



Grower Program

July 15, 2020

Grower Support Program: 2020

Since 1993 Napa Wine Company has specialized in custom crushing operations for several clients ranging in size from 250 cases to over 100,000 cases. Many of the wines made here have garnered critical acclaim in respected publications such as Wine Spectator, Wine Advocate and Wine Enthusiast. Some producers, including several who became known as “cult” wineries, went on to build their own wineries. This program is designed to help our fellow growers weather a challenging time; something we’ve done before.

All growers participating in NWC grower program must have a Type 29 license. NWC compliance will have “kits” prepared to help streamline the application process for flat fee of \$250. The Type 29 ABC fee is \$1000 and annual renewal rate is \$115.

White Grapes:

Napa Wine Company will provide custom crush and winemaking services until July 31, 2021, assist in the sale of the wine and facilitate the sale transaction. Fees for such services will be based on Napa Wine Company’s standard contracts for services which are based upon lot sizes and a cafeteria plan of processes. Lots are determined by tank sizes.

For this program, white wine processes will include:

Crushing, pressing, yeast additions, 2 nutrient additions, tank storage for 8 months, 2 rackings, 2 additions to 2 tanks and outbound shipping.

Terms will be as follows:

20% of Crush fee will be paid by 12/15/2020

Remainder of crush fee and all service fees to be paid by 7/31/2021 or when proceeds are received when bulk wine is sold, whichever is sooner.

If wine is not sold by 7/31/21, wine must be removed, or a new full-service contract will be created.

Red Grapes:

Napa Wine Company will provide custom crush and winemaking services until July 31, 2022, assist in the sale of the wine and facilitate the sale transaction. Fees for such services will be based on Napa Wine Company’s standard contracts for services which are based upon lot sizes and a cafeteria plan of processes.

For this program, Red wine processes will include:

Crushing, pressing, yeast additions, 2 nutrient additions, malolactic bacteria addition, tank storage for 8 months, 2 rackings, 2 additions to 2 tanks, fill barrels, store and top barrels for 12 months, 2 barrel additions and outbound shipping.

Terms will be as follows:

20% of Crush fee will be paid by 12/15/2020

Remainder of crush fees to be paid by 7/31/2021

Remainder of full service of fees will be paid by 7/31/2022 or when proceeds are received when bulk wine is sold, whichever is sooner.

If wine is not sold by 7/31/22, wine must be removed, or a new contract can be created.

Additional notes:

Wine brokers will be used to assist in the sale and will be paid from the proceeds.

Napa Wine Company will be the seller of record, receive the proceeds and disperse the funds accordingly.

The above processes are for Minimum lot sizes of 20 tons. Lots smaller than 20 tons must be moved to barrels after pressing.

Grower provides own barrels and 4-barrel racks.

Existing clients do not qualify nor do winery owners with vineyards.

For further information and pricing, please contact:

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