

## Vine Cliff Winery

- Wine production started in 1870s
- No variances
- No vineyard removal
- No viewshed issues
- No groundwater issues
- No neighbor issues
- Existing infrastructure adequacy
- Assures survival of NV Heritage Property
- Reinforces commitment to Family-owned wineries

### Vine Cliff Winery

#### "Intensity and Density" of Visitation Summary

Comparison to Approved 50k gpy Wineries

- Parcel Size
  - Range: 9 to 237 acres
  - Avg. = 55 acres
  - Vine Cliff +/-99.6 acres
- Vineyard Acreage
  - Range: 2 to 100 acres
  - o Avg. = <20 acres</p>
  - Vine Cliff = +/-23 acres
- Avg. Annual Visitors per Parcel Acre
  - Range = 0 to 3,666 visitors/acre
  - Avg. = 208 visitors/acre
  - Vine Cliff = 208 visitors/acre (Ranked 19<sup>th</sup> out of 37)

Non-inclusive of Airport Area and Pre-WDO data

### Vine Cliff Winery

# "Intensity and Density" of Visitation Detail Comparison to Approved 45-50k gpy Wineries

| Ranking of 45- 50,000 gpy Wineries Based on Intensity of Use |       |            |                  |                         |               |              |                       |
|--|-------|------------|------------------|-------------------------|---------------|--------------|-----------------------|
|  |       |            |                  |                         | Maximum Total | Maximum      |                       |
|  |       | Annual T&T | Annual Marketing | Number of               | Annual        | Visitors per |                       |
| Name   | Acres | Visitors   | Visitors         | <b>Marketing Events</b> | Visitation    | Parcel Acre  | Location              |
| REFUGE WINERY  | 13.2  | 45,136     | 3,370            | 115                     | 48,506        | 3,666        | Valley Floor          |
| GAMBLE FAMILY VINEYARDS                                      | 11.2  | 15,600     | 1,410            | 34                      | 17,010        | 1,523        | Valley Floor          |
| BENNETT LANE WINERY  | 10.0  | 10,400     | 2,495            | 55                      | 12,895        | 1,290        | Valley Floor          |
| CHATEAU BOSWELL  | 9.0   | 10,920     | 0                | 0                       | 10,920        | 1,213        | Hillside              |
| B CELLARS  | 12.0  | 13,000     | 860              | 16                      | 13,860        | 1,155        | Valley Floor          |
| PIAZZA DEL DOTTO   | 10.0  | 10,400     | 1,146            | 31                      | 11,546        | 1,155        | Valley Floor          |
| DEL DOTTO FAMILY WINERY                                      | 10.0  | 10,400     | 1,146            | 31                      | 11,546        | 1,155        | Valley Floor          |
| WHEELER FARMS WINERY   | 11.7  | 11,648     | 1,452            | 52                      | 13,100        | 1,123        | Valley Floor          |
| HAGAFEN CELLARS  | 12.3  | 7,800      | 725              | 12                      | 8,525         | 694          | Valley Floor          |
| CALISTOGA ARTISAN VILLAGE                                    | 22.0  | 12,480     | 384              | 8                       | 12,864        | 585          | Valley Floor          |
| CEJA VINEYARDS   | 10.0  | 1,176      | 4,485            | 56                      | 5,661         | 566          | Carneros              |
| MEADOWOOD LANE WINERY  | 15.0  | 4,680      | 1,140            | 50                      | 5,820         | 388          | Hillside              |
| ROBERT FOLEY VINEYARDS                                       | 13.0  | 3,120      | 244              | 14                      | 3,364         | 258          | Angwin                |
| OUTPOST WINES  | 37.6  | 9,360      | 325              | 9                       | 9,685         | 258          | Angwin                |
| SHUTTERS WINERY  | 13.4  | 2,080      | 1,000            | 26                      | 3,080         | 231          | Hillside              |
| CAIRDEAN WINERY  | 50.3  | 9,100      | 1,400            | 50                      | 10,500        | 209          | Hillside              |
| VINE CLIFF WINERY (Proposed)                                 | 99.6  | 18,200     | 2,516            | 140                     | 20,716        | 208          | Hillside              |
| LAST RESORT WINERY   | 55.4  | 7,280      | 720              | 12                      | 8,000         | 144          | Pope Valley           |
| REGUSCI WINERY   | 163   | 20,800     | 1,450            | 16                      | 22,250        | 137          | Hillside/Valley Floor |
| CHATEAU POTELLE  | 123.0 | 13,000     | 0                | 0                       | 13,000        | 106          | Urban/City            |
| WOOLLS RANCH WINERY  | 236.7 | 18,200     | 4,640            | 76                      | 22,840        | 97           | Hillside              |
| PRIDE MOUNTAIN VINEYARDS                                     | 22.3  | 1,040      | 1,060            | 49                      | 2,100         | 94           | Hillside              |
| ROBERT KEENAN WINERY   | 147.4 | 12,740     | 1,050            | 21                      | 13,790        | 94           | Hillside              |
| NORMAN ALUMBAUGH WINERY                                      | 80.9  | 7,280      | 244              | 8                       | 7,524         | 93           | Pope Valley           |
| TOM EDDY WINERY  | 15.0  | 1,040      | 309              | 8                       | 1,349         | 90           | Hillside              |
| VINEYARD 29  | 25.0  | 1,560      | 660              | 17                      | 2,220         | 89           | Hillside              |
| NAPA VALLEY RESERVE  | 64.0  | 1,040      | 4,540            | 266                     | 5,580         | 87           | Hillside              |
| ITALICS WINERY   | 46.0  | 2,600      | 390              | 8                       | 2,990         | 65           | MST                   |
| LOKOYA   | 72.6  | 3,640      | 720              | 24                      | 4,360         | 60           | Hillside              |
| TWO ROCKS WINERY   | 46.7  | 780        | 920              | 13                      | 1,700         | 36           | Hillside              |
| NIEBAUM COPPOLA ESTATE NIEBAUM LN                            | 78.8  | 780        | 1,170            | 41                      | 1,950         | 25           | Hillside              |
| BALLENTINE WINERY  | 21.1  | 520        | 0                | 0                       | 520           | 25           | Valley Floor          |
| VINE CLIFF WINERY (Existing)                                 | 99.6  | 400        | 1,916            | 134                     | 2,316         | 23           | Hillside              |
| ALTAMURA WINERY  | 58.6  | 1,040      | 0                | 0                       | 1,040         | 18           | Wooden Valley         |
| BROWN ESTATE VINEYARDS                                       | 130.5 | 104        | 220              | 9                       | 324           | 2            | Chiles Valley         |
| SPRING MOUNTAIN VINEYARDS                                    | 233.0 | 0          | 0                | 0                       | 0             | 0            | Hillside              |
| BUEHLER VINEYARDS  | 47.8  | 0          | 0                | 0                       | 0             | 0            | Hillside              |
|  |       |            |                  |                         |               |              |                       |
| AVERAGE CALCULATION  | 57.5  | 7,820      | 1,192            | 38                      | 9,012         | 458          |                       |
| MEDIAN CALCULATION   | 37.6  | 7,280      | 920              | 17                      | 7,524         | 137          |                       |