

**Materra, Cunat Premium Vineyards**  
**P15-00071 – MOD**  
**Winery Comparison, Approved Production (50,000 Gallons)**

Name	Bldg Size	Cave Size	Production	Tours/ Tastings	Daily Visitors	Weekly Visitors	Annual Marketing Events	Annual Visitation	Employees	Location	Acres
ALTAMURA WINERY	11,800	3,115	50,000	APPT	0	20	0	1,040	2	Wooden Valley	58.59
BALLENTINE WINERY	7,400	0	50,000	TST APPT	0	10	0	520	4	valley floor	21.12
BUEHLER VINEYARDS	12,187	0	50,000	TST APPT	0	0	0	0	2	hillside	47.76
FOLIE A DEUX	9,700	0	50,000	PUB	50	350	0	18,200	4	valley floor	3
OUTPOST WINES	9,155	0	50,000	APPT	30	180	9	9,685	10	Angwin	37.61
MADONNA ESTATE - MONT ST JOHN CELLARS	15,280	0	50,000	PUB	0	50	0	2,600	6	Carneros	4.37
NIEBAUM COPPOLA ESTATE NIEBAUM LN	30,090	0	50,000	APPT	20	15	41	1,950	8	hillside	78.76
PRIDE MOUNTAIN VINEYARDS	5,400	14,000	50,000	APPT	20	20	49	2,100	5	hillside	22.27
ROBERT KEENAN WINERY	10,006	0	50,000	APPT	35	245	21	13,790	10	hillside	147.39
VILLA ANDRIANA/SUMMERS WINERY	9,068	0	50,000	APPT	12	70	8	3,880	3	valley floor	25.3
BENNETT LANE WINERY	17,550	0	50,000	APPT	32	200	55	12,895	3	valley floor	10
LOKOYA	16,712	0	50,000	APPT	30	70	24	4,360	10	hillside	72.55
HAGAFEN CELLARS	6,800	0	50,000	APPT	25	150	12	8,525	6	valley floor	12.28
ITALICS WINERY	15,880	16,500	50,000	APPT	20	50	8	2,990	2	MST	45.98
BROWN ESTATE VINEYARDS	2,704	6,000	50,000	APPT	2	2	9	324	2	Chiles Valley	130.46
TWO ROCKS WINERY	6,950	20,682	50,000	APPT	6	15	13	1,700	4	hillside	46.66
NORMAN ALUMBAUGH WINERY	21,052	0	50,000	APPT	20	140	8	7,524	3	Pope Valley	80.92
GAMBLE FAMILY VINEYARDS	32,760	0	50,000	APPT	30	300	34	17,010	11	valley floor	11.17
ACCENDO CELLARS	31,085	0	50,000	APPT	32	224	52	13,100	3	valley floor	11.66
DAVID BUSBY WINERY	18,162	0	50,000	NO	0	0	0	0	7	industrial	1.28
SHUTTERS WINERY	9,034	11,600	50,000	APPT	18	40	26	3,080	4	hillside	13.36
LAST RESORT WINERY	9,839	0	50,000	APPT	20	140	12	8,000	3	Pope Valley	55.44
CAIRDEAN WINERY	24,370	16,500	50,000	APPT	25	175	50	10,500	14	hillside	50.31
WOOLLS RANCH WINERY	20,882	0	50,000	APPT	60	350	76	22,840	10	hillside	236.66
<b>AVERAGE CALCULATION</b>	<b>14,744</b>	<b>3,683</b>	<b>50,000</b>		<b>20</b>	<b>117</b>	<b>21</b>	<b>6,942</b>	<b>6</b>		<b>51.04</b>

<b>MEDIAN CALCULATION</b>	<b>11,994</b>	<b>0</b>	<b>50,000</b>		<b>20</b>	<b>70</b>	<b>12</b>	<b>4,120</b>	<b>4</b>		<b>41.80</b>
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<b>MATERRA (APPROVED)</b>	<b>28,558</b>	<b>0</b>	<b>50,000</b>	<b>APPT</b>	<b>18</b>	<b>40</b>	<b>26</b>	<b>3,180</b>	<b>10</b>	<b>valley floor</b>	<b>50</b>
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**Materra, Cunat Premium Vineyards  
P15-00071 – MOD  
Winery Comparison, Proposed Production (70,000 - 90,000 Gallons)**

Name	Bldg Size	Cave Size	Production	Tours/ Tastings	Daily Visitors	Weekly Visitors	Annual Marketing Events	Annual Visitation	Employees	Location	Acres
BEUCANON ESTATE	2,805	0	70,000	NO	0	0	0	0	4	MST	94.23
ZD WINES	22,956	0	70,000	PUB	50	200	6	10,460	10	valley floor	5.75
SILENUS VINTNERS	13,740	0	72,000	APPT	70	490	18	27,160	11	valley floor	10
ST CLEMENT VINEYARDS	6,600	0	72,000	PUB	0	490	0	25,480	13	hillside	3.97
RUDD ESTATE WINERY	9,488	22,000	75,000	APPT	80	250	33	13,702	15	valley floor	9.25
KULETO VILLA VINEYARDS	18,299	0	75,000	APPT	15	0	0	450	3	hillside	105.95
BURGESS NAPA CELLARS	14,500	0	75,000	NO	0	0	0	0	3	valley floor	50.64
COQUEREL FAMILY WINERY	12,741	0	75,000	APPT	25	175	67	11,240	6	valley floor	19.73
LARKMEAD VINEYARDS	18,047	0	75,000	APPT	100	800	51	43,340	25	valley floor	18
FARM COLLECTIVE WINERY	13,865	0	80,000	APPT	30	210	13	12,220	10	industrial	0.15
TWOMEY CELLARS	18,940	0	81,500	PUB	205	530	5	27,700	4	valley floor	17
KENZO WINERY	29,465	25,000	85,000	APPT	25	75	27	5,450	10	hillside	36.13
<b>AVERAGE CALCULATION</b>	<b>15,121</b>	<b>3,917</b>	<b>75,458</b>		<b>50</b>	<b>268</b>	<b>18</b>	<b>14,767</b>	<b>10</b>		<b>30.90</b>
<b>MEDIAN CALCULATION</b>	<b>14,183</b>	<b>0</b>	<b>75,000</b>		<b>28</b>	<b>205</b>	<b>10</b>	<b>11,730</b>	<b>10</b>		<b>17.50</b>
<b>MATERRA (PROPOSED)</b>	<b>28,558</b>	<b>0</b>	<b>85,000</b>	<b>APPT</b>	<b>18</b>	<b>40</b>	<b>26</b>	<b>3,180</b>	<b>10</b>	<b>valley floor</b>	<b>50</b>