenues from all wines bottled in Napa County under labels owned by the winery. Second labels are included, but bottling of private labels not owned by the member is not included. Sales for sparkling wine are reduced by an increment of sparkling wine federal taxes over table wine sales, if taxes are included in the revenue.

Each bonded winery pays a Variable Component calculated by multiplying sales x 0.00055

Example: \$1 million in sales = \$550.00

#### *Overall Cap*

There is an overall cap of \$44,900 per member winery per year.

#### *Invoicing*

Remit the initiation fee only with your application. Dues are invoiced separately, on a monthly basis.

### **Sustaining Members**

Sustaining Members pay \$420.00/year.