

Iowa Wine Production

By Craig Tordsen, Iowa State University, Feb. 2011

Native Wine Ending Inventory & Number of Wineries									
Winery Size in Gallons of Ending Inventory	Dec-08			Dec-09			Dec-10		
	# of Wineries	Ending Inventory by Winery Size	%	# of Wineries	Ending Inventory by Winery Size	%	# of Wineries	Ending Inventory by Winery Size	%
No Inventory	9	0	0%	7	0	0%	18	0	0%
1 to 5,000	43	71,536	19%	45	65,177	16%	48	79,851	19%
5,000 to 10,000	12	89,315	23%	16	107,162	27%	18	129,017	31%
Over 10,000	11	220,836	58%	12	229,002	57%	11	201,433	49%
Total	75	381,687	100%	80	401,341	100%	95	410,301	100%

The December 2010 ending inventory of native produced wine in Iowa is 410,301 gallons from 95 wineries up from 401,341 gallons from 80 wineries on December 2009 and 381,687 gallons from 73 wineries on December 2008.

Native Wine Production & Sales						
	Dec-08		(In Gallons) Dec-09		Dec-10	
	Production	283,023		273,211		283,202
Sales at Retail	103,314	57.9%	108,694	50.9%	102,904	44.6%
Sold to an Iowa Licensed Wholesaler	3,316	1.9%	5,074	2.4%	5,770	2.5%
Sold At Wholesale	71,784	40.2%	99,717	46.7%	122,305	53.0%
Total Sales	178,414	100.0%	213,485	100.0%	230,979	100.0%

Total wine production over the last year ending 12/2010 is 283,202 gallons up from 273,211 gallons the year ending 12/2009 and 283,023 gallons the year ending 12/2008.

Wine sales for the year ending 12/2010 was 230,979 gallons up from 213,485 gallons for the year ending 12/2009 and 178,414 gallons for the year ending 12/2008. The percentage of wine sold in the winery at retail is down to 44.6 percent from 57.9 percent for the year ending 12/2008. The wine sold by the winery at wholesale directly to retail outlets like grocery stores has increased to 53.0 percent up from 40.2 percent for the period ending 12/2008. Wine sold to a licensed wholesaler (distributor) is at 2.5 percent as of 12/2010 up from 1.9 percent for the period ending 12/2008.

Iowa Tax Paid on Native Wine Sold Outside of the Winery			
	Year Ending 12/2008	Year Ending 12/2009	Year Ending 12/2010
Gallons of Wine Sold to Retail Stores outside of the Winery	71,784	99,718	122,305
Gallons of Wine Sold to Licensed Wholesalers	3,316	5,075	5,770
Total Wine Sold Subject to Iowa Wine Tax	75,100	104,793	128,075
Wine Taxes Paid to the State @ \$1.75/g	\$131,425	\$183,388	\$224,131

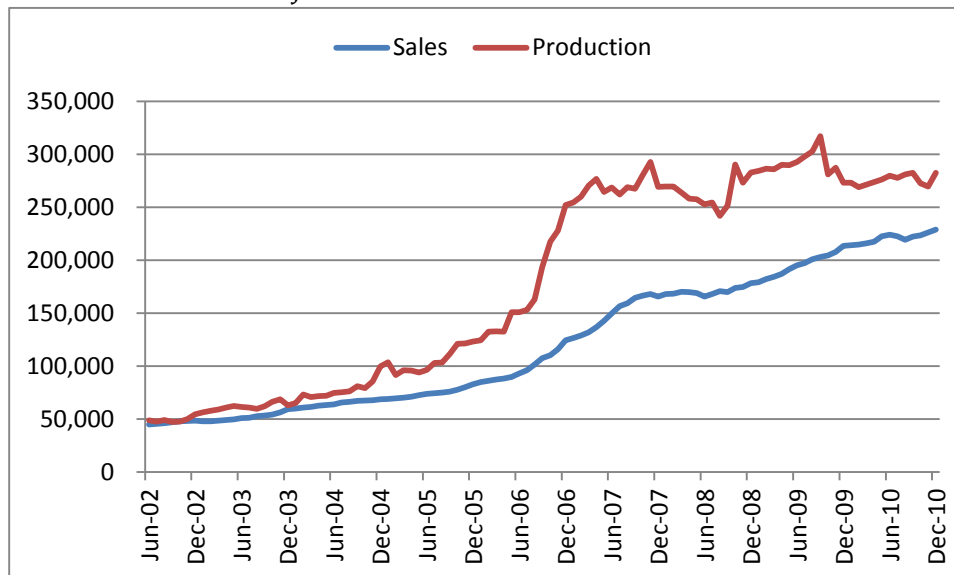
The Iowa Native Wine tax paid to the State of Iowa in the year ending 12/2010 was \$224,131 up from \$183,388 for 2009 and \$131,425 in 2008.

Native wine sales averaged 19,229 gallons a month for the year ending 12/2010, up from 17,790 gallons in 2009 and 14,868 gallons in 2008.

Iowa's purchased 3,737,043 gallons of wine from wholesale and 283,202 gallons from native Iowa wineries for the year ending 12-31-2010. Iowa wineries provided 7 percent of the total sold. Iowa's population is 3,023,000 as of July 2010 and consumes about 1.33 gallons of wine per person. The US average is 2.45 gallons. ⁽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 & Sales
12 Month Running Average
June 2002 to December 2010



**Iowa Native Winery Production and Sales Report for Years ending
12/31/2004 to 12/31/2010**

Source: Craig Tordsen, Program Manager, ISU Value Added Agriculture Program; Data Source: State of Iowa Alcoholic Beverages Division

Revised 2/22/2011

	Dec-04	% Change	Dec-05	% Change	Dec-06	% Change	Dec-07	% Change	Dec-08	% Change	Dec-09	% Change	Dec-10
1. Gallons of wine on hand at beginning of year.	47,114	72.8%	81,406	60.6%	130,737	83.2%	239,487	29.1%	309,064	23.5%	381,687	5.1%	401,341
2. Gallons of wine produced during the year.	98,903	24.2%	122,852	105.2%	252,061	6.8%	269,103	5.2%	283,023	-3.5%	273,211	3.7%	283,202
3. Received in bond	13,385	125.5%	30,177	-53.6%	13,998	-78.4%	3,024	57.7%	4,768	-6.9%	4,440	100.0%	8,880
4. Gallons of wine sold retail at wineries.	51,348	16.7%	59,911	42.7%	85,513	23.5%	105,608	-2.2%	103,314	5.7%	109,189	-5.8%	102,904
5. Tax exempt adjustments:													
(a) SAMPLES (on premise consumers only)	2,105	42.5%	3,000	64.8%	4,943	54.7%	7,645	9.0%	8,335	23.0%	10,253	-2.4%	10,004
(b) BREAKAGE	198	-50.5%	98	441.8%	531	-28.6%	379	28.2%	486	230.0%	1,604	-21.4%	1,260
(c) SPILLAGE	1,103	183.1%	3,123	47.3%	4,601	102.1%	9,297	-6.9%	8,652	14.2%	9,880	15.0%	11,362
(d) SPOILAGE	364	531.0%	2,297	-30.0%	1,608	33.8%	2,152	75.4%	3,774	32.0%	4,983	-61.3%	1,927
(e) DESTROYED	871	107.3%	1,806	394.4%	8,928	4.5%	9,332	22.6%	11,444	6.9%	12,238	19.8%	14,656
(f) SOLD TO IOWA LICENSED DISTRIBUTOR	79	-100.0%	0	#DIV/0!	98	0.0%	5,690	-41.7%	3,316	53.0%	5,074	13.7%	5,770
TOTAL GALLONS TAX EXEMPT	4,720	118.7%	10,324	100.6%	20,709	66.6%	34,495	4.4%	36,007	22.3%	44,032	2.2%	44,979
6. Transferred out in bond.	4,225	134.6%	9,913	13.2%	11,221	-47.3%	5,908	-63.4%	2,160	29.6%	2,799	285.7%	10,795
7. Gallons used by family.	371	82.2%	676	51.6%	1,025	132.1%	2,379	-20.0%	1,903	7.9%	2,054	4.1%	2,139
8. Gallons of wine available for wholesale	98,738	55.6%	153,611	81.2%	278,328	30.5%	363,224	24.8%	453,471	10.5%	501,264	6.3%	532,606
9. Gallons of wine sold wholesale to retailers	17,332	32.0%	22,874	69.8%	38,841	39.4%	54,160	32.5%	71,784	39.2%	99,923	22.4%	122,305
10. Gallons of wine on hand at end of year.	81,406	60.6%	130,737	83.2%	239,487	29.1%	309,064	23.5%	381,687	5.1%	401,341	2.2%	410,301
11. Tax Paid ((5f +9) x \$1.75)	\$30,469	31.4%	\$40,030	70.2%	\$68,143	53.7%	\$104,738	25.5%	\$131,425	39.8%	\$183,745	22.0%	\$224,131
Total Gallons Sold (9 + 16 + 21)	68,759	20.4%	82,785	50.3%	124,452	32.9%	165,458	7.8%	178,414	20.0%	214,186	7.8%	230,979
Estimated Value of Year End Inventory @ \$60/gallon	\$4,884,360	60.6%	\$7,844,220	83.2%	\$14,369,220	29.1%	\$18,543,840	23.5%	\$22,901,220	5.1%	\$24,080,460	2.2%	\$24,618,060

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

The list below is the 95 licensed Iowa Native Wineries as of 12/31/2010.

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	DONNELSON	(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
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	KANAWHA	(641) 732-3406
Old Windmill Cellars	Shellsburg	(319) 436-2407
PARK FARM	BANKSTON	(563) 557-3727
PENOACH WINERY	ADEL	(515) 993-4374
PRAIRIE CROSSING VINEYARD AND WINERY	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
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