Colorado Wine Production and Market Share

based on CO Dept of Revenue figures

Fiscal Years	% Mkt share of	CO liters	All wine Liters	Change in	Change in	Change in	Avg. retail bottle $ comparison CO: $10/750 ml	Nat'l: $7.81 avg 750 ml in	% Mkt share of
91/92	**0.3311%**	91,800	27,729,900				$1,224,000.00	$227,015,448.00	**0.5392%**
92/93	**0.3629%**	101,660	28,015,100	110.74%	101.03%	109.61%	$1,355,466.67	$229,350,285.33	**0.5910%**
93/94	**0.3955%**	117,060	29,596,300	115.15%	105.64%	109.00%	$1,560,800.00	$242,295,042.67	**0.6442%**
94/95	**0.3744%**	113,160	30,224,100	96.67%	102.12%	94.66%	$1,508,800.00	$247,434,632.00	**0.6098%**
95/96	**0.2984%**	99,660	33,402,300	88.07%	110.52%	79.69%	$1,328,800.00	$273,453,496.00	**0.4859%**
96/97	**0.7402%**	250,160	33,796,900	251.01%	101.18%	248.08%	$3,335,466.67	$276,683,954.67	**1.2055%**
97/98	**0.7781%**	255,732	32,866,984	102.23%	97.25%	105.12%	$3,409,760.00	$269,071,042.35	**1.2672%**
98/99	**0.8932%**	308,163	34,499,149	120.50%	104.97%	114.80%	$4,108,840.00	$282,433,033.15	**1.4548%**
99/00	**0.8480%**	318,116	37,513,821	103.23%	108.74%	94.93%	$4,241,544.27	$307,113,147.92	**1.3811%**
00/01	**0.9124%**	379,443	41,588,183	119.28%	110.86%	107.59%	$5,059,240.00	$340,468,591.49	**1.4860%**
01/02	**1.2042%**	465,459	38,653,758	122.67%	92.94%	131.98%	$6,206,125.20	$316,445,432.16	**1.9612%**
02/03	**1.1649%**	506,214	43,456,472	108.76%	112.42%	96.74%	$6,749,515.07	$355,763,650.77	**1.8972%**
03/04	**1.3562%**	590,977	43,574,504	116.74%	100.27%	116.43%	$7,879,696.40	$356,729,939.41	**2.2089%**
04/05	**1.4763%**	688,904	46,663,932	116.57%	107.09%	108.85%	$11,812,408.28	$382,022,056.64	**3.0921%**
05/06	**1.6868%**	819,517	48,584,553	118.96%	104.12%	114.26%	$14,051,990.31	$397,745,540.56	**3.5329%**
06/07	**1.7199%**	893,783	51,966,371	109.06%	106.96%	101.96%	$15,325,392.49	$425,431,357.25	**3.6023%**
07/08	**1.8428%**	995,989	54,047,484	111.44%	104.00%	107.14%	$17,077,897.22	$442,468,735.68	**3.8597%**
08/09	**1.8371%**	995,364	54,180,583	99.94%	100.25%	99.69%	$17,067,177.46	$443,558,372.83	**3.8478%**
09/10	**1.7278%**	965,635	55,887,299	97.01%	103.15%	94.05%	$16,557,418.89	$457,530,687.81	**3.6189%**
10/11	**1.8403%**	1,064,438	57,839,892	110.23%	103.49%	106.51%	$18,251,566.66	$473,515,915.84	**3.8545%**
11/12	**1.8238%**	1,115,139	61,142,266	104.76%	105.71%	99.10%	$19,120,909.00	$500,551,350.99	**3.8200%**
12/13	**2.0170%**	1,268,101	62,871,315	113.72%	102.83%	110.59%	$28,202,566.24	$514,706,498.80	**5.4793%**
13/14	**1.6977%**	1,105,201	65,099,506	87.15%	103.54%	84.17%	$24,579,670.24	$532,947,955.79	**4.6120%**
14/15	**1.9890%**	1,335,850	67,162,459	120.87%	103.17%	117.16%	$29,709,304.00	$699,385,073.05	**4.2479%**
15/16	**2.1858%**	1,492,067	68,262,307	111.69%	101.64%	109.89%	$33,183,570.08	$710,838,156.89	**4.6682%**
16/17	**2.1840%**	1,595,848	73,071,310	106.96%	107.04%	99.92%	$35,491,659.52	$760,915,908.13	**4.6643%**
17/18	**2.2040%**	1,610,927	73,091,418	100.94%	100.03%	100.92%	$35,827,016.48	$761,125,299.44	**4.7071%**
18/19	**2.8421%**	2,051,221	72,171,682	127.33%	98.74%	128.95%	$45,619,155.04	$869,668,768.10	**5.2456%**
19/20	**3.1009%**	2,332,772	75,229,314	113.73%	104.24%	109.10%	$67,774,802.51	$906,513,233.70	**7.4764%**
20/21	**2.3988%**	1,812,754	75,570,096	77.71%	100.45%	77.36%	$52,666,546.21	$971,831,434.56	**5.4193%**
21/22	**2.4848%**	1,856,099	74,697,886	102.39%	98.85%	103.59%	$53,925,862.95	$960,614,813.96	**5.6137%**
22/23	**2.2111%**	1,638,816	74,118,139	88.29%	99.22%	88.98%	$47,613,067.52	$986,512,430.09	**4.8264%**
23/24	**2.1182%**	1,505,204	71,060,815	91.85%	95.88%	95.80%	$43,731,193.55	$945,819,447.65	**4.6236%**
24/25	**1.9576%**	1,319,717	67,415,771	87.68%	94.87%	92.42%	$38,342,177.91	$897,303,912.01	**4.2730%**
25/26	**2.0312%**	1,405,507	69,196,037	106.50%	102.64%	103.76%	$40,834,663.37	$920,999,252.47	**4.4337%**

CSU Econ Impact study April 2006=$12.86 750ml CO Wine

CSU Econ Impact study Dec 2012=$16.68 750ml CO Wine

High Peak Strategy Econ Impact study June 2021=$21.79 750mL for 2019 CO Wine

	Overall		Avg	Avg	Avg
1992-2025 Growth	1531%	250%	110.58%	102.82%	107.73%
5 Yr Comparison	77.53%	91.57%	137.05%	102.18%	134.13%

Nat'l bottle average price as of 2015=$7.81

Nat'l bottle average price as of 2019=$9.04

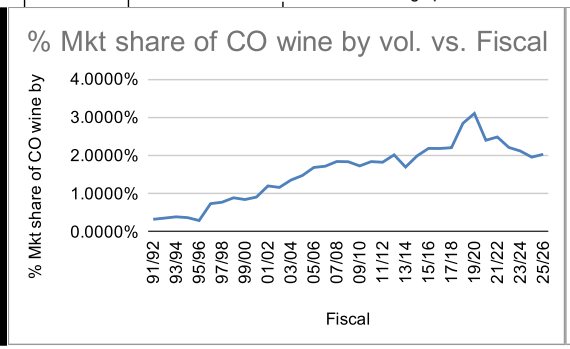
Nat'l bottle average price as of 2021=$9.64

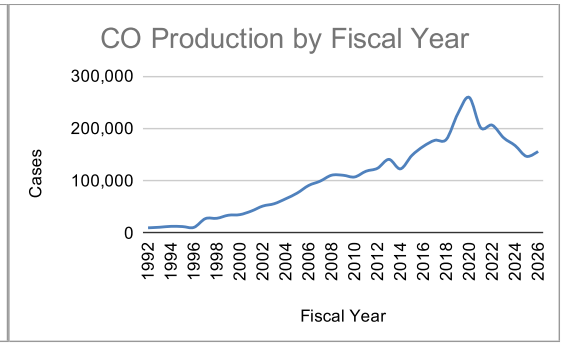
Nat'l bottle average price as of 2023=$9.98

CO Production Equivalents		
Fiscal Year	Cases (12*750ml)	Gallons liters/3.7854
1992	10,200	24,251
1993	11,296	26,856
1994	13,007	30,924
1995	12,573	29,894
1996	11,073	26,327
1997	27,796	66,085
1998	28,415	67,557
1999	34,240	81,408
2000	35,346	84,038
2001	42,160	100,239
2002	51,718	122,962
2003	56,246	133,728
2004	65,664	156,120
2005	76,545	181,990
2006	91,057	216,494
2007	99,309	236,113
2008	110,665	263,113
2009	110,596	262,948
2010	107,293	255,095
2011	118,271	281,196
2012	123,904	294,589
2013	140,900	334,998
2014	122,800	291,964
2015	148,428	352,895
2016	165,785	394,164
2017	177,316	421,580
2018	178,992	425,563
2019	227,913	541,877
2020	259,197	616,255
2021	201,417	478,880
2022	206,233	490,331
2023	182,091	432,931
2024	167,245	397,634
2025	146,635	348,633
2026	**156,167**	**371,297**

Please see notes and explanations on page 2.

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Colorado Winery Production by Region

	I. Front Range					II. Grand Valley AVA					III. Western Slope, non-Grand Valley				
FY	# of Ltrs	Tax $ Pd.	% of Ltrs	% of $	Avg $/ltr	# of Ltrs	Tax $ Pd.	% of Ltrs	% of $	Avg $/ltr	# of Ltrs	Tax $ Pd.	% of Ltrs	% of $	Avg $/ltr
99/00	38,998.85	$1,384.59	14.00%	14.01%	$0.0355	209,035.25	$6,920.00	75.03%	70.03%	$0.0331	30,586.50	$1,576.37	10.98%	15.95%	$0.0515
00/01	55,838.60	$2,514.95	14.72%	18.73%	$0.0450	288,156.53	$9,238.20	75.94%	68.79%	$0.0321	35,447.75	$1,676.72	9.34%	12.49%	$0.0473
01/02	91,931.90	$3,801.19	19.75%	23.36%	$0.0413	323,854.79	$10,056.28	69.58%	61.80%	$0.0311	49,672.70	$2,413.85	10.67%	14.83%	$0.0486
02/03	117,853.18	$5,094.56	23.28%	27.23%	$0.0432	339,306.70	$11,173.12	67.03%	59.71%	$0.0329	49,053.75	$2,444.89	9.69%	13.07%	$0.0498
03/04	167,929.53	$6,680.66	28.42%	31.18%	$0.0398	359,528.10	$11,582.51	60.84%	54.06%	$0.0322	63,519.60	$3,163.69	10.75%	14.77%	$0.0498
04/05	190,936.50	$7,246.85	27.72%	30.59%	$0.0380	411,495.96	$12,431.92	59.73%	52.48%	$0.0302	86,471.60	$4,011.06	12.55%	16.93%	$0.0464
05/06	251,735.70	$9,160.48	30.72%	32.93%	$0.0364	445,849.65	$13,126.42	54.40%	47.19%	$0.0294	121,931.97	$5,529.62	14.88%	19.88%	$0.0454
06/07	294,758.47	$10,636.00	32.98%	35.97%	$0.0361	488,258.83	$13,805.44	54.63%	46.69%	$0.0283	110,765.31	$5,123.93	12.39%	17.33%	$0.0463
07/08	313,680.78	$11,540.78	31.49%	34.79%	$0.0368	529,316.29	$14,838.44	53.14%	44.73%	$0.0280	152,992.27	$6,797.74	15.36%	20.49%	$0.0444
08/09	368,380.63	$13,748.95	37.01%	40.59%	$0.0373	499,531.40	$14,127.36	50.19%	41.70%	$0.0283	127,452.13	$5,998.96	12.80%	17.71%	$0.0471
09/10	351,638.04	$13,157.64	36.42%	39.24%	$0.0374	452,251.28	$13,280.20	46.83%	39.60%	$0.0294	161,745.53	$7,097.56	16.75%	21.16%	$0.0439
10/11	439,193.22	$16,149.99	41.26%	44.16%	$0.0368	498,981.94	$14,467.62	46.88%	39.56%	$0.0290	126,263.02	$5,952.84	11.86%	16.28%	$0.0471
11/12	463,931.44	$17,291.76	41.60%	45.35%	$0.0373	513,560.39	$14,501.26	46.05%	38.03%	$0.0282	137,646.72	$6,335.87	12.34%	16.62%	$0.0460
12/13	582,988.00	$21,145.27	45.97%	49.08%	$0.0363	550,686.00	$15,998.99	43.43%	37.13%	$0.0291	134,427.00	$5,941.48	10.60%	13.79%	$0.0442
13/14	537,931.00	$21,591.67	48.67%	52.00%	$0.0401	466,387.00	$14,851.19	42.20%	35.77%	$0.0318	100,883.00	$5,079.07	9.13%	12.23%	$0.0503
14/15	667,715.00	$22,996.45	49.98%	49.77%	$0.0344	525,390.00	$15,796.14	39.33%	34.19%	$0.0301	142,745.00	$7,410.55	10.69%	16.04%	$0.0519
15/16	778,198.00	$26,599.44	52.16%	53.03%	$0.0342	584,461.00	$16,445.23	39.17%	32.79%	$0.0281	129,408.00	$7,114.88	8.67%	14.18%	$0.0550
16/17	797,867.00	$26,510.53	50.00%	52.82%	$0.0332	643,709.00	$16,603.63	40.34%	33.08%	$0.0258	154,272.00	$7,080.58	9.67%	14.11%	$0.0459
17/18	844,991.00	$26,605.77	52.45%	51.59%	$0.0315	569,203.00	$16,429.93	35.33%	31.86%	$0.0289	196,733.00	$8,539.69	12.21%	16.56%	$0.0434
18/19	1,067,160.00	$33,262.60	52.03%	54.40%	$0.0312	807,173.00	$19,266.51	39.35%	31.51%	$0.0239	176,888.00	$8,617.50	8.62%	14.09%	$0.0487
19/20	1,562,432.00	$39,098.72	66.98%	60.62%	$0.0250	603,464.00	$17,021.46	25.87%	26.39%	$0.0282	166,876.00	$8,377.20	7.15%	12.99%	$0.0502
20/21	864,203.00	$32,054.11	47.67%	51.23%	$0.0371	720,332.00	$19,095.12	39.74%	30.52%	$0.0265	228,219.00	$11,418.97	12.59%	18.25%	$0.0500
21/22	911,021.00	$32,987.61	49.08%	51.36%	$0.0362	667,638.00	$19,052.60	35.97%	29.66%	$0.0285	277,440.00	$12,189.04	14.95%	18.98%	$0.0439
22/23	926,068.00	$34,772.74	56.51%	57.45%	$0.0375	515,225.00	$16,536.55	31.44%	27.32%	$0.0321	197,523.00	$9,216.65	12.05%	15.23%	$0.0467
23/24	782,547.00	$30,409.35	51.99%	54.68%	$0.0389	533,792.00	$15,923.76	35.46%	28.63%	$0.0298	188,865.00	$9,276.97	12.55%	16.68%	$0.0491
24/25	706,391.00	$28,159.19	53.53%	53.75%	$0.0399	399,424.00	$14,119.80	30.27%	26.95%	$0.0354	213,902.00	$10,114.48	16.21%	19.30%	$0.0473
25/26	805,237.00	$28,441.37	57.29%	53.89%	$0.0353	417,020.00	$14,337.96	29.67%	27.17%	$0.0344	183,250.00	$10,000.72	13.04%	18.95%	$0.0546
	Regional 22-yr % Incr in Prod. Ltrs			**2064.77%**					**199.50%**					**599.12%**	
	Regional 5-yr % Incr in Prod. Ltrs			93.18%					57.89%					80.30%	
	Regional YoY			113.99%					104.41%					85.67%	

Note: These figures are based on the revenues paid into the Colorado Wine Industry Development Fund during a fiscal year, July-June: $0.01/liter wine development fee on all wine sold in the state, $0.05-0.01/liter (sliding scale) on Colorado wine and $10/ton of fruit used by Colorado wineries to make wine. These revenues are collected by the Colorado Dept. of Revenue.

The CO Dept. of Revenue will only make public the statewide volume of wine and a total dollar figure of these fees collected. Consequently, the retail bottle comparisons above are based on average bottle prices--an educated guess at sales figures, nothing more. No more concrete data is available.

Each winery reports the CO wine liters when it moves product out of bonded storage, as defined by the federal government. For some wineries, that indicates sales to consumer, retailer or wholesaler. For others that means moving wine from the production area into case storage. It is not, unfortunately, a completely accurate reflection of either sales or production. It is, however, a consistent figure for comparison of one year to the next and a good *indicator* of sales and production.

CO wine liters are broken down by region, defined around the federally designated Grand Valley American Viticultural Area along the Colorado River between Palisade and Grand Junction, for purposes of CO Revised Statute 35-29.5-103 (2)(b). The Colorado Wine Industry Development Fund and the Type I board that administers it are created and defined by Title 35, Section 29.5 of the CRS. These statutes can be found on the CWIDB page of http://www.coloradowine.com. Look under "Info: Industry."

CO Wine Development Fund Revenue by Source

FY	CO winery	Vinous/Wine	Grape Use Rev	$0.01/ltr. From	% Revenue from CO	CO sourced	Increase in CO-sourced	Change in total rev	Change in Grape	Trend of CO
91/92	$ 4,590.00	$ 277,299.00		$ 918.00	**1.9863%**					1.65525%
92/93	$ 5,083.00	$ 280,151.00		$ 1,016.60	**2.1773%**			101.19%		1.81438%
93/94	$ 5,853.00	$ 295,963.00		$ 1,170.60	**2.3731%**			105.81%		1.97761%
94/95	$ 5,658.00	$ 302,241.00		$ 1,131.60	**2.2464%**			102.02%		1.87202%
95/96	$ 4,983.00	$ 334,023.00		$ 996.60	**1.7902%**			110.10%		1.49181%
96/97	$ 12,508.00	$ 337,969.00		$ 2,501.60	**4.4411%**			103.38%		3.70093%
legislation passed in 1997 changed the revenue calculation methods and rates										
97/98	$ 12,786.60	$ 328,669.84		$ 2,557.32				97.43%		%CO Rev/Total
98/99	$ 12,530.00	$ 344,991.00	$ 3,931.73	$ 3,081.63	**5.4069%**	**$19,543.36**		105.86%		3.63198%
99/00	$ 15,769.20	$ 375,138.21	$ 6,825.51	$ 3,181.16	**6.4807%**	**$25,775.87**	**131.8907%**	110.04%	73.60%	4.20357%
00/01	$ 13,429.87	$ 415,881.83	$ 9,569.58	$ 3,794.43	**6.1050%**	**$26,793.88**	**103.9495%**	110.35%	40.20%	3.22925%
01/02	$ 16,271.32	$ 386,537.58	$ 8,872.57	$ 4,654.59	**7.2382%**	**$29,798.48**	**111.2138%**	93.80%	-7.28%	4.20951%
02/03	$ 18,712.57	$ 434,564.72	$ 8,504.13	$ 5,062.14	**6.9901%**	**$32,278.84**	**108.3238%**	112.17%	-4.15%	4.29439%
03/04	$ 21,426.86	$ 435,745.04	$ 12,542.89	$ 5,909.77	**8.4902%**	**$39,879.52**	**123.5470%**	101.72%	47.49%	4.93065%
04/05	$ 23,689.83	$ 466,639.32	$ 11,547.57	$ 6,889.04	**8.3938%**	**$42,126.44**	**105.6343%**	106.85%	-7.94%	5.07669%
05/06	$ 27,816.52	$ 485,845.53	$ 14,774.90	$ 8,195.17	**9.6107%**	**$50,786.59**	**120.5575%**	105.29%	27.95%	5.72538%
06/07	$ 29,565.37	$ 519,663.71	$ 13,656.22	$ 8,937.83	**9.2664%**	**$52,159.42**	**102.7031%**	106.52%	-7.57%	5.68933%
07/08	$ 32,942.06	$ 540,474.84	$ 8,926.46	$ 9,959.89	**8.9000%**	**$51,828.41**	**99.3654%**	103.46%	-34.63%	6.09502%
08/09	$ 35,926.84	$ 541,805.83	$ 15,046.02	$ 9,953.64	**10.2781%**	**$60,926.50**	**117.5542%**	101.79%	68.56%	6.63094%
09/10	$ 34,768.76	$ 558,872.99	$ 16,109.89	$ 9,656.35	**9.9278%**	**$60,535.00**	**99.3574%**	102.86%	7.07%	6.22123%
10/11	$ 36,293.52	$ 578,398.92	$ 10,793.09	$ 10,644.38	**9.2298%**	**$57,730.99**	**95.3680%**	102.58%	-33.00%	6.27482%
11/12	$ 40,069.62	$ 611,422.66	$ 14,268.98	$ 11,151.39	**9.8369%**	**$65,489.99**	**113.4399%**	106.44%	32.20%	6.55351%
12/13	$ 44,126.55	$ 628,713.15	$ 19,350.34	$ 12,681.01	**11.0025%**	**$76,157.90**	**116.2894%**	103.97%	35.61%	7.01855%
13/14	$ 44,080.54	$ 650,995.06	$ 13,151.29	$ 11,052.01	**9.6415%**	**$68,283.84**	**89.6609%**	102.32%	-32.04%	6.77126%
14/15	$ 44,875.94	$ 671,624.59	$ 15,429.32	$ 13,358.50	**10.0643%**	**$73,663.76**	**107.8788%**	103.35%	17.32%	6.68170%
15/16	$ 49,649.48	$ 682,623.07	$ 20,112.91	$ 14,920.67	**11.2553%**	**$84,683.06**	**114.9589%**	102.79%	30.36%	7.27334%
16/17	$ 54,673.51	$ 730,713.10	$ 19,612.13	$ 15,958.48	**11.2105%**	**$90,244.12**	**106.5669%**	106.99%	-2.49%	7.48221%
17/18	$ 48,251.42	$ 730,914.18	$ 18,197.70	$ 16,109.27	**10.3539%**	**$82,558.39**	**91.4834%**	99.05%	-7.21%	6.60152%
18/19	$ 65,030.06	$ 721,716.82	$ 19,434.07	$ 20,512.21	**13.0214%**	**$104,976.34**	**127.1541%**	101.11%	6.79%	9.01047%
19/20	$ 66,243.78	$ 752,293.14	$ 15,384.42	$ 23,327.72	**12.5858%**	**$104,955.92**	**99.9805%**	103.44%	-20.84%	8.80558%
20/21	$ 56,292.75	$ 755,700.96	$ 9,751.21	$ 18,127.54	**10.2430%**	**$84,171.50**	**80.1970%**	98.54%	-36.62%	7.44908%
21/22	$ 64,674.91	$ 746,978.86	$ 4,296.53	$ 18,560.99	**10.7277%**	**$87,532.43**	**103.9930%**	99.29%	-55.94%	8.65820%
22/23	$ 60,857.05	$ 741,181.39	$ 19,624.80	$ 16,388.16	**11.7895%**	**$96,870.01**	**110.6676%**	100.70%	356.76%	8.21082%
23/24	$ 54,797.42	$ 710,608.15	$ 18,283.45	$ 15,052.04	**11.2459%**	**$88,132.91**	**90.9806%**	95.38%	-6.83%	7.71134%
24/25	$ 53,369.97	$ 674,157.71	$ 13,335.55	$ 13,197.17	**10.7851%**	**$79,902.69**	**90.6616%**	94.54%	-27.06%	7.91654%
25/26	$ 50,879.81	$ 691,960.37	$ 11,897.10	$ 14,055.07	**10.1800%**	**$76,831.98**	**96.1569%**	101.87%	-10.79%	7.35299%
					FY 2023/1998	495.67%	107.57%			
						-26.81%				

Grape Use Revenues tonnage equivalents

FY	Tons	Inc in Grape Use	Inc in CO Ltrs
98/99	393.17		20.50%
99/00	682.55	73.60%	3.23%
00/01	956.96	40.20%	19.28%
01/02	887.26	-7.28%	22.67%
02/03	850.41	-4.15%	8.76%
03/04	1254.29	47.49%	16.74%
04/05	1154.76	-7.94%	16.57%
05/06	1477.49	27.95%	18.96%
06/07	1365.62	-7.57%	9.06%
07/08	892.65	-34.63%	11.44%
08/09	1504.60	68.56%	-0.06%
09/10	1610.99	7.07%	-2.99%
10/11	1079.31	-33.00%	10.23%
11/12	1426.90	32.20%	4.76%
12/13	1935.03	35.61%	13.72%
13/14	1315.13	-32.04%	-12.85%
14/15	1542.93	17.32%	20.87%
15/16	2011.29	30.36%	11.69%
16/17	1961.21	-2.49%	6.96%
17/18	1819.77	-7.21%	0.94%
18/19	1943.41	6.79%	27.33%
19/20	1538.44	-20.84%	13.73%
20/21	975.12	-36.62%	-22.29%
21/22	429.65	-55.94%	2.39%
22/23	1962.48	356.76%	-11.71%
23/24	1828.35	-6.83%	-8.15%
24/25	1333.56	-27.06%	-12.32%