

# PEAY VINEYARDS

FALL 2004

Issue 4



Hello from the Sonoma Coast. We have been a little overwhelmed with all of the positive support and feedback from our customers over the past year. [Thank you for contacting us](#); please continue to ask us questions and share your experiences. And if you find yourself way up in the northwest corner of Sonoma County, stop by for a visit. By the next release we just might have a state-of-the-art, gravity-flow winery for you to check out. In the meantime, this newsletter offers the second vintage of Peay Vineyards Syrah. As you may know, we only make wine from grapes grown on our estate vineyard four miles inland from the Pacific Ocean in the cool north-western corner of the “true” Sonoma Coast. In 2002 we increased our Syrah

production from 2001 by 500%! Yes, a few more acres came into our production and we have a sea of 436 cases of Syrah to share with you.

The 2002 Syrah is made from the three clones of Syrah planted in 1998. The majority of the grapes come from the famous Estrella selection sourced, according to the proverbial grapevine, from the esteemed Chapoutier estate. Vanessa discusses the pedigree of this selection briefly in her article on page 2. These grapes are located on the eastern and western sides of the saddle in the picture above. They withstand the afternoon winds and soak up any available sun on our cool, coastal vineyard. Thus far, the wine has revealed more of the high tone fruit flavors—plum and blackberry—common to California Syrah that complement the other two clones in the blend very well.

The second lot comes from a selection of Syrah from Cote Rôtie sourced from John Alban of Alban Vineyards in the Edna Valley. These grapes are planted on a southeast-facing portion of the vineyard in Block 4. Tucked away from the afternoon wind, this section warms up during the day but cools down significantly in the evening due to the effects of the maritime air and fog that shoot up the Wheatfield Fork of the Gualala River. The Cote Rôtie contributes some of the darker fruit, pepper, leather and earth elements to the final blend. We have less than one acre of this selection but it has made very interesting wine so far.

The final lot comes from Block 1A located on the left side of the photo above facing south east. This lot is planted to UCD Clone 1, one of the most common Syrah clones planted in California. The clone was sourced from Australia and cleaned up by UC Davis to eliminate viruses. In our cool-climate vineyard it expresses interesting notes of currants, chocolate, anise, and forest floor that contribute depth and richness to the blend.

As a whole, the 2002 Syrah expresses elegant fruit aromas of rich black cherry, blackberry, plum and guava framed with accents of hickory bacon, white pepper, tobacco, sanguine and chocolate. The rich, dark fruit flavors extend elegantly across the palate picking up slight spice notes of clove and nutmeg. The mid-palate deepens with flavors of leather, pastis and plum. Velvety, soft tannins fill the mid and round out the end palate. We suggest a 30-45 minute decant. The wine drinks well now but you will be rewarded by cellaring for an additional 5-7 years.

The 2002 Syrah was destemmed and fermented, whole berry, into one- and three-ton open-top fermentors. It underwent a three-day cold soak followed by a 14-21 day fermentation. The wine was aged in 31% new Remond, Cadus and François Frères French oak barrels for 15 months.

In future vintages we may begin to add exciting new clones of Syrah to the blend from blocks planted in 2001 and 2002: 470; a secret suitcase clone, shh; and 174. Whichever clonal selections end up in the final blend, it is our goal to make Syrah that expresses the terroir of our vineyard. You will not find over-manipulation of the wine through heavy use of new oak, over-extracted syrupy flavors from overripe fruit, or intrusive winemaking of any nature. This is the style of wine we enjoy drinking and that we think pairs well with food; we hope you agree.





# Winemakers Gone Wild!

- Winemaker Vanessa Wong

It was spring break of my last year in college (let's just say sometime in the beginning of the previous decade). While most pleasure-seeking youngsters of my day were angling at ways to get themselves down to Cancun or Ft. Lauderdale for some serious MTV-style merrymaking, me and some fellow winemaking students at University were embarking on a journey of enological proportions. We were going to spend our spring break camping and making our way down the coast of California in search of Rhône variety growers and wine producers: RhôneQuest!

This was before there was a "Rhône Rangers" or Hospices du Rhône (or even its previous incarnation, the Viognier Guild) for Rhône enthusiasts like ourselves to convene and enjoy these types of wines. So we had to form our own band of "Rhône-heads" so to speak and seek knowledge from the sources themselves in their native habitat. We had already been on a few mini-trips to check out the early efforts of wineries like McDowell Valley, Edmunds St. John and Joseph Phelps, sort of the Mesozoic-era producers of California Syrah and Viognier. I was struck by how much it felt like we were Bilbo Baggins and company when we trooped around the ancient, hobbit-like Syrah vines at McDowell Valley Vineyards with John Beuchenstein. I remember standing around and peering down at the five dozen baby vine plants of Bill Easton's special (read suitcase) clone of Roussanne and feeling we were on the edge of something big. We got a sense of where Rhône varieties had been and where they were headed in California. We wanted to know more.

With our cars loaded up with camping gear and the necessary provisions: cases of good wine and bags of good coffee (this was before the proliferation of Peet's & Starbucks), we headed south. Our traveling band consisted of: me; Steve, the engineer turned business consultant, turned enology student and now presumably back to business consultant; Todd, who is currently my barrel purveyor; Oriol, an affable Catalan winemaker; and Jean-Louis, not merely a Rhône-head like the rest of us, but the real deal, making Syrah and Marsanne/Roussanne in Hermitage as his family had done for the last 500 years. It was with these guys that I would endure cramped tent conditions, arguments about how much Grateful Dead should be allowed to be played en route, loud bilingual sleep-talking, and lively debates about wine, food and everything for a week.

Our first stop: Bonny Doon. Going to Bonny Doon was like visiting Willy Wonka's chocolate factory. There were so many things to taste from the zingy Pacific Rim Riesling to the sticky, aromatic Vin de Glacière. We were being pleasantly distracted by the exotic aromas of a framboise eau de vie distillation in progress when we realized that we were on RhôneQuest and had to stay focussed and on task! Not only did we taste some artfully blended and very expressive new interpretations of these Rhône variety wines, but we also learned that wine bottles could wear hats like the Le Sophiste Roussanne and, furthermore, that we would never come up with wine names as clever as Cigare Volant or Old Telegram. Rhône-style wines were still new-ish to California and Bonny Doon's Randall Graham took a blank slate approach to packaging and marketing them.

Next stop: Calera Wine Company. As with most people, one usually thinks of Pinot noir when considering Calera, Josh Jensen and the Heartbreak Grape, but Calera, however, is one of California's oldest producers of Viognier. After driving to what we thought was the end of the earth, we arrived at a place not even close to the dot on the map called Hollister which was the winery's address. At this remote, lonely place resembling a post-apocalyptic bomb shelter we went through their line-up of Pinot noirs because we were, after all, at Calera. At last we tasted their Viognier which proved to be intensely aromatic and perfumed, yet strangely singular and moody. It seemed to reflect how solitary this place was. We were so far away from the hubbub of the Napa Valley and the wine seemed to reflect this unique and fierce origin. Its aroma and flavor were so different, hinting at the struggle of its vinification in a seeming continuation of the exertion the vines had made to produce this exotic fruit. It made me contemplate the necessarily remote locales where people end up choosing to live in order to grow grapes of such intensity.

We continued southward and stopped in on Chuck Ortman at Meridian in Paso Robles. We came to pay homage to the famed Estrella River Vineyard from whence much of the Syrah plant material in California comes, the great mother block of today's Syrah vineyards in the state. As the story goes, it is this vineyard that Gary Eberle in 1977 planted with vine stock

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# Where'd the Water Go?

(or how deep is that bucket anyway?)

- Winegrower Nick Peay

Gazing at my Carte Géologique de l'Hermitage, with its rainbow of hues signifying 12 soil types organized into three main epochal groups, I marvel at the adaptability of Syrah, its chameleon-like ability to express a delicious range of flavors. Hermitage is unusual due to the variety of her soils, an accident of geology and history. In the course of its southward progress, the Rhône River makes an eastward jog, creating one of the few southward facing hillsides along the northern length of the river. Hence, vintners of yore were blessed with reliable ripening, yet a variety of Syrah expression due to the varied soil on the slope of the hill. This became evident to me a few years back when I tasted through seven of the lieux-dits with Jean-Louis Chave. What is it about soil that may effect the vine and resulting wine in Hermitage as well as in my vineyard?

Just now when I look down the spine of the hill at our block two Syrah, the far end of the rows cresting on higher ground offer me insight for an explanation. I wonder what on earth is going on in the soil, say, five to ten feet down, that causes the vines on the end to still show relatively unchecked vegetative vigor while the rest of the block is filled with more sensibly minded, just-thinking about-starting-veraison siblings. For the sensible vines, shoot elongation has stopped. Tendrils are drying up and falling off in a progression from shoot base to shoot tip. The shoots are becoming woody - turning from green to brown - in the same direction as the tendril desiccation. Fruit flavor ripening is in full swing. Why are these hilltop vines still growing when they've been given the same amount of water up to this point (none) and are in similar soils? I find little sections like this in the various blocks of Syrah, though they by no means constitute a significant portion of the vineyard. I begin watering by the onset of veraison and to accommodate the few unruly vines still in a state of vegetative growth, I resort to plumbing around them, bypassing them altogether, resulting in the first truly dry-farmed vines on this property. Is this a problem? What is going on here and what does this tell me about soil and wine quality?

One main difference between Hermitage and Peay Vineyards is summer rainfall. While we had some lingering bouts of spring showers this year, and on occasion receive autumn previews of the winter to come (usually a special delivery of the "pineapple express"), we really don't get any summer rainfall. Hermitage, however, receives a few inches in each month of June, July, and August. In years when the usually reliable summer rainfall fails to show up for a month or two (2003 and 1997, if I remember correctly), a bit of hand wringing is all that French law allows as plant growth and fruit maturation will halt and, if prolonged, the berries will begin to shrivel. This, though, is the most dire of pictures, since the old age of much of the Hermitage vines buffers against short periods of drought by providing a pool of resources to mitigate the conditions, at least for a short period of time.

Further assistance to dry-farmed vines can come from a permanent aquifer for the roots to draw upon; a water table some distance beneath the surface of the soil that the roots can access. Les Gréffieux and Les Diognières, the bottom two lieux-dits of Hermitage, grow upon recent alluvial soils and consist of deeper soils much closer in elevation to the river, close enough that the ever-searching roots (which can grow downwards over twenty feet) might be able to access a permanently wet soil horizon. Over eons, rivers cut into the earth leaving alluvial benchland perched along sides of river valleys. Some of the best dry-farmed old Zinfandel is planted in the Dry Creek and Russian River Valleys on this benchland. In the flatlands south of Windsor, water wells need only be twenty feet deep. Older benches can be perched above the water table so high that dry farming is not possible. Being alluvial, they are easily penetrated by vine roots but for the same reason, are extremely well-draining.

Water holding capacity then is another factor to consider. Some of the first noteworthy plantings of Pinot noir in the Red Hills of Oregon's Willamette Valley were and are still dry-farmed. These "Jory" soils are basaltic, roughly nine feet deep, and can hang on to the water from the heavy winter rains to such an extent that the happy plant with its verdant growth has a hard time getting the signal that it's time to start veraison, to switch over from green growth to fruit ripening. Meanwhile, neighbors planted on "Willakenzie" soils, or Jory soils of only two feet in depth (the Eola Hills), find their vines making the transition to ripening earlier, and some growers are discovering the benefits, sometimes with the gentle prodding of wine

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## Winemakers Gone Wild!, continued from page 2

from the northern Rhône which came to him by way of Australia. This vine stock is one of the clonal selections that we planted at our vineyard. It is sad to know that the original vineyard has been torn out, but the vine legacy lives on in vineyards like our own. Leaving Meridian, we wandered over to the west side of Highway 101 in an effort to find the future site of the Tablas Creek Vineyard, a joint venture between Châteauneuf du Pape's Château Beaucastel and importer Robert Haas. The vineyard had not yet been planted but we wanted to see the beginnings of this great collaboration anyway. It was a pretty exciting time for us Rhôneheads.

From there, we headed straight south to meet Bob Lindquist of Qupé in the Santa Maria Valley. Lindquist received our motley crew so amiably, he reminded me of a favorite uncle: the nice and fun uncle that would spend the whole afternoon showing you what he does because you expressed interest and because he so loved his occupation he wanted to share it with you. At this minimalist winery, we experienced wines of such expressiveness and quality that they conveyed the very *joie de vivre*, passion and camaraderie so much in evidence at Qupé. After our visit to the winery, we jumped the gate at the Bien Nacido Vineyard, Bob's neighbor and fruit source for his landmark expression of Estrella clone Syrah, and ran around to look at the vines. We were told that there was a new hillside block planted, Block Z, and we had to see it. Wine-makers gone wild! I still see Bob Lindquist at wine tasting events and go up to him and say, "Hi, remember me?" When I remind him of our traveling group, he looks up, scratches his chin and answers slowly, "Oh yeah..."

The last stop on our spring break RhôneQuest was to visit the Tolmachs at Ojai Winery. I was spellbound meeting this husband and wife team who not only made wine together but also grew their own grapes. I fell in love with the place, the winery, the wines, the people, their life, the whole shebang! Now, I was not one to be romantic about working in the wine industry. I had worked enough vintages to know that winery work was pretty unglamorous and grueling at times, but at this moment I was utterly enchanted. I had not thought specifically about what my future winemaking career would be but at that moment I knew I wanted to make winemaking a life just as these folks had done. Their approach seemed so integrated and focussed, yet uncomplicated and pure, just like their wines.

It was an invaluable experience for me to meet some of the early pioneers of the California Rhône movement. In talking with these people who were exploring the frontiers of these new wine types and grape growing regions, my cohorts and I had a grand adventure. We gained valuable insight into what inspired these pioneers, what was their vision, and were fortunate to be able to taste the expression of that vision. It was truly an inspiration to all of us and we had a great time spending it with people who were happy about sharing their enthusiasm with us. It would not be the last adventure for us on RhôneQuest, however, for we convened that following summer for RhôneQuest II: France. But that's another story.

## Where'd the Water Go?, continued from page 3

makers, of drip irrigation. The basalt of the Red Hills, the limestone of the Côte D'Or, and to some extent, the sandstone at the deeper depths of our Ohlson Ranch soil series all have hydrophilic properties, an affinity which allows them to hold onto water longer. In all three cases, however, the soils are elevated causing gravity to pull the water deeper and away at rates varying with the soils' relative affinities, forcing the roots to chase the water deeper.

Before we planted our vines, we dug a dozen backhoe pits to perform soil analysis and visually assay the soil horizons. Because of the way the soil was deposited during the Pliocene epoch before being uplifted, we found great homogeneity between pits: fine silty sandy loam, with a varying degree of clay – 15 to 25%, underlain by more compacted material which became a relatively dense sandstone. This sandstone layer is usually four or five feet deep, but occasionally only three feet deep. In some cases we found fractures in the sandstone, some lined with iron, indicating water, and it is at these locations that I now see those Syrah vines that lag behind their siblings in making the transition from vegetative growth to ripening.

If that sandstone proves to be impenetrable for any of my vines, I will need to water them in August for the duration of their lives. This idea was represented to me once as growing grapes in a bucket – the bottom of the bucket being the bottom of your rooting zone. The nutrient content and water retention characteristics of that bucket are what the earth provides and I, the farmer, supply anything else that is needed. The slow steady drainage of the moisture from our winter rain-saturated soils coincides nicely with the seasonal growth phases of our vines. Spring growth is vigorous, early summer sees a slowing and by veraison vegetative growth is over. I suspect that over time, the roots will exploit tiny fissures

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## 2002 Vintage Notes

The weather was generally quite good to us in 2002. On the whole, 2002 was no warmer than 2001, but there were more heat spikes. In 2002, budbreak occurred during the normal period in mid-March with no late frost event as we experienced in 2001. Flowering took place at the end of May and beginning of June with no challenging weather (excessively cold, wet or windy) to disturb crop set. The resulting full set required that we drop crop three times throughout the growing season: once immediately following set, once more after the berries had swollen to close up the clusters, and a little more following veraison, eliminating the clusters that did not color at the same time as the others.

September was cool with two weeks of fog in the middle of the month. This caused a little hand wringing due to fears, thankfully unwarranted, of mildew. Instead, it offered perfect, slow-ripening weather for the fruit to gain complexity and concentration.

We picked the Syrah in two passes in the second and third weeks of October.

## Where'd the Water Go? from page 4

and burrow into the sandstone, accessing a little more moisture, and reducing the amount of post-veraison irrigation water necessary.

Studies of water stress and resulting wine quality indicate that some stress is a good thing and that the timing of the stress is important. Therefore, the timing of the draining away of winter water is a key element for quality grape growing, and dry-farmed grapes that see too much water will never produce as interesting fruit (and wine). On the other hand, if there is too little or no water the vine will crash and the fruit will desiccate without truly ripening.

Our few unruly vines catch up and appear much the same as their siblings by harvest, albeit with larger clusters, due to the delay in the stress timing. We may find ourselves culling that fruit, fermenting it separately to evaluate it, and ultimately, eliminating those vines. Perhaps they should return to being patches of wild irises?

## A Favorite Recipe to Accompany Syrah

What is it about lamb and Syrah? The sweet game flavors of lamb seem to fit perfectly with Syrah's blood, leather, pepper, blue/blackberry, Provençal herb, and earth characteristics. It creates a visceral reaction in us. We want to eat rack of lamb popsicles at every meal. Or a plate of succulent little chops. Or, a butterflied shoulder, we are not picky.

This recipe comes from Paula Wolfert's new cookbook, [The Slow Mediterranean Kitchen](#). Andy prepared this dish for the first time last New Year's Eve for 40 people; a delightful way to start and end an evening. The picada contributes flavors that elevate the dish to a new realm of complexity and pleasure. It is simply wonderful.

### Braised Lamb Shanks with Almond-Chocolate Picada

#### Ingredients:

1 bottle of full-bodied red wine  
2 carrots, coarsely chopped  
1 onion, thickly sliced  
1 large leek, halved lengthwise and thickly sliced  
1 head of garlic, halved  
1 lemon, quartered  
1/2 cup drained, chopped canned plum tomatoes  
1 tablespoon thyme  
1 tablespoon oregano  
1/2 teaspoon cracked black peppercorn  
2 bay leaves  
5 pounds lamb shanks (1 per person)  
Salt and pepper to taste  
3 tablespoons olive oil  
2 tablespoons white wine  
Chopped parsley for garnish  
Halved cherry tomatoes for garnish

#### To Prepare:

1. In a large saucepan, boil the wine until reduced to 2 cups. Add the carrots, onion, leek, halved garlic head, lemon, plum tomatoes, thyme, oregano, peppercorns, and bay leaves and simmer for 5 minutes. Let the marinade cool completely.
2. Place shanks in plastic bag(s) with the marinade and let sit overnight or as long as time allows.
3. Remove the meat from the marinade and pat dry. Discard the lemon quarters and strain the marinade, reserving the vegetables and the liquid separately.
4. Season the lamb shanks with salt and pepper and brown them on each side in a heavy skillet with olive oil over medium to high heat. Transfer the browned shanks to a cast-iron casserole dish with a lid. Preheat the oven to 250 degrees.

#### For the Picada:

24 blanched almonds  
4 garlic cloves  
2 tablespoons chopped flat leaf parsley  
1 slice stale bread, toasted, crust removed  
1 1/2 teaspoons unsweetened cocoa powder  
1 tablespoon brandy  
2 teaspoons of cooking juice

5. Add the reserved vegetables to the skillet with a tablespoon of oil and cook over medium heat until brown and tender. Squeeze excess oil from the vegetables and add to the casserole dish.

6. Pour off the oil in the skillet. Add 2 tablespoons of white wine to the skillet to remove the browned pieces of lamb and vegetable. Add 2 cups of water and boil until reduced to a syrup. Pour into the casserole dish. Heat the reserved red wine and add to the casserole. Cover the meat and vegetables with a parchment paper placed directly on top.

7. Place the lid on the casserole and cook for 4 1/2 to 5 hours until the meat falls from the bone. Discard the parchment paper and transfer the lamb to an oiled baking dish that will hold all the shanks in one layer. Season the lamb with salt and pepper and cover with foil.

8. Strain the remaining juices from the casserole dish with a fine sieve, pressing hard to extract all liquid. Skim off the fat from the juices and boil over high heat, skimming frequently, until reduced to 2 cups.

9. In the meantime, toast the almonds. In a mortar or food processor, grind the almonds and garlic to a coarse paste. Add the parsley, toast, cocoa, brandy and 2 tablespoons of cooking juices and pound or process until smooth.

10. Scrape the picada into the sauce and cook over medium high heat until the sauce thickens. Correct the seasoning and pour over the lamb and bake for 30 minutes. Be careful it does not become too dry. Garnish with parsley and halved tomatoes for color.

Serves 6



# Peay Vineyards 2004 Fall Release

Wine	Maximum Allocation	# of Bottles	Mailing List Price per Bottle	Total
2002 Syrah, Estate	12		\$44	
			Taxes (see page 8)	
			Shipping (see page 7)	
			<b>Total</b>	

**Want more than the maximum allocation?**

If you would like more than 12 bottles, please indicate below and we will follow up if available. I would like \_\_\_\_ bottles.

**Mailing Address (to confirm records):**

Name \_\_\_\_\_ Street \_\_\_\_\_ City \_\_\_\_\_  
 State \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_ Email \_\_\_\_\_

**Shipping Address (if different than your mailing address) No P.O. Boxes:**

Name \_\_\_\_\_ Street \_\_\_\_\_ City \_\_\_\_\_  
 State \_\_\_\_\_ Zip \_\_\_\_\_ Shipping address phone: \_\_\_\_\_

**What to do.**

Please fill out this order form. See page 7 for shipping rates and options. Please check the taxes table on page 8 even if you do not think you must pay any taxes. Our winery is almost constructed but can not accept mail, yet. In the meantime, please mail or fax the order form to our office in San Francisco. Please be sure the address you provide is able to receive wine in the mail. We can not ship to P.O. Boxes.

**Mail:** Peay Vineyards, 350 Pennsylvania Avenue, San Francisco, CA 94107

**Fax:** 415-647-8430

**Phone:** 415-531-2756 **Email:** andy@peayvineyards.com

We will ship wine once harvest has ended and the weather has cooled in early November. Also, if you live locally and would like to pick up your wine, we will have a pickup day at our new winery location in Cloverdale as well as in San Francisco in November. Please let us know if you will pick up your wine personally by placing a check here \_\_\_\_\_ and Andy will contact you. We will fill orders on a first come first serve basis—so please send us your order before November 1st or we may run out of wine.

**How to Pay?**

We accept checks, money orders, MasterCard and Visa. No corporate credit cards or AMEX, please.

**Name on CC:** \_\_\_\_\_ **CC#:** \_\_\_\_\_ **Exp. Date:** \_\_\_\_\_ **Type:** MC VISA

**Signature:** \_\_\_\_\_ Your card will be charged at the time of your order to reserve allocation.

Our wine can be sold and delivered only to people who are at least 21 years of age. Your signature below represents to us that you are at least 21 (but not a day older). **Signature:** \_\_\_\_\_

Any questions, do not hesitate to contact us. Thank you!



## Shipping

The world of winery direct shipping is ever-changing and fraught with frustration and legal sand traps. To navigate these waters we joined forces with a company that can **legally** ship to **almost** every state in the country. The shipping and handling prices for reciprocal, permit and “three tier” states below are very competitive with any other service—legal or illegal—you will find. Peay Vineyards pays the full cost for purchasing permits in your state, where necessary, as well as paying special state excise taxes—which in states like Virginia, Florida and Georgia are quite high, you can thank Southern Wine & Spirits for that. Certain states also charge additional taxes that you must include in your payment. Please see page 8 for those rates.

If you live in Ohio, please fill out the form included in your envelope and send it to the address at the top of the page. When you have received permission from the State of Ohio, and paid your taxes, please send the approval with your order form. If your state is not on the list below, please consider shipping to a legal state where a friend resides (and he/she can ship it to your residence) or contact Len at: All Ways Cool at 707-545-7450.

We will be shipping the wine to you in November. If you would like to ship UPS 2nd day, rates are included, please indicate that you are shipping 2nd day on your order form. The prices below are not per bottle but for shipping any number of bottles within that range (e.g. if you are buying 5, 6, 7 or 8 bottles of Syrah and you live in CA, then the total for shipping is \$17). Our apologies for the complicated process; any questions, do not hesitate to call.

State	# of Bottles	Rate UPS Ground	Rate UPS 2nd Day
CA*	1-4	\$12	\$16
	5-8	\$17	\$23
	9-12	\$20	\$28
NV, OR	1-4	\$13	\$18
	5-8	\$18	\$26
	9-12	\$22	\$32
CO, ID, NM, WA, WY	1-4	\$13	\$20
	5-8	\$19	\$30
	9-12	\$23	\$36
MT, SD	1-4	\$14	\$23
	5-8	\$22	\$36
	9-12	\$26	\$45
IA, MN, MO, NE, OK, TX	1-4	\$15	\$24
	5-8	\$24	\$38
	9-12	\$30	\$47
DE, IL, KY, LA*, ME, NH, ND*, OH, RI, SC, VT, VA	1-4	\$16	\$25
	5-8	\$27	\$39
	9-12	\$33	\$48
<b>Three tier States*:</b> AZ, CT, DC, FL, GA, IN, MA, MI, NJ, NY, NC, WI	1-4	\$24	NA
	5-8	\$42	NA
	9-12	\$57	NA
AL	1-4	NA	\$33
	5-8	NA	\$46
	9-12	NA	\$54

\* Please see page 8 for applicable taxes.



## Sales and “Extra” Taxes

If you live in California you must pay sales tax. In some special permit states, you must pay a small fee. In three tier states, where direct shipping from wineries is otherwise illegal, you must pay sales tax as well as an “extra” tax rate. The “extra” tax is to pay the wholesaler and retailer in your state their cut—for renting their monopoly or as a return on their lobbying dollar, however you prefer—and since they are selling you the wine (only on paper, they never touch it), the state charges sales tax. This is the convoluted process some savvy lawyers figured out that enables us to send you wine. Without paying those taxes, we can not legally send you wine in a three tier state. The Supreme Court is taking up the case soon, cross your fingers.

State	State Sales Tax	Three Tier & Permit “Extra” Tax	Total Tax
AR	7.15%	6%	13.15%
CA	7.75%		7.75%
CT	6%	5%	11%
DC	7%	5%	12%
FL	6.5%	5%	11.5%
GA	7%	7%	14%
IN	5%	10%	15%
LA	4%	1.5%	5.5%
MA		5%	5%
MI	6%	5%	11%
NJ	6%	4.25%	10.25%
NY	8.75%	3.5%	12.25%
NC	7%	5%	12%
ND	7%	1.5%	8.5%
WI	5.6%	9%	14.6%

