



Texas Wine Marketing Research Institute

College of Human Sciences, Texas Tech University



A Profile of the Texas Wine and Wine Grape Industry

2005



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**College of Human Sciences
Texas Tech University**



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Texas Wine Marketing Research Institute Texas Tech University

The Texas Wine Marketing Research Institute was established in 1988 and is part of the College of Human Sciences at Texas Tech University. The Institute's mission is to provide education, research, and service to foster the economic development and growth of the Texas wine and wine grape industry. In achieving this mission, the Institute works in cooperation with a variety of individuals and organizations including the private sector, educational organizations, and government officials. The Institute regularly collects and disseminates information concerning the industry's economic impacts on the Texas economy, wine production in Texas, wine sales, wine consumption, as well as information on wine consumers and visitors to Texas wineries.

Current research and industry projects include economic impact analysis, wine tourists' surveys, and assessment of consumer perceptions of Texas wines. The results of the Institute's studies are summaries into reports, which are posted regularly on the Institute's website (<http://www.hs.ttu.edu/texaswine>). Information provided by the Institute is used by Texas wine grape growers, winery managers, prospective investors, university researchers, industry suppliers, beverage wholesalers, retailers, restaurateurs, and the general public to help make informed decisions concerning this agricultural and beverage industry.

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Acknowledgments

Texas Wine Grape Growers and Wineries

The Texas Wine Marketing Research Institute acknowledges and appreciates the assistance of Texas wine grape growers and wineries owners / managers in responding to several annual surveys, participating in focus groups and telephone interviews. These responses have been critical in providing the data that constitute much of the current report.

Texas Department of Agriculture and Texas Wine & Grape Growers Association

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Texas Tech University

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Others

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Table of Contents

The Texas Wine Marketing Research Institute.....	3
Acknowledgments.....	3
Executive Summary.....	5
I. Economic Impact of the Texas Wine and Wine Grape Industry.....	7
II. US Wine Grape Production.....	11
III. Texas Wine Production.....	19
IV. Wine Sales and Consumption.....	27
V. Location of Texas Wineries.....	45
Bibliography and Conversion Factors.....	56
List of Publications.....	57

Executive Summary

An Overview of the Texas Wine and Wine Grape Industry

A major advance for the development of the Texas wine industry began in the early 1970's. Researchers and investors found that Texas has ideal soil and climate conditions for wine grape growing. Texas presently is fourth largest consumer of wine in the United States. Texas is also the fifth largest wine producing state in the nation behind California, Washington, New York, and Oregon. By the end of 2005, there were approximately 3,000 bearing acres available for harvest. Wine production in 2005 was estimated at almost 1.5 million gallons. There are approximately 113 bonded wineries in Texas, a dramatic development that has occurred in the last few years. Several new wineries are in various stages of development and are expected to open in 2006. While many of the wineries are small producers who concentrate on tourism for the majority of their sales, several of the large wineries have developed state, national, and international markets for Texas wines.

Texas Wine Grape Production

In 2005, the United States Department of Agriculture conducted a study for estimating wine grape prices and variety information in Texas. According to the USDA, the total grape production in 2005 was 8500 tons. The production was harvested from 2,900 producing acres and yielded an average of 2.93 tons per acre. The total estimated value of the 2005 crop totaled 10.6 million dollars with an average value per ton of \$1,250. Estimates of 400 non-producing acres were not mature enough to produce during 2005. The major varieties in production include Cabernet Sauvignon (leading variety), which accounted for 690 producing acres, followed by Chardonnay (470 producing acres), Merlot (330 producing acres), Chenin Blanc (310 producing acres), and Sauvignon Blanc (300 producing acres).

Texas Wine Production

The 2005 harvest represents a typical level of production that the industry has been experiencing within the past several years. Total wine production in Texas from 2005 is approximately 1.5 million gallons. However, the total gallons of bottled wine in Texas which also includes wine transported from outside the state and used in a variety of non Texas brands was reported by the TABC at 2.0 million gallons. About sixty percent of the wine produced in Texas is bottled as varietal wine, and the remainder is non-varietal. In 2005, 45.4 percent was red wine, 40 percent was white and 14.6 percent blush. The growth in the number of wineries has been mainly with smaller wineries producing less than 10,000 gallons per year. The five largest wineries however, still produce the majority of the production in Texas. In 2005 these wineries produced 73 percent of all the wine made in the state.

Texas Wine Sales and Consumption

Wine consumption is on the rise across the United States. Total consumption of wine in the United States increased by 39% percent within the last ten years. In 2005, U.S. consumption of wine increased by 3.8 percent compared to the previous year. Texas wine consumption increased by 4.9 percent compared to the previous year. Texans consume mostly domestic wines - almost three quarters of wine consumed in Texas is wine produced in the United States, and only 25% is imported wine. Texas remained fourth on the list of largest wine consuming states in the U.S. for the year 2005. However, in the per capita wine consumption ranking, Texas stands only 33rd. Almost all Texas wine is currently consumed in Texas. Approximately 95 percent of wines produced in Texas being sold within the state. In 2005, the market share of Texas wineries in the state increased to 4.2 percent. In addition, if compared to the 0.75 and 1.5 -liter volume shares, Texas has approximately 6.1 percent of this market.

Section I.

**Economic Impact of the Texas Wine
and Wine Grape Industry, 2004***

Economic Impact..... 8
Employment Impact..... 9
Tourism Impact..... 9

*Note: A new 2005 economic impact study that includes a variety of new measures is currently being conducted in conjunction with the Texas Wine and Grape Growers Association and an economic research company from California. The purpose of the new study is to standardize the reporting of economic impact studies across the nation and to obtain a national estimate for the impact that the grape and wine industry has in the United States. Therefore, for this report we have retained the data from 2004 until the report has been completed. This updated report will be available at the Institute’s website by September of 2006.





Economic Impacts, 2004 (Dollars)

	Wine Grape Industry	Wine Industry	State Sales Tax	State Excise Tax	Total
Direct	8,308,500	59,196,464	3,847,770	310,032	71,662,766
Indirect	11,216,475	111,289,350	5,796,984	561,158	128,863,967
Total	19,524,975	170,485,814	9,644,754	871,190	200,526,733

Source: Texas Wine Marketing Research Institute

Economic Impacts, 1998-2004 (Dollars)

	1998	1999	2000	2001	2002	2003	2004
Wine Grape Industry	16,023,710	13,485,146	15,075,438	20,769,300	10,262,450	18,146,700	19,524,975
Wine Industry	76,833,438	74,880,447	81,575,911	101,433,377	87,226,077	141,906,614	170,485,814
State Sales Tax	7,200,834	7,032,067	7,721,422	9,689,524	5,405,049	8,999,737	9,644,754
State Excise Tax	753,810	669,086	686,469	809,333	444,398	725,149	871,190
Total	100,811,792	96,066,746	105,059,240	132,701,534	103,337,974	169,778,200	200,526,733

Source: Texas Wine Marketing Research Institute

Economic Impact, 1998-2004



Source: Texas Wine Marketing Research Institute

Employment Impact, 2004

	Wine Grape Industry	Wine Industry	Total
Direct	140	904	1044
Indirect	115	739	854
Total	255	1643	1898

Source: Texas Wine Marketing Research Institute



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Economic Impact of the Texas Wine and Wine Grape Industry

Employment Impact, 1998-2004

	1998	1999	2000	2001	2002	2003	2004
Wine Grape Industry	169	154	178	266	126	243	255
Wine Industry	1131	1263	1294	1526	838	1367	1643
Total	1300	1417	1472	1792	964	1610	1898

Source: Texas Wine Marketing Research Institute

Tourism Impact, 2004 (Dollars)

	Wine Accessory Items	Travel Impact	Total
Direct	5,544,000	11,256,000	16,800,000
Indirect	3,603,600	7,316,400	10,920,000
Total	9,147,600	18,572,400	27,720,000

Source: Texas Wine Marketing Research Institute

Tourism Impact, 1999-2004 (Dollars)

	1999	2000	2001	2002	2003	2004
Direct	11,500,000	12,750,000	14,025,000	15,600,000	16,200,000	16,800,000
Indirect	6,900,000	8,287,500	9,116,250	10,140,000	10,530,000	10,920,000
Total	18,400,000	21,037,500	23,141,250	25,740,000	26,730,000	27,720,000

Source: Texas Wine Marketing Research Institute



Section II.

U.S. Wine Grape Production

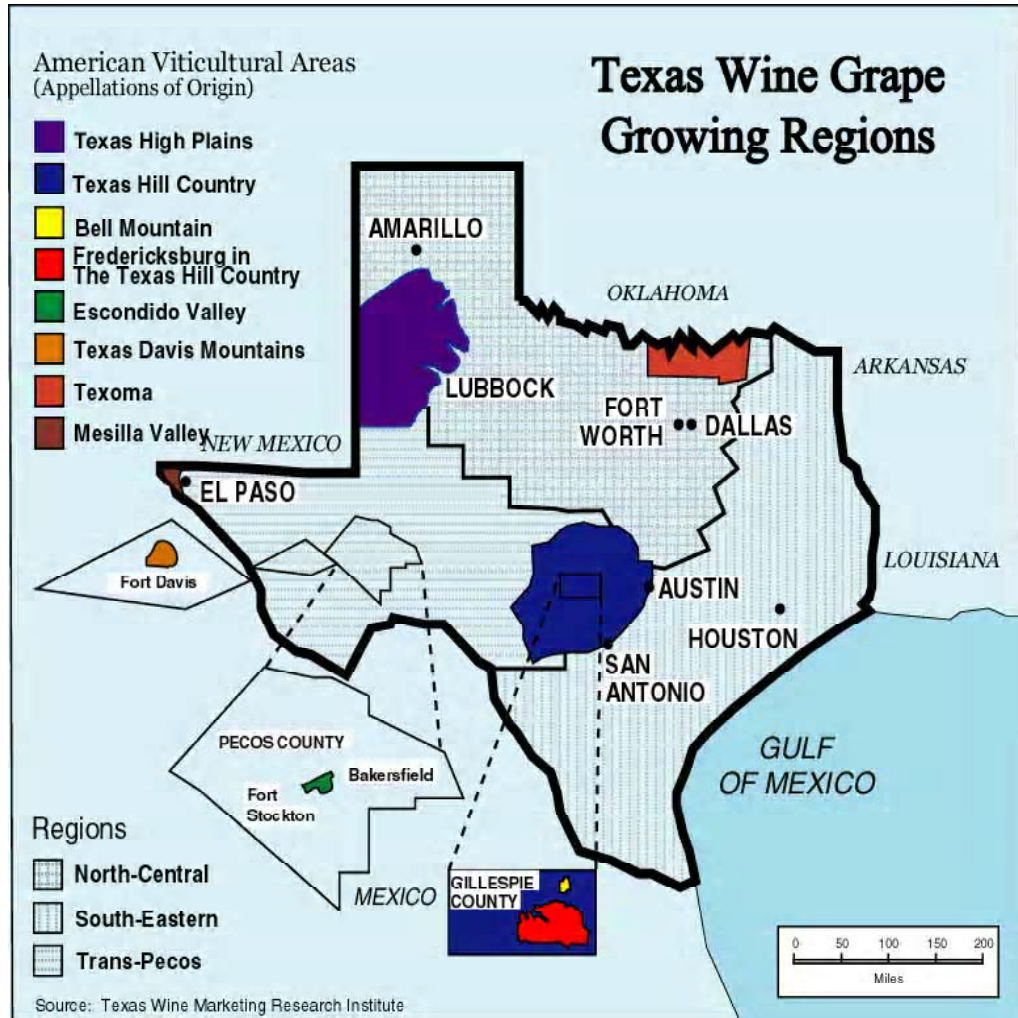
Texas Wine Grape Growing Regions Map.....12

California Grape Bearing Acres by Variety.....13

Price Per Ton (CA, WA, OR, & TX).....14

Texas Grape Production.....16

Texas Wine Grape Varieties.....17



Description of the American Viticultural Areas in Texas

Texas High Plains - An approximate 12,000 square mile area comprised of all or part of 24 counties in the lower central and western Texas Panhandle region. Established March 2, 1993.

Texas Hill Country - An approximate 15,000 square mile area includes all or part of 22 counties in the Hill Country. This is the largest AVA in the U.S. and includes the "Bell Mountain" and "Fredericksburg in the Texas Hill Country" AVAs. Established November 29, 1991.

Bell Mountain - An approximate five square mile area on the southern and southwestern slopes of Bell Mountain, which is about 12-15 miles NE of Fredericksburg in Gillespie County. Established October 10, 1986.

Fredericksburg in the Texas Hill Country - An approximate 110 square mile area around the city of Fredericksburg and to the east in Gillespie County. Established December 22, 1988.

Escondido Valley - An approximate 50 square mile area between Bakersfield and Fort Stockton along Interstate 10 in Pecos County. Established May 15, 1992.

Texas Davis Mountains - The entire area contains approximately 270,000 acres located in the Trans-Pecos region of West Texas. Established May 11, 1998.

Texoma - Texoma viticultural area in north central Texas covers Montague, Cooke, Grayson, and Fannin Counties. This area covers approximately 3,650 square miles on the south side of Lake Texoma and the Red River.

Mesilla Valley - This viticultural area crosses into the far western tip of Texas, and only covers a very small area in Texas with the majority of the area located in New Mexico.



California Grape Bearing Acres by Variety, 1997-2005

Color	Variety	1997	1998	1999	2000	2001	2002	2003	2004	2005
White	Chardonnay	65,058	70,629	80,998	89,272	93,316	92,193	94,164	93,431	92,089
	Chenin Blanc	21,449	21,147	20,437	19,127	17,968	15,731	13,369	11,242	10,618
	Colombard	45,788	44,807	44,504	42,058	39,474	35,003	31,819	28,654	27,202
	Sauvignon Blanc	9,819	9,403	9,608	10,808	12,257	12,345	12,489	13,030	14,082
	Other	19,928	20,019	19,738	20,958	22,229	22,549	22,203	23,541	25,130
Total	White Wine	162,042	166,005	175,285	182,223	185,244	177,821	174,044	169,898	169,121
Red	Barbera	10,916	10,987	11,595	10,566	10,259	9,816	8,771	8,470	7,953
	Cabernet Sauvignon	34,221	34,583	39,988	48,285	55,901	62,451	68,306	71,536	74,970
	Carignane	7,811	7,620	7,629	7,145	6,642	6,028	5,129	4,502	3,982
	Grenache	11,117	10,754	11,167	10,841	10,576	9,460	8,489	7,576	6,801
	Merlot	22,118	28,114	36,506	42,070	45,202	47,464	48,721	51,075	52,185
	Petite Sirah	2,210	2,136	2,282	2,495	2,765	3,260	3,916	4,137	4,594
	Pinot Noir	8,085	8,179	9,183	11,769	14,651	16,815	20,093	22,645	23,323
	Rubired	8,983	9,636	10,263	10,841	10,898	12,391	12,242	11,092	10,801
	Ruby Cabernet	6,580	6,818	7,152	7,383	7,742	7,924	7,408	6,679	6,527
	Syrah/Shiraz	1,256	1,983	3,369	6,553	9,573	11,909	14,680	16,335	17,481
	Zinfandel	40,942	43,380	46,000	47,152	47,312	47,542	47,655	48,743	48,969
	Other	12,601	12,752	14,333	15,964	17,930	18,297	18,078	17,608	18,434
	Total	Red Wine	166,840	176,942	199,467	221,064	239,451	253,357	263,488	270,398
Total	Wine	328,882	342,947	374,752	403,287	424,695	431,178	437,532	440,296	445,141

Source: Texas Wine Marketing Research Institute and California Agricultural Statistics Services.



Price per Ton, 2005
California Grape Pricing Districts

Color	Variety	1	2	3	4	5	6	7	8
White	Chardonnay	\$ 1,077	\$ 834	\$1,584	\$2,112	\$ 822	\$993	\$880	\$ 1,203
	Chenin Blanc	372	-	563	720	369	-	320	665
	Colombard	741	-	594	-	250	-	250	-
	Gewürztraminer	1,045	819	1,393	1,052	-	995	806	985
	Muscat Canelli	-	-	-	-	-	-	-	-
	Pinot Blanc	1,029	1,000	1,674	1,486	-	1,310	771	1,500
	Pinot Gris*	1,200	1,300	1,597	2,047	661	1,236	1,146	1,406
	White Riesling	-	-	-	2,281	1,031	800	1,002	934
	Sauvignon Blanc	935	850	1,444	1,711	480	548	870	844
	Semillon	1,204	795	1,951	2,186	600	831	936	538
	Viognier*	1,061	1,275	2,093	1,975	685	1,038	1,530	1,544
	Other	1,238	1,120	1,695	1,919	599	897	947	1,245
Total White Weighted Average		1,042	872	1,564	\$2,000	672	947	893	1,129
Red	Barbera	1,397	1,504	2,472	\$1,960	1,769	506	948	1,164
	Cabernet Franc	1,388	1,910	2,474	4,114	956	1,424	894	961
	Cabernet Sauvignon	1,294	1,529	2,323	3,974	763	964	1,001	833
	Gamay	777	-	837	1,001	572	-	605	841
	Malbec*	1,273	1,622	2,473	3,988	1,200	1,600	1,019	1,150
	Merlot	1,199	1,134	1,604	2,662	863	964	1,019	960
	Pinot Noir	1,854	2,024	2,159	2,197	891	2,108	1,395	2,384
	Ruby Cabernet	-	-	-	-	-	1,600	800	-
	Sangiovese	1,609	-	1,900	2,347	-	907	974	1,096
	Syrah/Shiraz	1,287	1,255	2,081	2,733	662	815	968	1,035
	Zinfandel	1,135	1,016	2,283	1,918	677	1,218	712	702
	Other	1,191	1,413	2,346	3,354	988	1,116	1,223	869
Total Red Weighted Average		1,278	1,413	2,100	3,351	816	1,059	1,082	980
Total All Wine Weighted average		\$1,171	\$1,243	\$1,871	\$2,992	\$735	\$1,020	\$979	\$1,016

* Produced in relatively small quantities.

1 Mendocino	4 Napa	7 Monterey/San Benito	10 Sierra Foothills
2 Lake	5 Solano	8 South-Central Coast	11 Eastern Delta
3 Sonoma / Marin	6 North-Central Coast	9 Central-Northern California	12 Northern San Joaquin

Source: Texas Wine Marketing Research Institute, California Agricultural Statistics Service

<http://www.nass.usda.gov/Statistics_by_State/California/Publications/Grape_Crush/Final/2005/200503gcbb08.pdf>, Washington Agricultural Statistics Service

<http://www.nass.usda.gov/Statistics_by_State/Washington/Publications/Fruit/grape06.pdf>, Oregon Agricultural Statistics Service <http://www.nass.usda.gov/Statistics_by_State/Oregon/Publications/Vineyard_and_Winery/vw-2006.pdf>, and Texas Agricultural Statistics Services

<http://www.nass.usda.gov/Statistics_by_State/Texas/Publications/spr10106.pdf>.

Price per Ton, 2005 California Grape Pricing Districs									Price per Ton, 2005 Selected States		
9	10	11	12	13	14	15	16	17	Washinton	Oregon	Texas
\$ 418	\$ 873	\$424	\$313	\$311	\$279	\$1,000	\$899	\$531	\$755	\$1,200	\$1,450
600	174	259	257	225	217	-	600	359	603	-	860
250	-	259	240	218	217	-	-	-	-	-	-
861	902	543	450	-	-	-	850	591	703	1,040	-
-	-	-	-	-	-	-	-	-	-	-	1,120
-	-	-	-	-	-	-	-	-	-	1,190	-
396	1,175	492	377	418	300	-	1,191	607	846	1,300	-
1,500	933	400	350	-	-	-	939	589	715	740	980
450	609	466	320	318	338	935	1,078	494	751	1,160	990
-	900	433	500	276	200	1,000	939	419	622	-	-
1,396	1,505	559	365	542	-	-	1,110	669	975	1,650	-
364	1,032	265	252	233	304	655	1,012	390	736	-	-
409	876	420	300	236	257	820	1,121	518	741	-	-
875	1,286	466	448	231	203	-	1,200	-	-	-	-
500	1,071	322	300	118	-	800	977	1,600	1,240	1,710	-
234	1,260	356	281	275	245	500	889	443	1,217	1,610	1,360
1,000	1,500	600	-	301	-	-	-	348	-	-	-
-	1,351	429	600	-	300	1,000	1,031	-	-	-	-
278	1,004	467	311	303	293	1,032	1,029	569	1,027	1,440	1,480
1,116	1,135	550	517	825	-	-	906	599	589	2,100	-
-	-	350	282	252	246	-	-	-	-	-	980
-	1,219	336	300	152	100	800	1,051	375	1,341	-	-
614	1,186	452	364	246	314	942	1,049	626	1,157	2,000	1,190
1,200	999	410	335	316	320	1,140	1,093	384	-	1,890	1,350
365	1,255	497	314	220	219	803	457	929	1,490	-	-
294	1,090	413	317	253	253	989	872	559	1,137	-	-
\$334	\$1,067	\$416	\$516	\$246	\$255	\$971	\$956	\$528	\$930	\$1,680	\$1,250

13 Central San Joaquin
 14 Southern San Joaquin
 15 Los Angeles/San Bernardino

16 Southern California
 17 Central Delta



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US Wine Grape Production

Texas Grape Production, 2002 and 2005

Variety	Bearing Acreage		Non-bearing Acreage		Yield per Acre		Utilized Production		Price per Ton	
	2002	2005	2002	2005	2002	2005	2002	2005	2002	2005
	Acres	Acres	Acres	Acres	Tons	Tons	Tons	Tons	Dollars	Dollars
Cabernet Sauvignon	720	690	50	60	1.53	3.19	1,100	2,200	1,110	1,360
Chardonnay	550	470	60	50	0.64	2.34	350	1,100	1,130	1,450
Sauvignon Blanc	380	300	0	10	2.24	2.00	850	600	700	990
Chenin Blanc	360	310	20	10	0.83	4.52	300	1,400	600	860
Merlot	290	330	20	30	1.90	2.73	550	900	1,010	1,480
Riesling	*	70	*	10	*	1.8	*	100	*	980
Zinfandel	*	90	*	10	*	3.33	*	300	*	1,350
Muscat Canelli	*	70	*	60	*	2.86	*	200	*	1,120
Syrah	*	70	*	10	*	4.29	*	300	*	1,190
Sangiovese	*	80	*	20	*	4.64	*	400	*	1,390
Black Spanish	*	60	*	20	*	1.67	*	100	*	1,060
Ruby Cabernet	*	60	*	10	*	3.33	*	200	*	980
All other	600	300	200	100	2.08	2.33	1,250	700	830	1,220
Total	2,900	2,900	350	400	1.86	2.93	4,400	8,500	910	1,250

*In 2002, these varieties were listed in the "All other variety total"

Source: United States Department of Agriculture

<http://www.nass.usda.gov/Statistics_by_State/Texas/Publications/spr10106.pdf>

Texas Grapes: Acreage, Production and Yield, 2002-2005

Item	2002	2003	2004	2005
Bearing Acreage.....Acres	2,900	2,900	2,900	2,900
Yield per Acre*.....Tons	1.62	2.07	3.03	3.34
Utilized Yied.....Tons	1.52	2	2.93	2.93
Total Production.....Tons	4,700	6,000	8,800	9,700
Utilized Production.....Tons	4,400	5,800	8,500	8,500
Price per Ton.....Dollars	910	900	919	1,250
Value of Utilized Production.....1,000 Dollars	4,004	5,220	7,812	10,625

*Yield based on total production

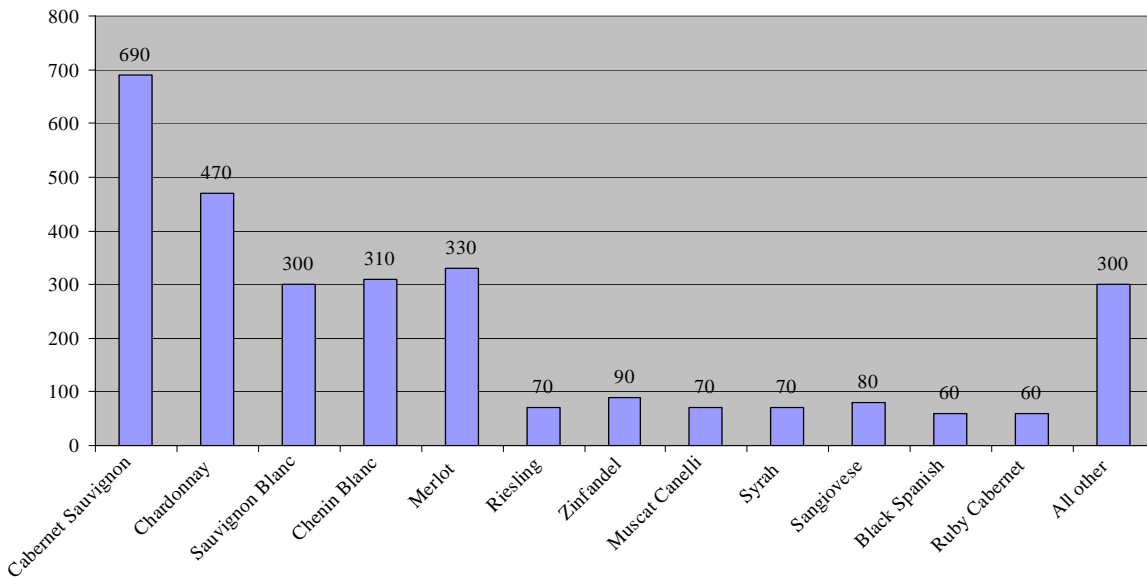
Source: United States Department of Agriculture,

<http://www.nass.usda.gov/Statistics_by_State/Texas/Publications/spr10106.pdf>



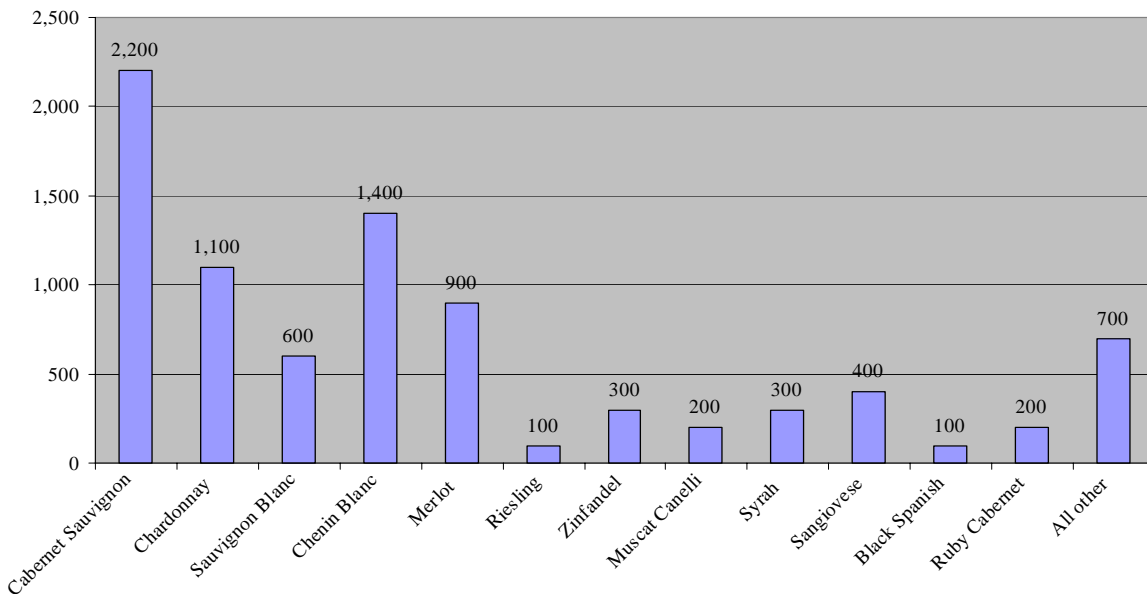


Texas Wine Varieties by Acres, 2005



Source: United States Department of Agriculture

Texas Wine Varieties by Production, 2005



Source: United States Department of Agriculture



Section III.

Texas Wine Production

Number of Wineries in Texas.....	20
Self Reported Production of Texas Wineries.....	21
Number of Wineries by Production Category.....	22
Texas Wine Fermenting and Storage Capacity.....	22
Adjusted Gallons Produced.....	22
Texas Winery Crush Gallon Extracted.....	23
Texas Winery Juice and Bulk Wine Sold and Purchased.....	23
Gallons Bottled.....	24



Texas Wine Production

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Number of Wineries State of Texas (1980-2005)

Year	# of Wineries
1980	5
1981	6
1982	11
1983	13
1984	17
1985	18
1986	24
1987	25
1988	27
1989	26
1990	26
1991	26
1992	27
1993	22
1994	25
1995	23
1996	26
1997	27
1998	27
1999	34
2000	40
2001	40
2002	46
2003	54
2004	70
2005	113

Source: Texas Wine Marketing Research Institute

Self Reported Production Texas Wineries (1980-2005)

Year	Adjusted Gallons Produced*
1980	17,000
1981	24,000
1982	69,000
1983	142,000
1984	278,000
1985	416,000
1986	645,000
1987	541,000
1988	831,000
1989	837,000
1990	1,079,000
1991	1,169,000
1992	1,386,000
1993	786,000
1994	938,000
1995	1,010,000
1996	1,196,000
1997	1,760,770
1998	1,314,544
1999	1,087,656
2000	1,247,221
2001	1,445,036
2002	745,235
2003	1,265,000
2004	1,519,764
2005	1,490,230

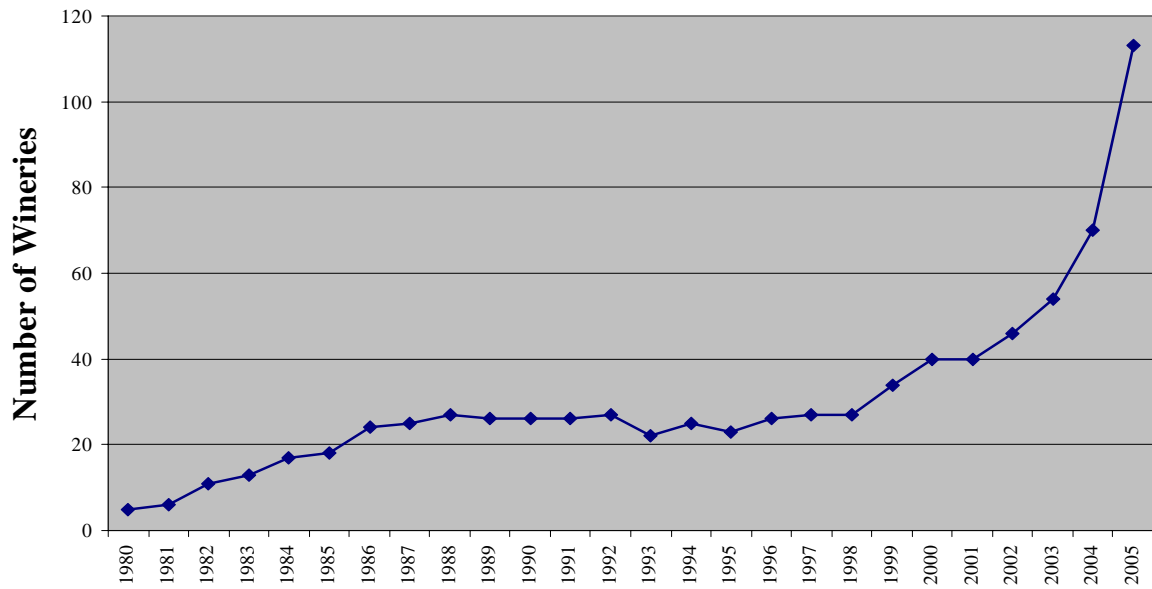
* Adjusted for juice and bulk wine

Source: Texas Wine Marketing Research Institute



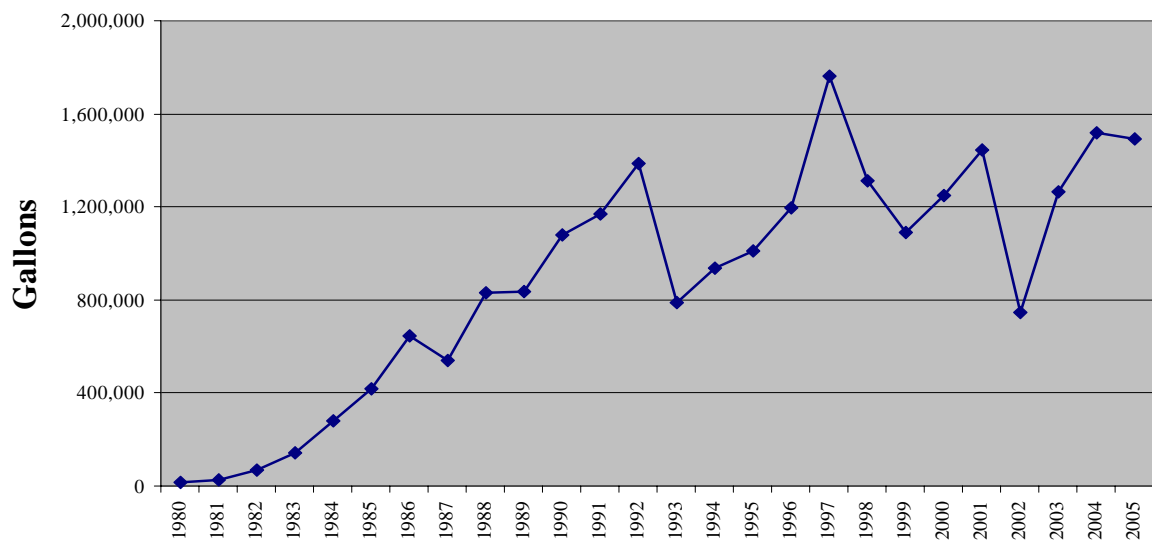
Texas Wine Production

Number of Texas Wineries, 1980-2005



Source: Texas Wine Marketing Research Institute

Self-Reported Wine Production of Texas Wineries, 1980-2005



Source: Texas Wine Marketing Research Institute

Number of Wineries, 2000-2005 (by Winery Production Category)

Gallons	2000	2001	2002	2003	2004	2005
< 5,000	23	20	26	32	48	87
5,000 - 10,000	5	7	6	7	7	7
10,000 - 50,000	8	9	10	11	11	14
> 50,000	4	4	4	4	4	5
Total	40	40	46	54	70	113

Source: Texas Wine Marketing Research Institute

Adjusted Gallons Produced, Fermenting and Storage Capacity, 2000-2005 (by Winery Production Category)

Winery Production Category (Annual Production in Gallons)		2000	2001	2002	2003	2004	2005
< 5,000	Produced	32,021	27,365	26,847	46,054	56,198	81,132
	Fermenting Capacity	76,316	40,180	40,853	26,158	85,777	104,575
	Storage Capacity	97,367	53,255	64,067	41,040	119,803	150,082
5,000 - 10,000	Produced	35,349	56,575	44,995	72,452	37,451	51,407
	Fermenting Capacity	38,796	59,488	55,438	75,710	35,997	71,292
	Storage Capacity	46,216	79,258	56,058	80,541	70,497	187,512
10,000 - 50,000	Produced	133,498	162,288	174,732	272,242	160,669	265,244
	Fermenting Capacity	263,580	248,695	287,529	134,526	305,165	458,042
	Storage Capacity	358,240	376,255	410,820	219,056	377,468	510,129
> 50,000	Produced	944,502	1,165,629	498,661	874,252	1,265,445	1,092,447
	Fermenting Capacity	1,486,000	2,064,502	2,068,745	2,392,036	1,385,863	1,193,286
	Storage Capacity	2,157,545	2,148,887	2,160,045	2,571,404	2,376,671	3,054,147
Total Production		1,145,370	1,411,857	745,235	1,265,000	1,519,763	1,490,230
Total Fermenting Capacity		1,864,692	2,412,865	2,452,565	2,628,430	1,812,802	1,827,195
Total Storage Capacity		2,659,368	2,657,655	2,690,990	2,912,041	2,944,439	3,901,870

Source: Texas Wine Marketing Research Institute

Percent Adjusted Gallons Produced, 2000-2005 (by Winery Production Category)

Winery Production Category (Annual Production in Gallons)	2000	2001	2002	2003	2004	2005
< 5,000	2.8%	1.9%	3.6%	3.6%	3.7%	5.4%
5,000 - 10,000	3.1%	4.0%	6.0%	5.7%	2.5%	3.4%
10,000 - 50,000	11.7%	11.5%	23.4%	21.5%	10.6%	17.8%
> 50,000	82.5%	82.6%	66.9%	69.1%	83.3%	73.3%
Total Production	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Texas Wine Marketing Research Institute



Texas Winery Crush Gallons Extracted, 2005 (by Grape Origin and Source)

Grape Source	Gallons Extracted			Percent Extracted		
	Grape Origin			Grape Origin		
	Within TX	Outside TX	Total	Within TX	Outside TX	Total
Own	734,629	11,866	746,495	64.10%	1.04%	65.13%
Purchased	354,042	45,546	399,588	30.89%	3.97%	34.87%
Total	1,088,670	57,412	1,146,083	94.99%	5.01%	100.00%

Source: Texas Wine Marketing Research Institute



Texas Winery Juice and Bulk Wine Sold, 2005 (by Destination and Form)

Form	Gallons Sold			Percent Sold		
	Destination			Destination		
	Within TX	Outside TX	Total	Within TX	Outside TX	Total
Juice	17,664	-	17,664	51.39%	0.00%	51.39%
Bulk Wine	16,695	13	16,708	48.57%	0.04%	48.61%
Total	34,359	13	34,372	99.96%	0.04%	100.00%

Source: Texas Wine Marketing Research Institute

Texas Winery Juice and Bulk Wine Purchased, 2005 (by Origin and Form)

Form	Gallons Purchased			Percent Purchased		
	Origin of Purchase			Origin of Purchase		
	Within TX	Outside TX	Total	Within TX	Outside TX	Total
Juice	22,467	14,542	37,008	7.91%	5.12%	13.02%
Bulk Wine	35,699	211,438	247,136	12.56%	74.41%	86.98%
Total	58,166	225,979	284,145	20.47%	79.53%	100.00%

Source: Texas Wine Marketing Research Institute

Gallons Bottled, 2005 (by Winery Production Category and Type of Wine)

Winery Production Category (Annual Production in Gallons)	Varietal	Non-Varietal	Sparkling	Fortified	Total
< 5,000	56,449	5,925	-	1,482	63,856
5,000 - 10,000	55,619	2,361	-	104	58,084
10,000 - 50,000	173,334	21,126	-	557	195,017
> 50,000	725,718	655,250	-	8,050	1,389,018
Total Bottled	1,011,120	684,661	-	10,193	1,705,974

Source: Texas Wine Marketing Research Institute

**Gallons Bottled, 2005
(by Winery Production Category and Wine Color)**

Winery Production Category (Annual Production in Gallons)	Red	White	Blush	Total
< 5,000	43,825	14,224	5,807	63,856
5,000 - 10,000	35,307	20,333	2,444	58,084
10,000 - 50,000	114,898	67,228	12,891	195,017
> 50,000	605,251	580,805	202,962	1,389,018
Total Bottled	799,281	682,589	224,104	1,705,974

Source: Texas Wine Marketing Research Institute

Gallons Bottled, 2005 (by Type of Wine and Wine Color)

Type of Wine	Red	White	Blush	Total
Varietal	443,791	500,607	66,722	1,011,120
Non-Varietal	346,389	180,890	157,382	684,661
Sparkling	-	-	-	-
Fortified	9,101	1,092	-	10,193
Total Bottled	799,281	682,589	224,104	1,705,974

Source: Texas Wine Marketing Research Institute



Percent Gallons Bottled, 2005 (by Winery Production Category and Type of Wine)

Winery Production Category (Annual Production in Gallons)	Varietal	Non-Varietal	Sparkling	Fortified	Total
< 5,000	3.3%	0.3%	-	0.1%	3.7%
5,000 - 10,000	3.3%	0.1%	-	0.0%	3.4%
10,000 - 50,000	10.2%	1.2%	-	0.0%	11.4%
> 50,000	42.5%	38.4%	-	0.5%	81.4%
Total Bottled	59.3%	40.1%	-	0.6%	100.0%

Source: Texas Wine Marketing Research Institute



Texas Wine Marketing Research Institute, College of Human Science, Texas Tech University

Texas Wine Production

**Percent Gallons Bottled, 2005
(by Winery Production Category and Wine Color)**

Winery Production Category (Annual Production in Gallons)	Red	White	Blush	Total
< 5,000	2.6%	0.8%	0.3%	3.7%
5,000 - 10,000	2.1%	1.2%	0.1%	3.4%
10,000 - 50,000	6.7%	3.9%	0.8%	11.4%
> 50,000	35.5%	34.0%	11.9%	81.4%
Total Bottled	46.9%	40.0%	13.1%	100.0%

Source: Texas Wine Marketing Research Institute

Percent Gallons Bottled, 2005 (by Type of Wine and Wine Color)

Type of Wine	Red	White	Blush	Total
Varietal	26.01%	29.34%	3.91%	59.27%
Non-Varietal	20.30%	10.60%	9.23%	40.13%
Sparkling	-	-	-	-
Fortified	0.53%	0.06%	-	0.60%
Total Bottled	46.85%	40.01%	13.14%	100.00%

Source: Texas Wine Marketing Research Institute

Section IV.

Wine Sales and Consumption

Per Capita Table Wine Sales Ranked by State.....28

Market Share of Texas Wine in Texas.....28

U.S. On-Premise vs Off-Premise Sales.....29

National Sales of Wine by Tiers.....29

Imported Table Wine Market.....30

Volume Share of Table Wine by Country.....26

Volume and Dollar Value Share of Table Wine and Varietals.....31

Retail Volume and Value Sales Changes of Selected Varietals.....32

U.S. Total Wine Consumption.....34

Percentage Change in U.S. Wine Consumption.....34

Top 10 States in Table Wine Consumption.....35

U.S. Wine Consumption by Category.....35

Top 10 States in Per Capita Wine Consumption.....36

Per Capita Consumption of Wine in Top 10 Countries.....36

Wine Consumption and Per Capita Wine Consumption in Texas.....37

Consumption of Total and Table Wine in Texas.....38

Wine Consumption by Category in U.S. and in Texas.....39

Production Sources of Total and Table Wine.....40

License vs. Control States in Table Wine Consumption.....42

Table Wine Share by Retail Trade Channel.....42

Table Wine Share by Retail Price Segment and Supplier Price Class.....43



Per Capita Sales of Table Wine Ranked by State, 2004
(9-liter Cases per 1,000 Adults)

District of Columbia	3,216	Wisconsin	1104.7
New Hampshire	2,634	Michigan	1040.1
Nevada	2,419	North Carolina	1021.5
Delaware	2,164	Georgia	1001.6
Massachusetts	2,056	Missouri	994.3
Vermont	1,999	Louisiana	988.9
Connecticut	1,942	New Mexico	945.2
California	1,905	Texas	894.5
New Jersey	1,875	Pennsylvania	879.1
Rhode Island	1,835	South Carolina	866.9
Oregon	1,796	Ohio	843.9
Hawaii	1,795	Indiana	841.4
Washington	1,725	Wyoming	839.4
Florida	1,721	Alabama	725.2
Alaska	1,609	Nebraska	719.7
Colorado	1,539	Tennessee	673.1
New York	1,519	North Dakota	657.6
Maine	1,502	South Dakota	629.8
Arizona	1,383	Kentucky	584
Illinois	1305.8	Utah	576
Virginia	1,298	Oklahoma	571.5
Idaho	1,297	Arkansas	562.9
Montana	1,285	Kansas	562.7
Maryland	1,243	Iowa	559.7
Minnesota	1120.9	Mississippi	446.2
		West Virginia	372

Source: Adams Wine Handbook, 2005

Market Share of Texas Varietal and Non-Varietal Wine in Texas, 1999-2005

Year	Total Consumed (9 Liter Cases)	Total Consumed (Gallons)	Total Production by Texas Wineries	Percent Texas Wine Sales in Texas Market	Percent Market Share of All Volume Sizes	Estimate* Percent Market Share of 0.75 & 1.5 Liter Sizes Only
1999	10,677,500	25,388,960	994,503	96%	3.8%	5.4%
2000	11,630,800	27,655,716	948,720	95%	3.3%	4.7%
2001	11,528,000	27,411,278	838,121	95%	2.9%	4.1%
2002	12,047,300	28,646,070	745,235	95%	2.5%	3.5%
2003	12,731,300	30,272,485	1,265,000	95%	4.0%	5.7%
2004	13,414,400	31,896,760	1,519,764	95%	4.5%	6.5%
2005**	14,018,048	33,332,115	1,490,230	95%	4.2%	6.1%

* Based on national supermarket scan data for 0.75 and 1.5 liter size volume shares

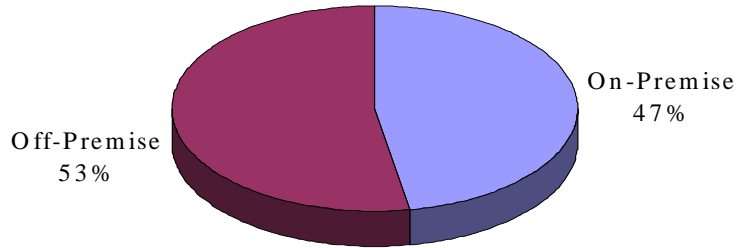
** Estimated figure by applying 4.5% increase from previous year

Source: Texas Wine Marketing Research Institute and Adams Wine Handbook, 2005



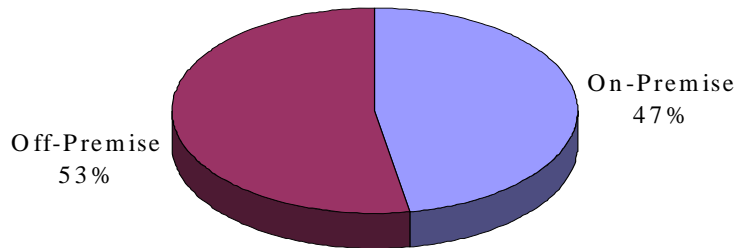


**U.S. On & Off-Premise Wine Sales, 2004
(Dollar Value)**



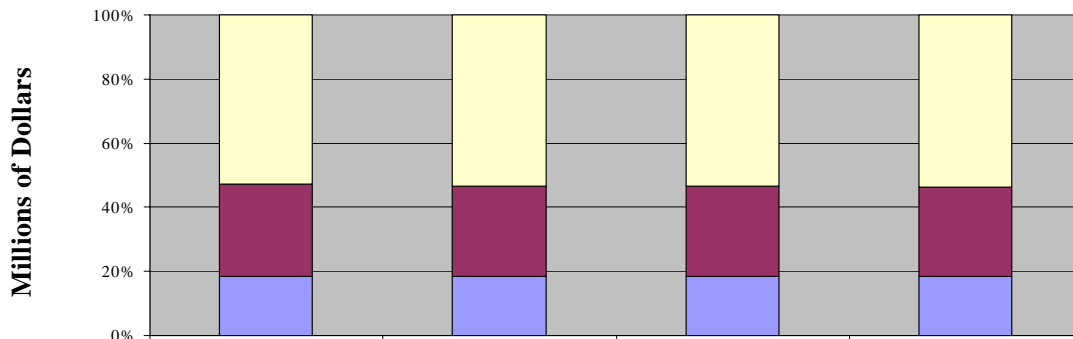
Source: Adams Wine Handbook, 2005

**U.S. On & Off-Premise Wine Sales, 2004
(Dollar Value)**



Source: Adams Wine Handbook, 2005

National Sales of Wine By Tiers, 2001-2004

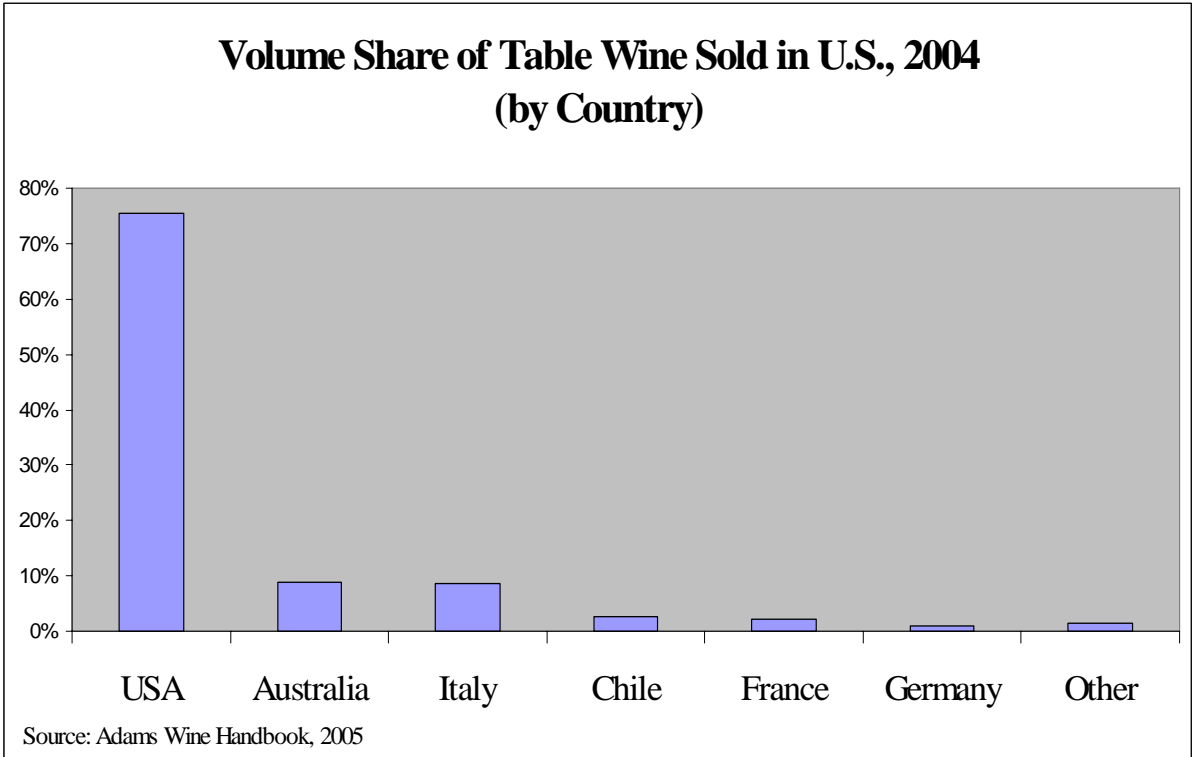
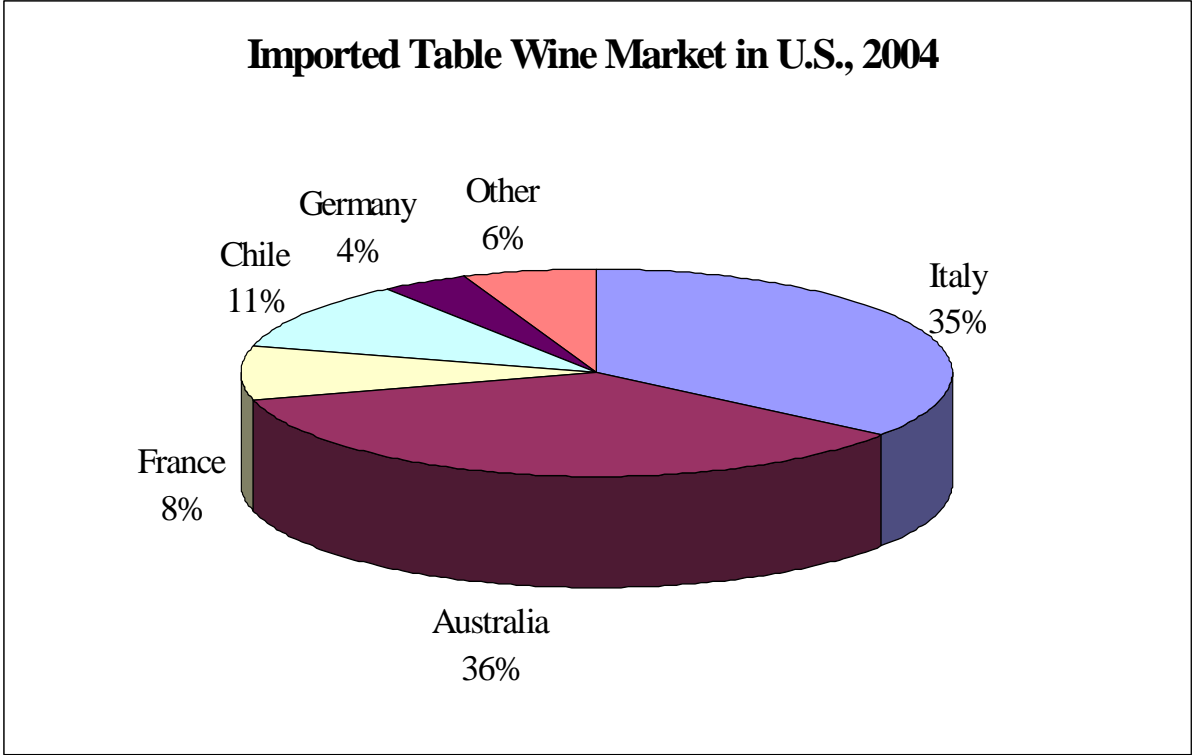


Source: Adams Wine Handbook, 2005



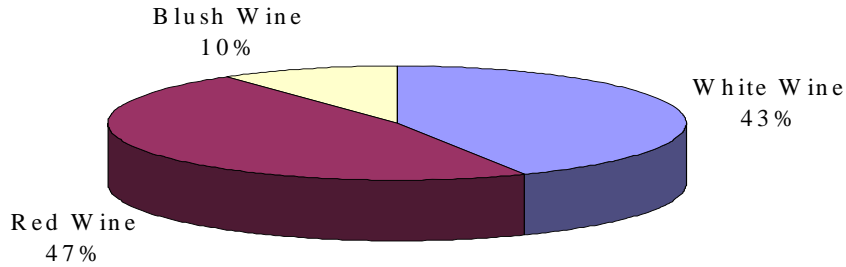
Texas Wine Marketing Research Institute, College of Human Science, Texas Tech University

Wine Sales and Consumption



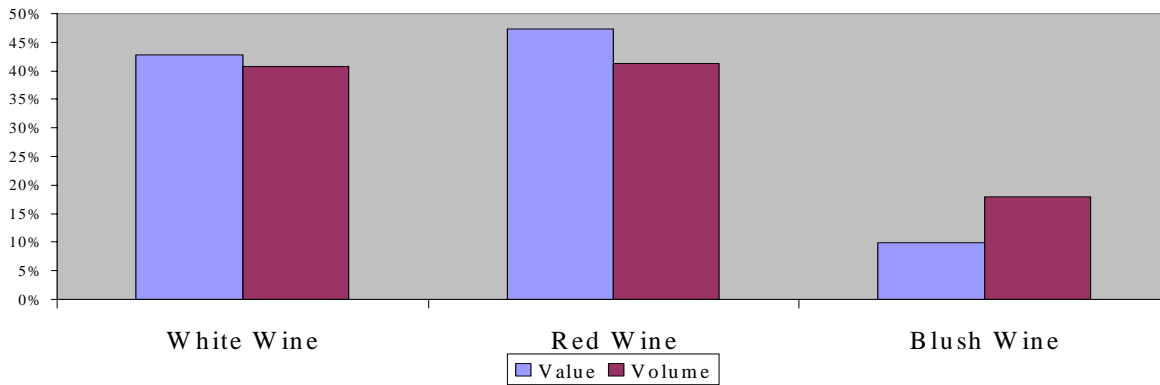


Percentage Dollar Value Share of Table Wine Sold in U.S., 2005 (by Color)



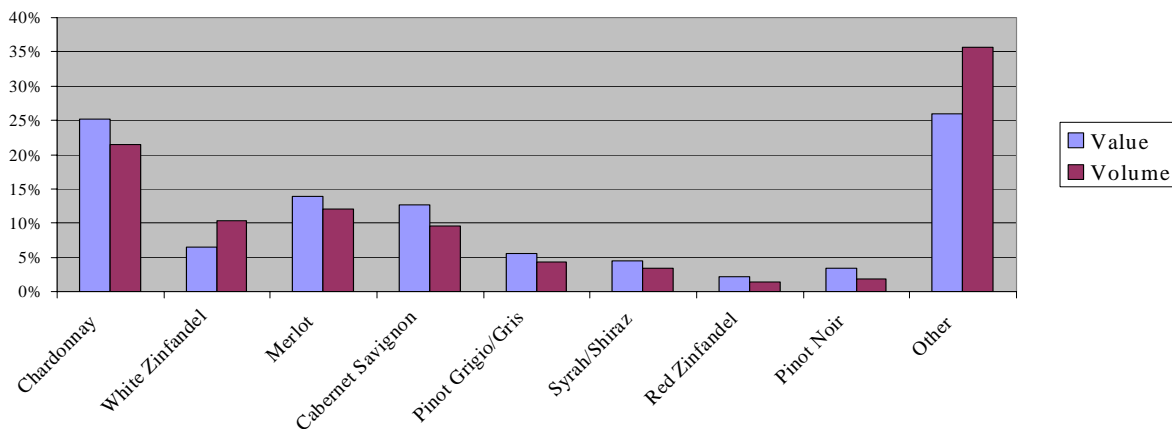
Source: Wine Business Monthly, February 2006

Percentage of Volume and Dollar Value Share of Table Wine in U.S., 2005 (by Color)



Source: Wine Business Monthly, February 2006

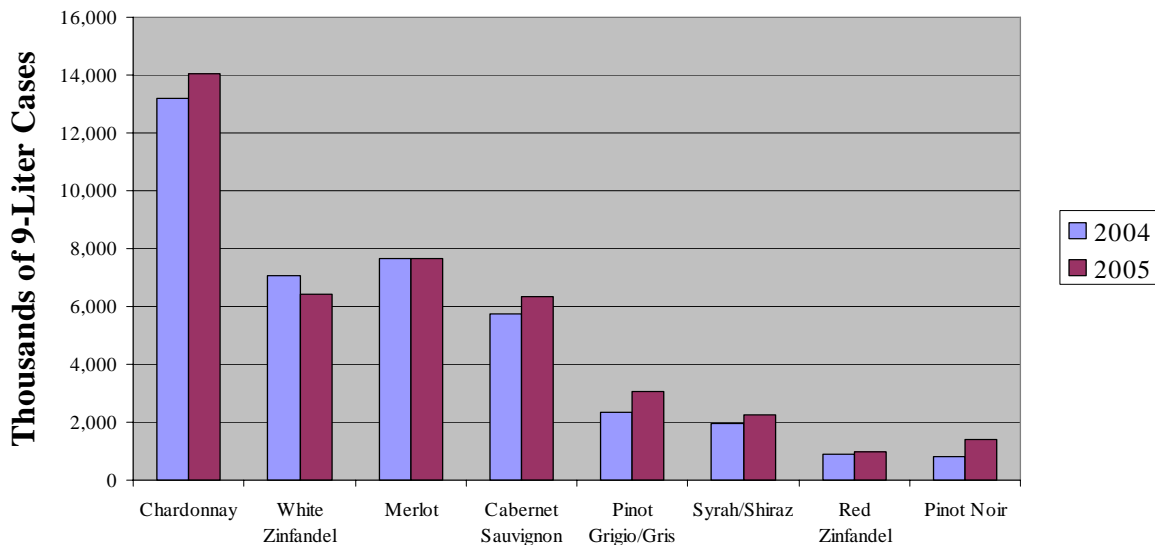
Percentage Volume and Dollar Share of Selected Table Wine Varietals in U.S., 2005



Source: ACNieson Scantrack Data in Wine Business Monthly, March 2006

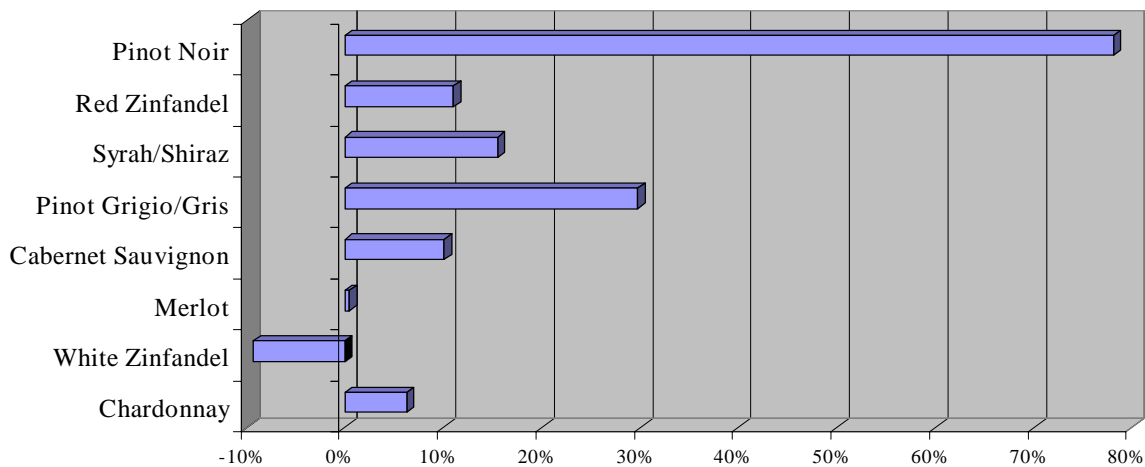


Retail Volume Sales Change of Selected Varietals in U.S., 2004-2005 (9-Liter Cases)



Source: ACNielsen Scantrack Data in Wine Business Monthly, April 2005/May 2006

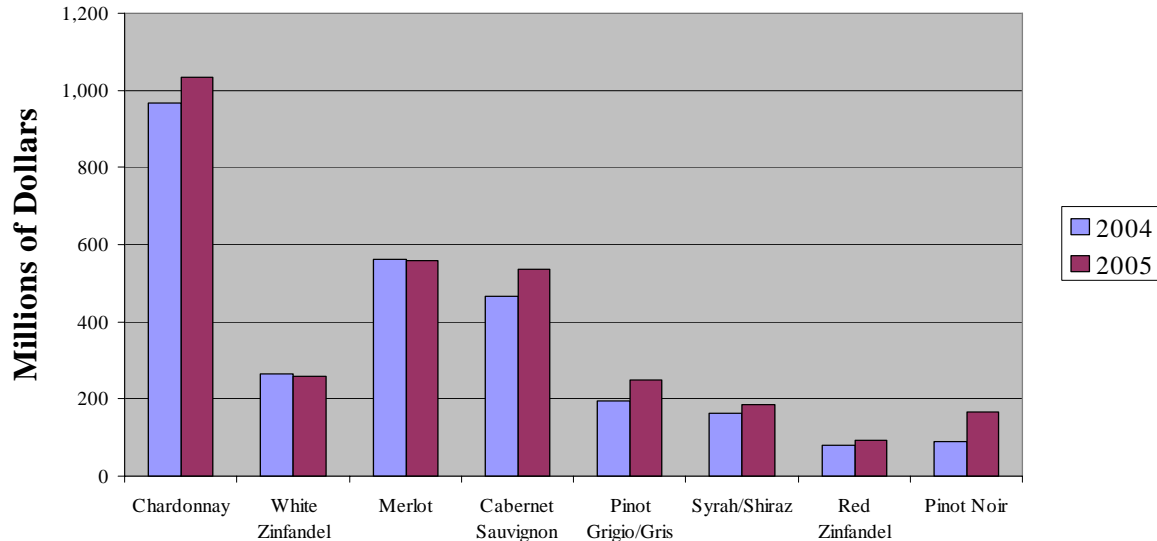
Percentage Change of Retail Volume Sales of Selected Varietals in U.S., 2004-2005 (9-Liter Cases)



Source: ACNielsen Scantrack Data in Wine Business Monthly April 2005/May 2006

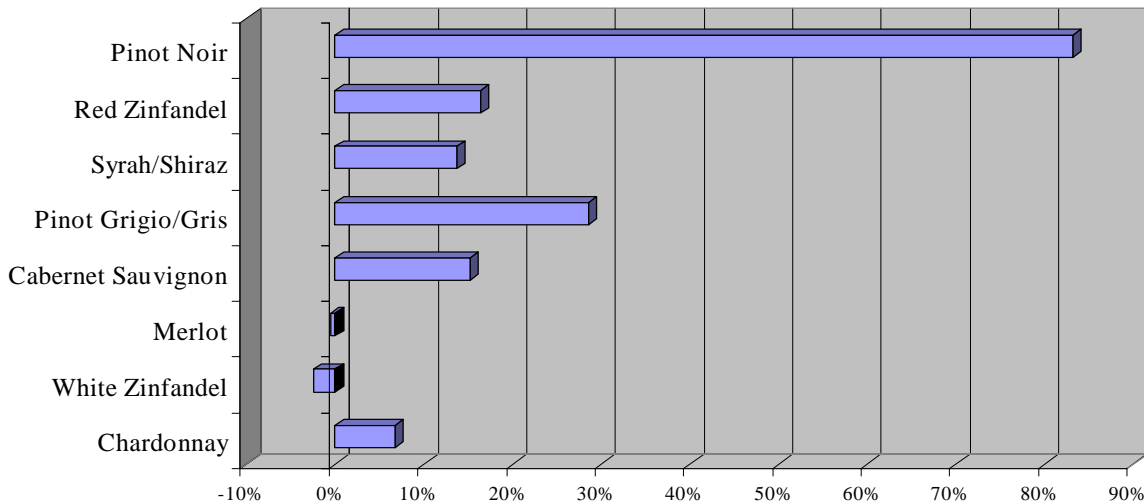


Retail Value Sales Change of Selected Varietals in U.S., 2004-2005



Source: ACNielsen Scantrack Data in Wine Business Monthly April 2005/May 2006

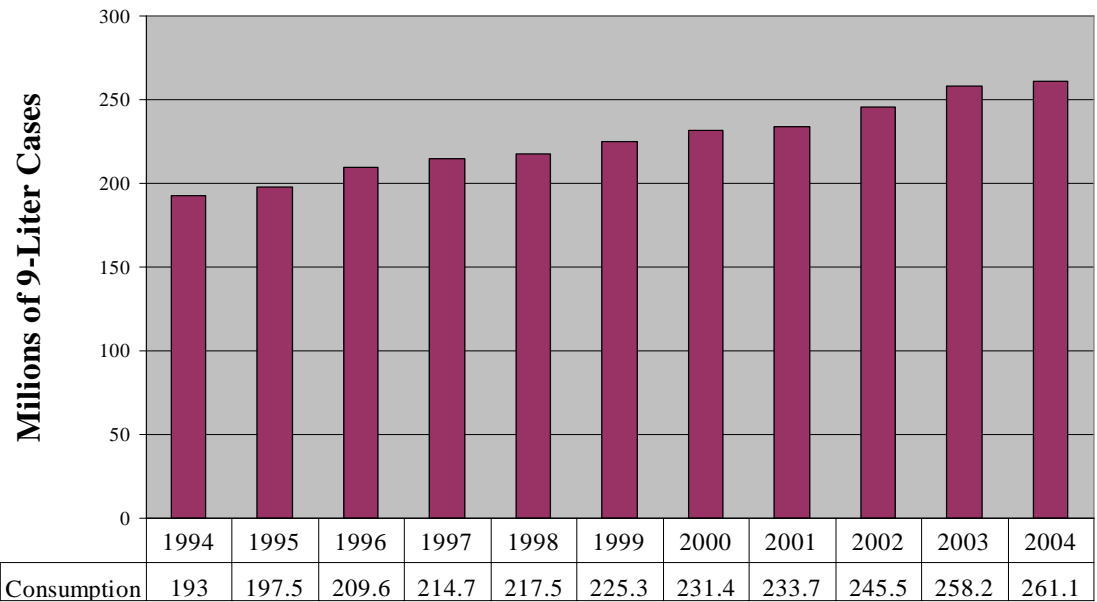
Percentage Change of Retail Value Sales of Selected Varietals in U.S., 2004-2005 (Millions of Dollars)



Source: ACNielsen Scantrack Data in Wine Business Monthly, April 2005/May 2006

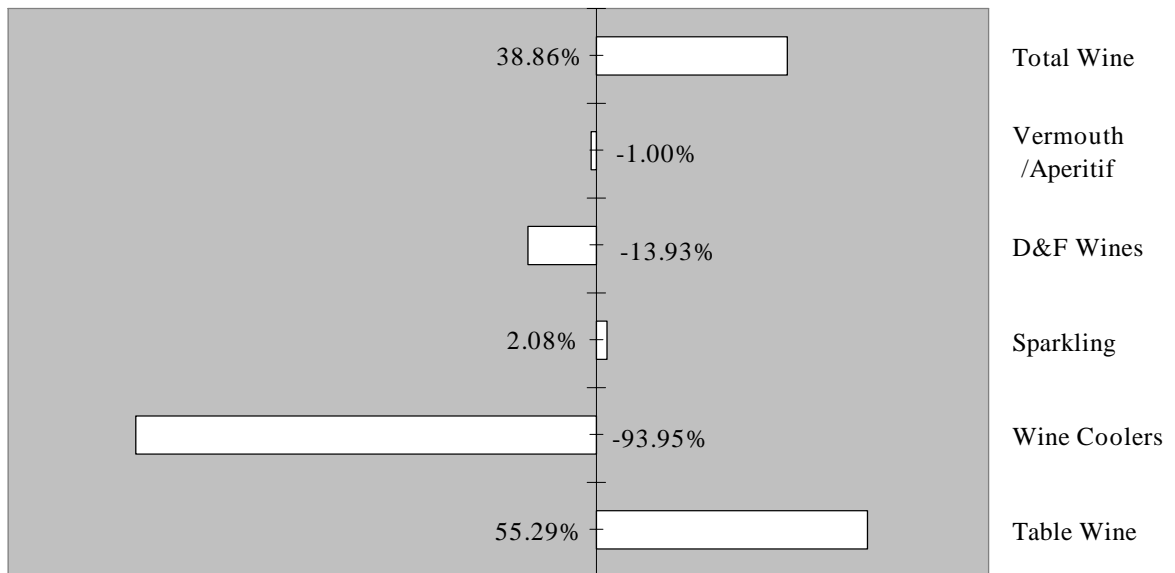


U.S. Total Wine Consumption, 1994-2004



Source: Adams Wine Handbook, 1994-2004

Percentage Change in U.S. Wine Consumption, 1994-2004

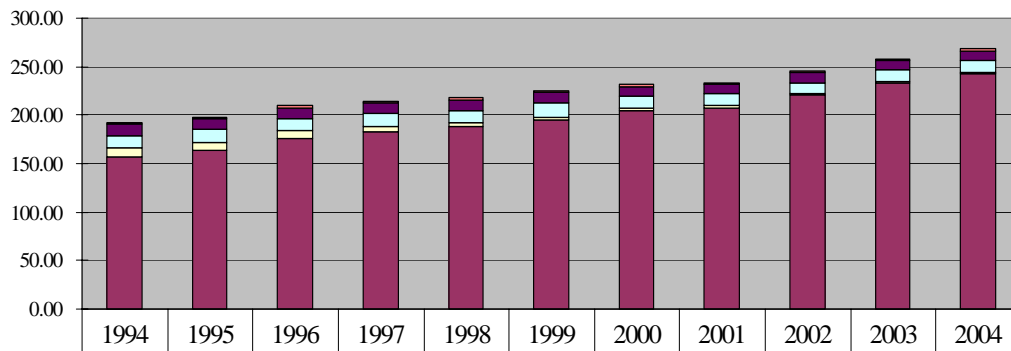


Source: Adams Wine Handbook, 2005



U.S. Wine Consumption by Category, 1994-2004

Milions of 9-Liter Cases

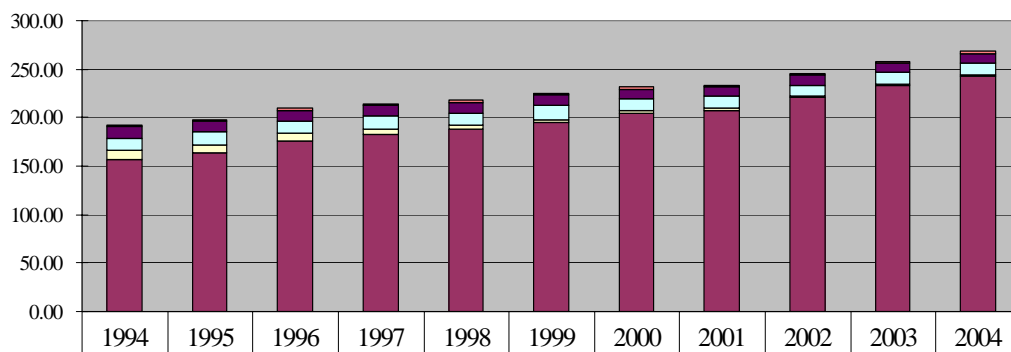


	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Vermouth /Aperitif	1.89	1.74	1.84	1.85	1.87	1.88	1.84	1.82	1.86	1.91	1.87
D&F Wines	11.61	10.95	11.62	11.48	10.95	10.86	10.42	10.22	10.09	10.01	9.99
Sparkling	12.50	12.36	12.31	12.59	12.66	14.88	11.71	11.60	11.86	12.31	12.76
Wine Coolers	10.08	8.33	7.84	5.47	4.03	3.03	2.93	2.43	1.46	0.97	0.61
Table	156.37	164.11	175.99	183.30	188.00	194.66	204.49	207.65	220.28	233.05	242.83

Source: Adams Wine Handbook, 2005

U.S. Wine Consumption by Category, 1994-2004

Milions of 9-Liter Cases

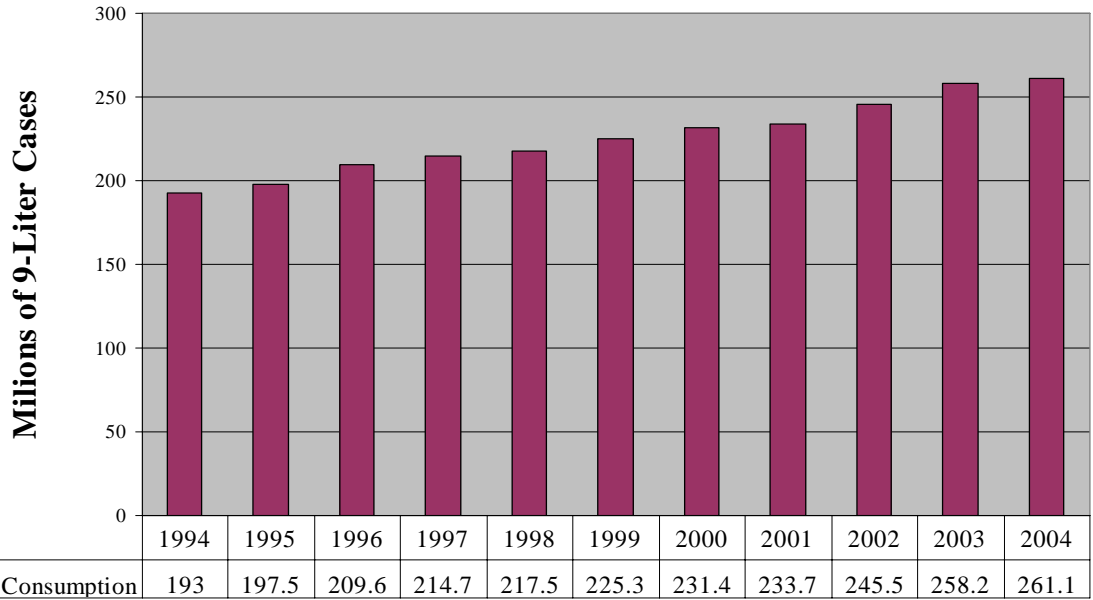


	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Vermouth /Aperitif	1.89	1.74	1.84	1.85	1.87	1.88	1.84	1.82	1.86	1.91	1.87
D&F Wines	11.61	10.95	11.62	11.48	10.95	10.86	10.42	10.22	10.09	10.01	9.99
Sparkling	12.50	12.36	12.31	12.59	12.66	14.88	11.71	11.60	11.86	12.31	12.76
Wine Coolers	10.08	8.33	7.84	5.47	4.03	3.03	2.93	2.43	1.46	0.97	0.61
Table	156.37	164.11	175.99	183.30	188.00	194.66	204.49	207.65	220.28	233.05	242.83

Source: Adams Wine Handbook, 2005

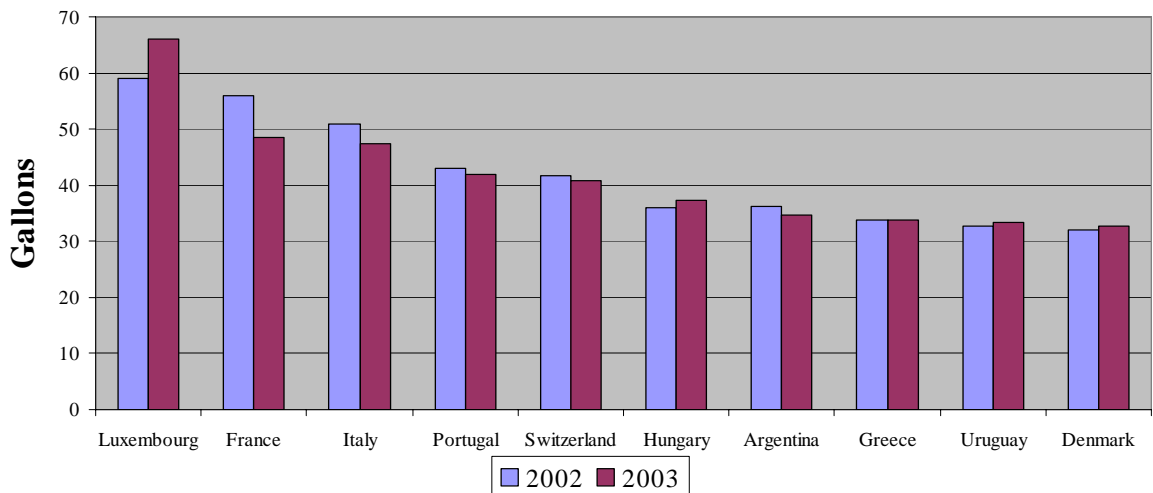


U.S. Total Wine Consumption, 1994-2004



Source: Adams Wine Handbook, 1994-2004

Per Capita Consumption of Wine in Top 10 Countries, 2002 and 2003



Source: Adams Wine Handbook, 2005

Total and Table Wine Consumption in Texas, 1994-2004 (9-Liter Cases)

Year	Table Wine	% Change	Total Wine*	% Change
1994	7,496,172	4%	9,744,225	0%
1995	7,438,538	-1%	9,358,767	-4%
1996	7,821,500	5%	9,665,900	3%
1997	7,876,700	1%	9,497,000	-2%
1998	8,502,070	8%	10,041,700	6%
1999	9,146,100	8%	10,677,500	6%
2000	10,222,000	12%	11,630,800	9%
2001	10,193,000	0%	11,528,000	-1%
2002	10,807,100	6%	12,047,300	5%
2003	11,550,000	7%	12,791,300	6%
2004	12,150,600	5%	13,414,400	5%

* Total Wine includes table wine, wine coolers, champagne & sparkling wine, dessert & fortified wine, vermouth & aperitif

Source: Adams Wine Handbook, 1994-2005



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Wine Sales and Consumption

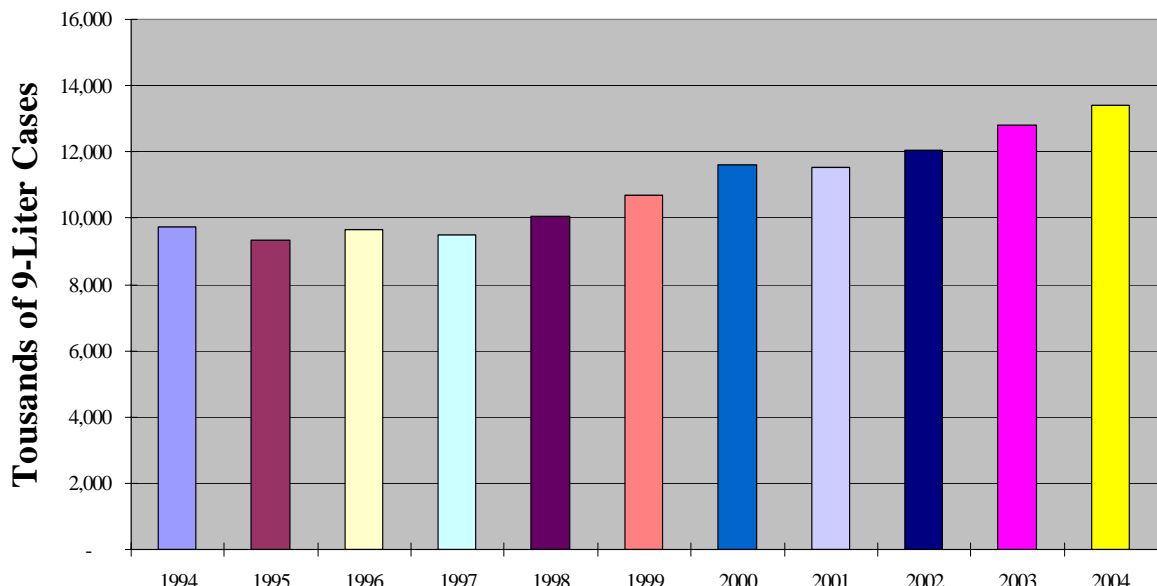
**Per Capita Consumption of Table Wine in Texas, 1994-2005
(9-Liter Cases per 1,000 Adults)**

Year	Consumption	Rank by State
1994	609.4	29
1995	589.8	34
1996	610.5	35
1997	607.3	35
1998	634.4	35
1999	654.1	35
2000	731.1	34
2001	698.2	35
2002	734.8	34
2003	774.9	33
2004	894.5	33

Source: Texas Wine Marketing Research Institute and Adams Wine Handbook, 1994-2005

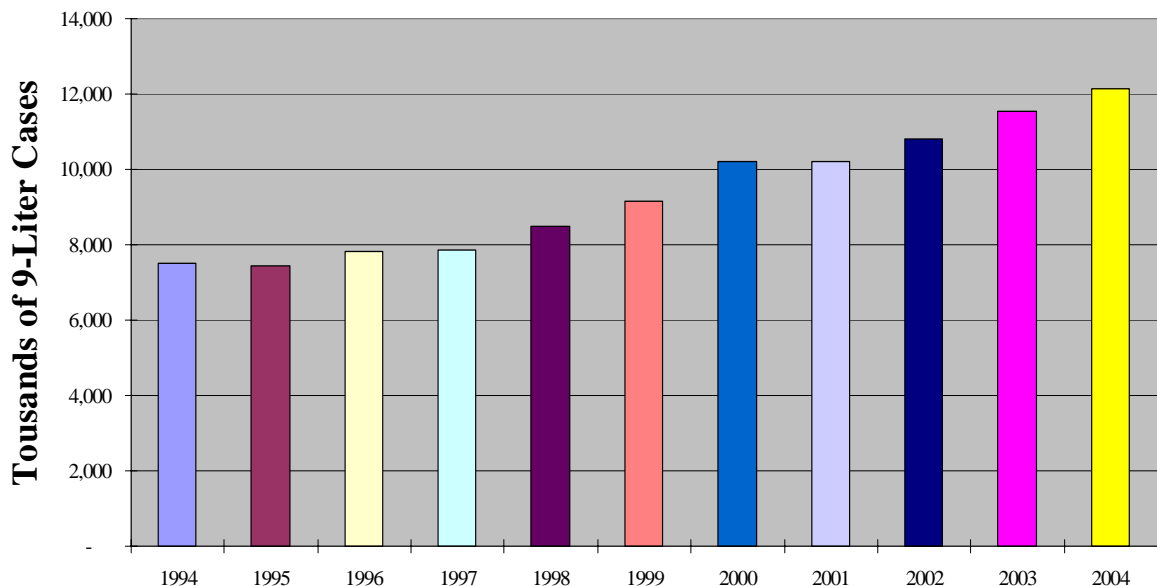


Consumption of Total Wine in Texas, 1994-2004



Total wine includes table wine, wine coolers, champagne & sparkling wine, dessert & fortified wine, vermouth & aperitif
 Source: Adams Wine Handbook, 2005

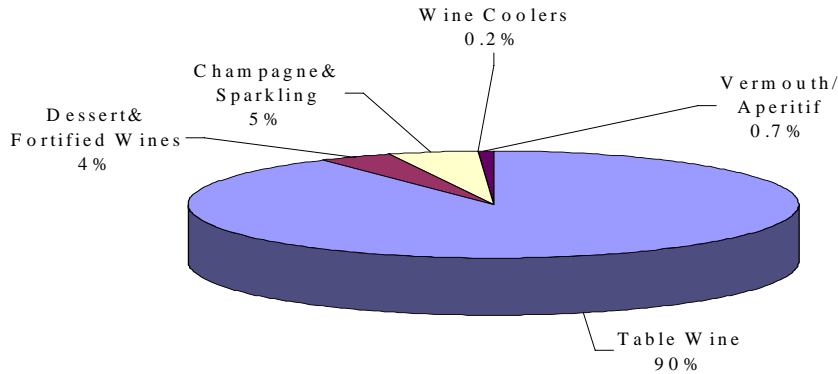
Consumption of Table Wine in Texas, 1994-2004



Source: Adams Wine Handbook, 2005

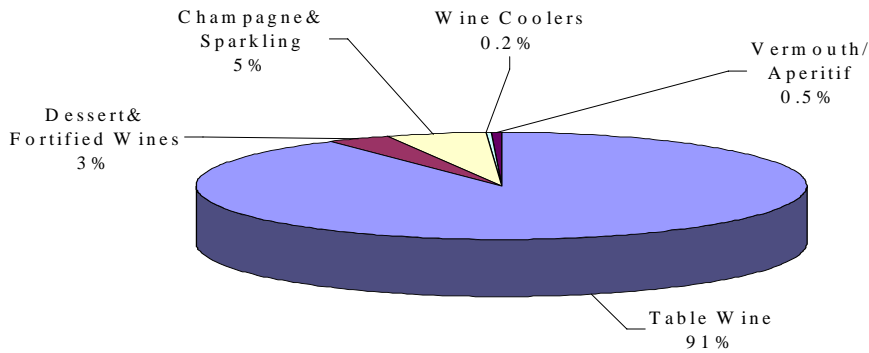


Wine Consumption by Categories in U.S., 2004

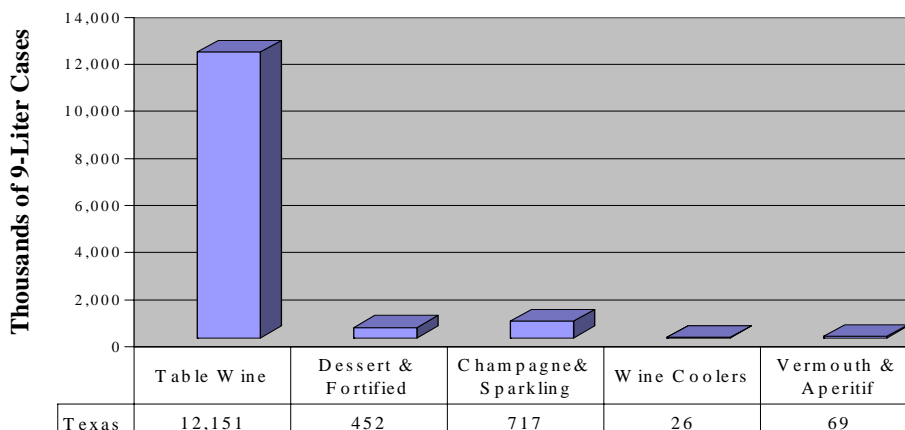


Source: Adams Wine Handbook, 2005

Wine Consumption by Categories in Texas, 2004



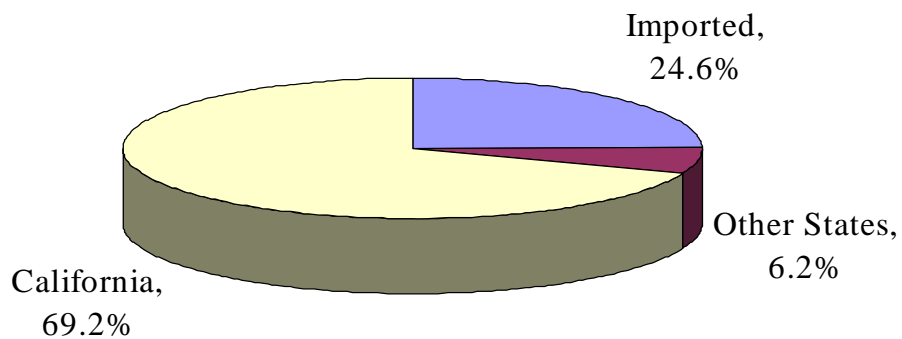
Wine Consumption in Texas by Category, 2004



Source: Admams Wine Handbook, 2005

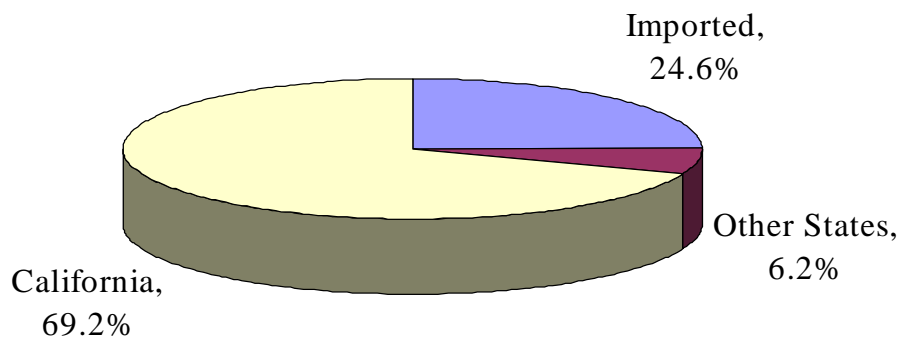


Production Source of Table Wine Consumed in U.S. by Volume, 2004



Source: Adams Wine Handbook, 2005

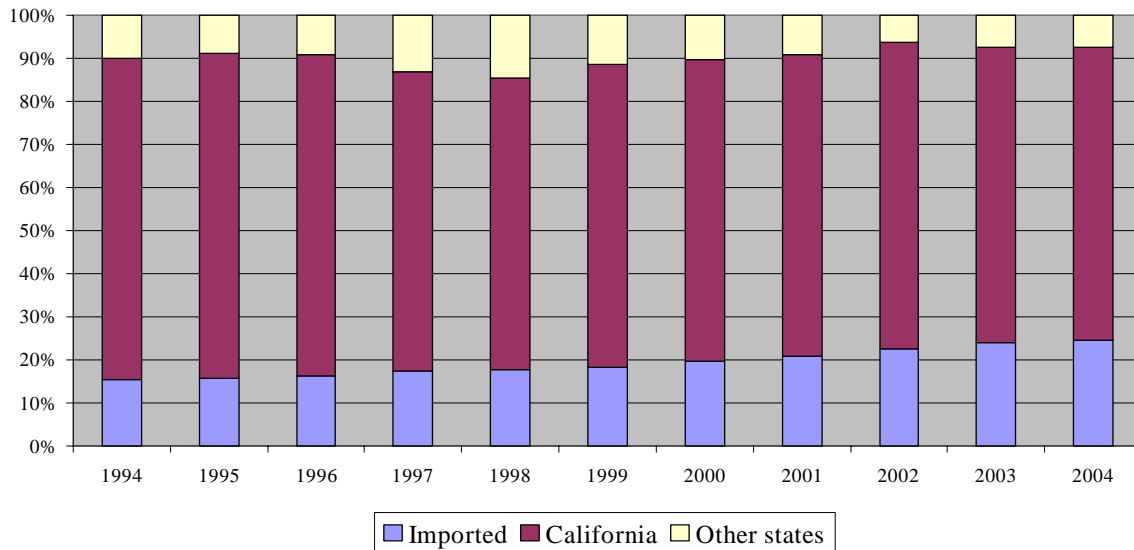
Production Source of Table Wine Consumed in U.S. by Volume, 2004



Source: Adams Wine Handbook, 2005

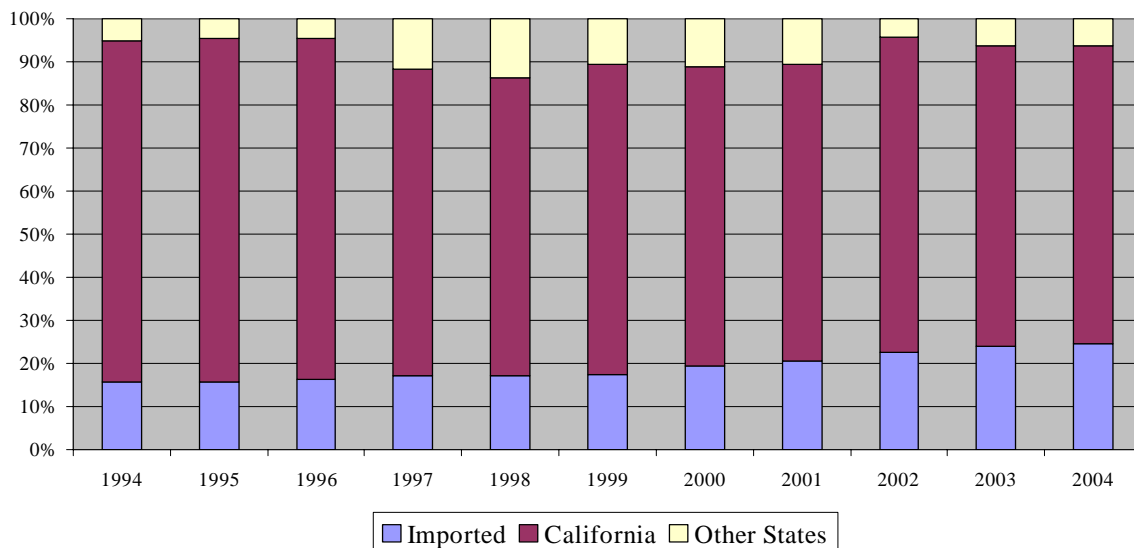


Production Source of Total Wine Consumed in U.S. by Volume, 1994-2004



Source: Adams Wine Handbook, 2005

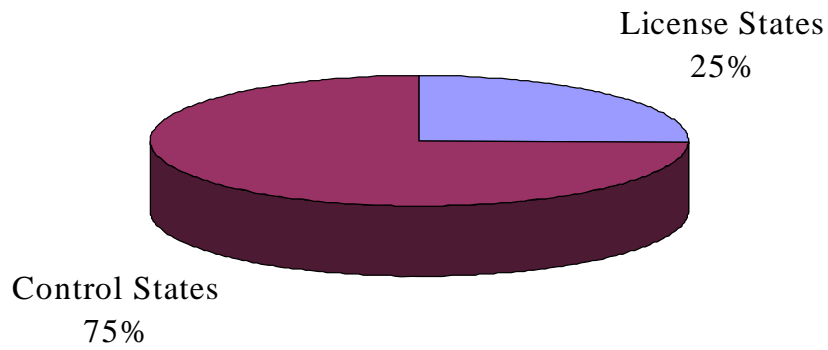
Production Source of Table Wine Consumed in U.S. by Volume, 1994-2004



Source: Adams Wine Handbook, 2005

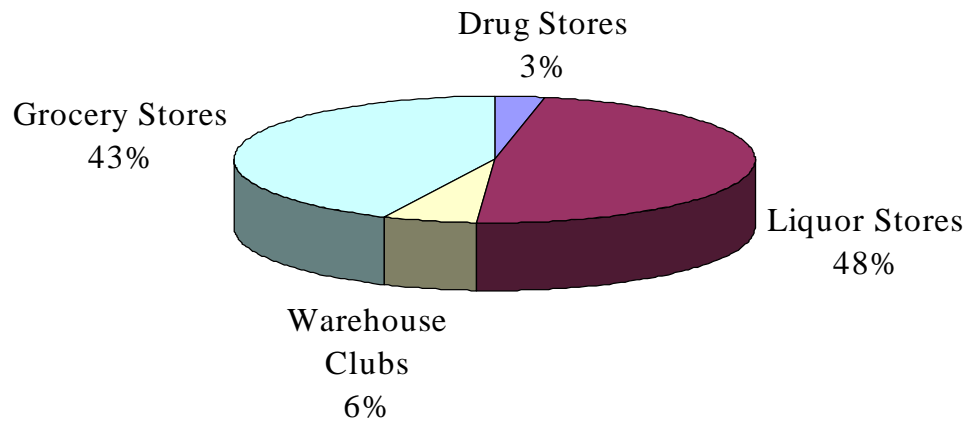


License vs. Control States in Table Wine Consumption, 2004



Source: Adams Wine Handbook, 2005

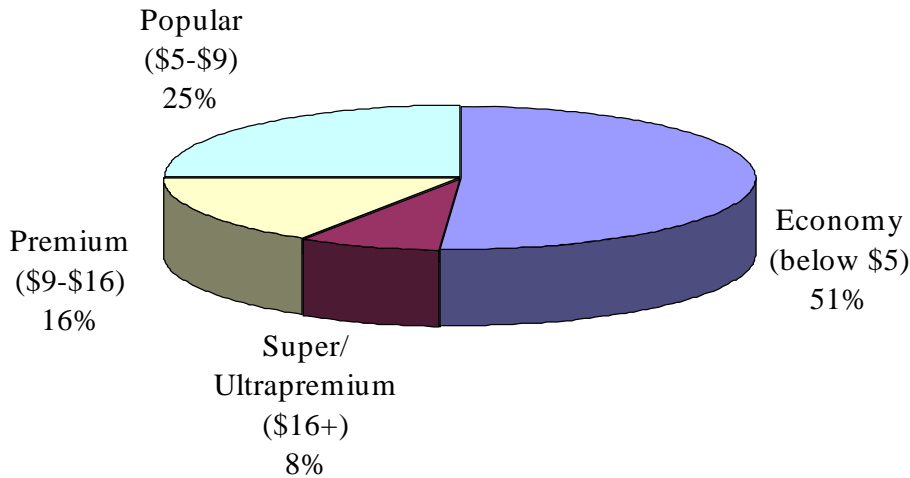
Table Wine Share by Retail Trade Channel, 2004



Source: Adams Wine Handbook, 2005



Table Wine Share by Retail Price Segment, 2004



Source: Adams Wine Handbook, 2005

Market Share of Table Wine by Supplier Price Class, 2004

Price Class	750 ml. Equivalent	Domestic 2004	Imported 2004	Total 2004
Lowest	Under \$2.75	27.9%	3.9%	22.0%
Economy	\$2.76-\$4.25	15.2%	8.7%	13.6%
Popular	\$4.26-\$5.75	19.5%	27.0%	21.3%
Premium	\$5.76-\$7.50	12.6%	33.7%	17.8%
Super-Premium	\$7.51-\$10.00	15.4%	19.1%	16.3%
Ultra-Premium	\$10.01 & up	9.4%	7.6%	9.0%
Total		100.0%	100.0%	100.0%

Source: Adams Wine Handbook, 2005

Section V.

Location of Texas Wineries

Texas Winery Directory List.....46



Texas Wine Marketing Research Institute, College of Human Science, Texas Tech University

Location of Texas Wineries

**Alamosa Wine Cellars**

Jim & Karen Johnson
 P.O. Box 212
 Bend, TX, 76824
 Phone # (325) 628-3313
 Fax # (512) 219-0666
 Email: wine@alamosawinecellars.com
 Website: <http://www.alamosawinecellars.com>

Armstrong Cellars

John & Linda Armstrong
 100 Starlight Lane East US Hwy 90
 Marfa, TX, 79843
 Phone # (432) 729-1819
 Fax # (432) 729-1819
 Website: <http://www.armstrongcellars.com>

Barking Rocks Winery

Tiberia Lawrence
 1919 Allen Court
 Granbury, TX, 76048
 Phone # (817) 579-0007
 Fax # (817) 579-0007
 Email: tiberia@barkingrockswine.com
 Website: <http://www.barkingrockswine.com>

Becker Vineyards

Dr. Richard & Bunny Becker
 P.O. Box 393
 Stonewall, TX, 78671
 Phone # (830) 644-2681
 Fax # (830) 644-2689
 Email: bekevryds@beecreek.net
 Website: <http://www.bekevryds.com>

Bell Mountain Vineyards

Bob & Evelyn Oberhelman
 P.O. Box 756
 Fredericksburg, TX, 78624
 Phone # (210) 685-3297
 Email: contactus@bellmountainwine.com
 Website: <http://www.bellmountainwine.com>

Bell Mountain Vineyards (tasting room)

Bob & Evelyn Oberhelman
 6264 Hwy 290 East
 Fredericksburg, TX, 78624
 Phone # (830) 685-3297
 Fax # (830) 685-3657
 Email: contactus@bellmountainwine.com
 Website: <http://www.bellmountainwine.com>

Bella Vista Ranch, The

Jack Dourgherty
 3101 Mount Sharp RD
 Wimberly, TX, 78676
 Phone # (512) 847-6514
 Email: oliveguy@bvranch.com
 Website: <http://www.bvranch.com>

Bernhardt Winery

Jerry Bernhardt
 9043 CR 204
 Plantersville, TX, 77363
 Phone # (936) 894-9829
 Email: jerry@bernhardtwinery.com
 Website: <http://www.bernhardtwinery.com>

Blue Mountain Wines

Pat Johnson
 HCR 74 Box 7
 Fort Davis, TX, 79734
 Phone # (432) 426-3763
 Fax # (432) 426-3763
 Email: patj@bluemountainwines.com
 Website: <http://www.bluemountainwines.com>

Bluff Dale Vineyards

David & Theresa Hayes
 P.O. Box 110
 Bluff Dale, TX, 76433
 Phone # (254) 728-3540
 Fax # (254) 728-3541
 Email: bluffdalevines@lipan.net
 Website: <http://http://www.bluffdalevineyards.com>

Brennan Vineyards

Pat Brennan
 P.O. Box 399
 Comanche, TX, 76442
 Phone # (325) 356-9100
 Fax # (325) 356-5556
 Email: pat@brennanvineyards.com
 Website: <http://www.brennanvineyards.com>

Bruno & George Wines

Shaw Bruno & Gary George
 400 Messina RD.
 Sour Lake, TX, 77659
 Phone # (409) 898-2829
 Fax # (409) 985-5441
 Email: shawn@brunoandgeorge.com
 Website: <http://www.brunoandgeorge.com>

Brushy Creek Vineyards

Les Constable
572 CR 2798
Alvord, TX, 76225
Phone # (940) 427-4747
Fax # (940) 427-4746
Email: brushyck@wf.net
Website: <http://www.brushycreekvineyards.com>

Cap*Rock Winery

Don Roark
408 E Woodrow RD
Lubbock, TX, 79423
Phone # (806) 863-2704
Fax # (806) 863-2712
Email: caprock@HUB.ofthe.Net
Website: <http://www.caprockwinery.com>

Carmela Winery

Joseph Anselmo
P.O. Box 295
Prosper, TX, 75078
Phone # (972) 346-2894
Fax # (972) 347-2190
Email: winemaker@carmelawinery.net
Website: <http://www.carmelawinery.net>

Chisholm Trail Winery

Paula Williamson
P.O. Box 1274
Fredericksburg, TX, 78624
Phone # (830) 990-CORK (2675)
Fax # (830) 990-9965
Email: chisholmtrail@ktc.com
Website: <http://www.chisholmtrailwinery.com>

Circle S Vineyard

Dave Stacy
P.O. Box 791
Sugar Land, TX, 77487
Phone # (281) 265-9463
Fax # (281) 325-0631
Email: info@circlesvineyards.com
Website: <http://www.circlesvineyards.com>

Colony Cellars

Don Corley
35955 Richard Frey RD.
Waller, TX, 77484
Phone # (979) 826-3073
Fax # (979) 826-3073
Email: profcorley@yahoo.com
Website: <http://www.colonycellars.com>

Comfort Cellars

Cathy Winmill
723 Front St
Comfort, TX, 78013
Phone # (830) 995-3274
Fax # (830) 995-3274
Email: bobwinemaker@yahoo.com
Website: <http://www.texaswinetrails.com/comfort.htm>

Cross Timbers Winery

Donald Bigbie
805 N Main St
Grapevine, TX, 76051
Phone # (817) 488-6789
Fax # (817) 488-7981
Email: crosstimberswinery@directlink.net
Website: <http://www.crosstimberswinery.com>

CrossRoads Winery

John & Monica Otis
15222 King RD #1001
Frisco, TX, 76227
Phone # (972) 294-4144
Fax # (972) 899-1295
Email: winemaker@crwinery.com
Website: <http://www.crwinery.com>

Custom Crush Winery

Sylvia Wolff
8425 Bandera Rd. Suite 148
San Antonio, TX, 78250
Phone # (210) 680-8601
Fax # (210) 680-8602
Email: si@customcrushwinery.com
Website: <http://www.customcrushwinery.com>

D'Vine Wine of Texas - Fort Worth

Bob Besgrove
4915 Camp Bowie
Fort Worth, TX, 76107
Phone # (817) 569-9463
Fax # (817) 731-2156
Email: fortworth@dvinewineusa.com
Website: <http://www.dvinewineusa.com/locations/texas/ftworth/>



Texas Wine Marketing Research Institute, College of Human Science, Texas Tech University

Location of Texas Wineries



D'Vine Wine of Texas - Garland

Michael Keyes
 426 Town Center Blvd.
 Garland, TX, 75040
 Phone # (972) 530-3735
 Email: garland@dvinewineusa.com
 Website: <http://www.dvinewineusa.com/locations/texas/garland/>

D'Vine Wine of Texas - Granbury

Butch Barton
 107 E Bridge Street
 Granbury, TX, 76048
 Phone # (817) 573-7200
 Email: granbury@dvinewineusa.com
 Website: <http://www.dvinewineusa.com/locations/texas/granbury/>

D'Vine Wine of Texas - Kemah

609 Bradford, Suite 105
 Kemah, TX, 77565
 Phone # (281) 334-8300
 Email: kemah@dvinewineusa.com
 Website: <http://www.dvinewineusa.com/locations/texas/kemah/>

D'Vine Wine of McKinney

Bob Landon
 101 N. Kentucky
 McKinney, TX, 75069
 Phone # (972) 542-3030
 Fax # (972) 542-3053
 Email: mckinney@dvinewineusa.com
 Website: <http://www.dvinewineusa.com/locations/texas/mckinney/>

D'Vine Wine of North Texas

Heather Brook
 409 S Main Street
 Grapevine, TX, 76051
 Phone # (817) 329-1011
 Fax # (817) 416-7011
 Email: grapevine@dvinewineusa.com
 Website: <http://www.dvinewineusa.com/locations/texas/grapevine/>

DGI Beverage LLC

Paul Castor
 22803 Industry Lane
 Tomball, TX, 77375
 Phone # (281) 720-5005
 Website: <http://www.texaswinetrails.com/dgi.htm>

Delaney Vineyards

Jerry Delaney
 2000 Champagne Blvd
 Grapevine, TX, 76051
 Phone # (817) 481-5668
 Fax # (817) 251-8119
 Email: info@delaneyvineyards.com
 Website: <http://www.delaneyvineyards.com>

Dobler Wines LTD

Perry M. Dixon II
 P.O.Box 121
 Morse, TX, 79062
 Phone # (806) 733-2673
 Fax # (806) 733-2165
 Email: info@barzwines.com
 Website: <http://www.barzwines.com>

Driftwood Vineyards

Gary & Kathy Elliott
 4001 Elder Hill Road
 Driftwood, TX, 78619
 Phone # (512) 858-4508
 Fax # (512) 858-2020
 Email: info@driftwoodvineyards.com
 Website: <http://www.driftwoodvineyards.com>

Dry Comal Creek Vineyard

Franklin & Bonnie Houser
 1741 Herbelin RD.
 New Braunfels, TX, 78132
 Phone # (830) 885-4076
 Fax # (830) 885-4076
 Email: sales@drycomalcreek.com
 Website: <http://www.drycomalcreek.com>

Fall Creek Vineyards

Ed & Susan Auler
 1402 San Antonio St Ste 200
 Austin, TX, 78701
 Phone # (325) 379-5361
 Fax # (512) 476-6116
 Email: info@fcv.com
 Website: <http://www.fcv.com>

Fawncrest Vineyards

Wayne & Patty McNeil
 1370 Westside Circle, FM 2673
 Canyon Lake, TX, 78133
 Phone # (830) 935-2407
 Fax # (281) 392-5010
 Email: fawncrest@hotmail.com
 Website: <http://www.fawncrest.com>



Flat Creek Estate Vineyard & Winery

Rick & Madelyn Naber
24912 Singleton Bend East Rd #1
Marble Falls, TX, 78654
Phone # (512) 267-6310
Fax # (512) 267-6321
Email: winemaker@flatcreekestate.com
Website: <http://www.flatcreekestate.com>

Frascone Winery

Jim Frascone
311 Bayside Drive
Oak Island, TX, 77514
Phone # (409) 252-4506
Fax # (409) 252-4151
Email: jfrascone@frasconewinery.com
Website: <http://www.frasconewinery.com>

Fredericksburg Winery

Cord Switzer
247 W Main
Fredericksburg, TX, 78624
Phone # (830) 990-8747
Fax # (830) 990-8566
Email: wine@fbgwinery.com
Website: <http://www.fbgwinery.com>

Grape Creek Vineyards

Jason Englert
P.O. Box 102
Stonewall, TX, 78671
Phone # (830) 644-2710
Fax # (830) 644-2746
Email: relax@grapecreek.com
Website: <http://www.grapecreek.com>

Grayson Hills Winery

Rick Magers
2815 Ball RD
Whitewright, TX, 75491
Phone # (903) 627-0832
Fax # (903) 627-0832
Email: info@graysonhillswinery.com
Website: <http://www.graysonhillswinery.com>

Guerra Vineyards & Winery

Mark & Anna Arra
2170 Country Road #4110
Pittsburg, TX, 75686
Phone # (972) 791-3004
Email: arra75062@yahoo.com
Website: <http://www.guerravineyardandwinery.com>

Haak Vineyards & Winery

Raymond & Gladys Haak
6310 Ave T
Santa Fe, TX, 77510
Phone # (409) 925-1401
Fax # (409) 925-0276
Email: raymond@haakwine.com
Website: <http://www.haakwine.com>

Homestead Vineyard & Winery at Ivanhoe

Gabe & Barbara Parker
P.O. Box 35
Ivanhoe, TX, 75447
Phone # (903) 583-4281
Fax # (903) 583-2024
Website: <http://www.homesteadwinery.com>

Homestead Winery at Denison

Gabe & Barbara Parker
220 W. Main Street
Denison, TX, 75020
Phone # (903) 464-0030
Fax # (903) 583-2024
Website: <http://www.homesteadwinery.com/>

Homestead Winery at Grapevine

Gabe & Barbara Parker
211 E. Worth
Grapevine, TX, 76051
Phone # (817) 251-9463
Fax # (903) 583-2024
Website: <http://www.homesteadwinery.com/>

Inwood Estates Vineyards

Dan Gatlin
1350 Manufacturing St
Dallas, TX, 75207
Phone # (214) 679-1907
Fax # (214) 902-9452
Email: dgatlin@inwoodwines.com
Website: <http://www.inwoodwines.com>

Juniper Valley L.P.

Joanne Wells
9515 FM 1863
San Antonio, TX, 78266
Phone # (210) 893-6502
Website: <http://www.texaswinetrails.com/juniper.htm>

**Khatter Vineyards**

Carolyn Khatter
4110 Brookwood
Parker, TX, 75202
Phone # (972) 516-1940
Email: carolyn_khatter@comcast.net
Website: <http://www.khattervineyards.com>

Kiepersol Estates

Pierre De Wet
3933 FM 344E
Tyler, TX, 75703
Phone # (903) 894-8995
Fax # (903) 894-7933
Email: winery@kiepersol.com
Website: <http://www.kiepersol.com>

La Bodega Winery

John Broncato & Gina Puente-Broncato
P.O.Box 613136
DFW Airport, TX, 75261
Phone # (972) 574-1440
Fax # (972) 574-3739
Email: jbrncato1@charter.net
Website: <http://www.labodegawinery.com>

La Buena Vida Vineyards

Camille McBee
416 E College Street
Grapevine, TX, 76051
Phone # (817) 481-WINE
Fax # (817) 421-3635
Email: lbv@labuenavida.com
Website: <http://www.labuenavida.com>

La Cruz de Comal

Lewis Dickson
7405 FM 2722
Startzville, TX, 78133
Phone # (830) 899-2723
Email: lewis@lacruzdecomalwines.com
Website: <http://www.lacruzdecomalwines.com>

La Diosa Cellars

Sylvia McPherson & Catherine Traxler
901 17th Street
Lubbock, TX, 79401
Phone # (806) 744-3600
Fax # (806) 744-3704
Website: <http://www.ladisosacellars.com>

Lehm Berg Winery

Carl & Mary Beth Droemer
1266 CR 208
Giddings, TX, 78942
Phone # (979) 542-2726
Fax # (979) 542-0082
Email: lehmborgwinery@verizon.net
Website: <http://www.lehmborgwinery.com>

Lightcatcher Winery

Terry & Caris Turpen
6925 Confederate Park RD.
Ft Worth, TX, 76108
Phone # (817) 237-2626
Fax # (817) 237-0736
Email: info@lightcatcher.com
Website: <http://www.lightcatcher.com>

Llano Estacado Winery

Mark Hyman
P.O. Box 3487
Lubbock, TX, 79452
Phone # (806) 745-2258
Fax # (806) 748-1674
Email: info@llanowine.com
Website: <http://www.llanowine.com>

Lone Oak Vineyards

Robert & Jamey Wolf
4781 E Lone Oak RD.
Valley View, TX, 76272
Phone # (940) 637-2612
Fax # (940) 637-2963
Email: loneoak@texoma.net
Website: <http://www.texaswinetrails.com/loneoak.htm>

Lone Star Wine Cellars

Mark Roberts
201 E Franklin Street
Grapevine, TX, 76051
Phone # (817) 310-6388
Fax # (972) 540-2769
Email: lonestar@lonestarwinecellars.com
Website: <http://www.lonestarwinecellars.com>

Lone Star Wine Cellars

Gary Konke
103 E. Virginia Street Suite 104
McKinney, TX, 75069
Phone # (972) 547-9463
Fax # (972) 540-2770
Email: lonestar@lonestarwinecellars.com
Website: <http://www.lonestarwinecellars.com>



Los Pinos Ranch Vineyards

Jeffrey & Ana Luisa Sneed
658 CR 1334
Pittsburg, TX, 75686
Phone # (903) 855-1769
Fax # (903) 855-1771
Email: lospinos@earthlink.net
Website: <http://www.lospinosranchvineyards.com>

Lost Creek Vineyard

David & Pattie Brinkman
1129 RR 2233
Sunrise Beach, TX, 78643
Phone # (325) 388-3753
Fax # (325) 388-0910
Email: icvine@tstart.net
Website: <http://www.lostcreekvineyard.com>

LouViney Cellars and Bistro

Mrs. LouViney
111 E Broadway
Winnsboro, TX, 75494
Phone # (903) 342-0485
Email: louvineys@louviney.com
Website: <http://www.louviney.com>

Mandola Winery

Damian Mandola
13308 FM 150 West
Driftwood, TX, 78619
Phone # (512) 858-1470
Website: <http://www.texaswinetrails.com/mandola.htm>

Maydelle Country Wines

Steven Harper
Rt 4 Box 19102
Rusk, TX, 75785
Phone # (903) 795-3915
Fax # (903) 795-3915
Email: steven@maydellewines.com
Website: <http://www.maydellewines.com>

McReynolds Wines

Gerald & Maureen McReynolds
706 Shovel Mountain RD
Cypress Mills, TX, 78663
Phone # (830) 825-3544
Fax # (830) 825-1105
Email: info@mc Reynoldswines.com
Website: <http://www.mc Reynoldswines.com>

Messina Hof Wine Cellars

Paul & Merrill Bonarrigo
4545 Old Reliance RD
Bryan, TX, 77808
Phone # (979) 778-9463
Fax # (979) 778-1729
Email: wine@messinahof.com
Website: <http://www.messinahof.com>

Nashwood Winery

Steven & Karen Eubanks
11661 Preston RD # 240
Dallas, TX, 75230
Phone # (214) 346-9932
Fax # (972) 788-1524
Email: nashwoodwinery@yahoo.com
Website: <http://www.nashwoodwinery.com>

Oberhof Wine Cellars

Mark Wieser
1406 South US 87
Fredericksburg, TX, 78624
Phone # (830) 997-0124
Fax # (830) 997-0455
Email: mark.wieser@jelly.com
Website: <http://www.oberhofwinecellars.com>

Paris Vineyards

Larry & Denise Dority
545 CR 43500
Paris, TX, 75462
Phone # (903) 982-7216
Email: ddority@neto.com
Website: <http://www.parisvineyards.com>

Pheasant Ridge Winery

William Gipson
Route 3, Box 191
Lubbock, TX, 79403
Phone # (806) 746-6033
Fax # (806) 746-6750
Email: billgipson@aol.com
Website: <http://www.pheasantridgewinery.com>

Pillar Bluff Vineyards

Gill & Peggy Bledsoe
300 Burnet CR 111
Lampasas, TX, 76550
Phone # (512) 556-4078
Fax # (512) 556-4078
Email: vineyard@ltx.net
Website: <http://www.pillarbluff.com>

**Piney Woods Country Wines***Alfred Flies*

3408 Willow DR

Orange, TX, 77632

Phone # (409) 883-5408

Fax # (409) 883-5483

Email: pineywoods1@gmail.com

Website: <http://www.pineywoodswines.com>**Pleasant Hill Winery***Bob & Jeanne Cottle*

1441 Salem RD

Brenham, TX, 77833

Phone # (979) 830-VINE

Fax # (979) 277-9218

Email: info@pleasanthillwinery.com

Website: <http://www.pleasanthillwinery.com>**Poteet Country Winery***Jim Collums & Bob Denson*

400 Tank Hollow RD

Poteet, TX, 78065

Phone # (830) 276-8085

Fax # (830) 742-8274

Email: bob.denson@poteetwine.com

Website: <http://www.poteetwine.com>**Purple Possum Winery***Monty Galloway*

5492 Rabun RD

Navasota, TX, 77868

Phone # (936) 825-2830

Email: biskly@yahoo.com

Website: <http://www.purplepossumwinery.com>**Red Caboose Vineyard and Winery***Gary McKibben*

1147 CR 1110

Meridian, TX, 76665

Phone # (254) 435-9911

Fax # (254) 435-9910

Email: gary@redcaboosewinery.com

Website: <http://www.redcaboosewinery.com>**Red River Winery***Mark & Tina Woolington*

417-A Gentry St

Spring, TX, 77373

Phone # (281) 288-9463

Fax # (281) 288-9463

Email: redriverwinery@msn.com

Website: <http://www.redriverwinery.com>**Rising Star Vineyards***Mr. Oubre*

1001 CR 290

Rising Star, TX, 76471

Phone # (254) 643-1776

Website: <http://www.risingstarvineyards.com>**Rosemary Vineyard & Winery***Beatrice Schulze*

5521 Hwy 71 East

LaGrange, TX, 78945

Phone # (979) 249-2109

Fax # (979) 249-2106

Salado Wine Seller*June Ritterbusch*

8451 FM 2484

Salado, TX, 76571

Phone # (254) 947-8011

Fax # (254) 947-8011

Email: info@saladowine.com

Website: <http://www.saladowine.com>**San Martino Winery & Vineyards***Emilio Ramos*

12512 Hwy 205 North

Rockwall, TX, 75087

Phone # (972) 772-6043

Fax # (972) 772-1902

Email: winery@sanmartinowinery.com

Website: <http://www.sanmartinowinery.com>**Sandstone Cellars Winery***Don Pullum*

P.O.Box 1246

Mason, TX, 76856

Phone # (325) 347-9463

Email: wine@sandstonecellarswinery.com

Website: <http://www.sandstonecellarswinery.com>**Singing Water Vineyards***Richard & Julie Holmberg*

316 Mill Dam RD

Comfort, TX, 78013

Phone # (830) 995-2064

Fax # (830) 995-3964

Email: singingwater@omniglobal.net

Website: <http://www.shopcomfort.com/SingingWater/index.htm>



Sister Creek Vineyards

Danny Hernandez
1142 Sisterdale Rd
Sisterdale, TX, 78006
Phone # (830) 324-6704
Fax # (830) 324-6704
Email: sistercreek@hctc.net
Website: <http://www.sistercreekvineyards.com>

Specialty Blends Inc

David Tindol
3139 Junction Hwy
Ingram, TX, 78025
Phone # (830) 367-3420
Fax # (830) 324-6704
Email: dtindol@saborazul.com
Website: <http://www.saborazul.com>

San Martino Winery & Vineyards

Emilio Ramos
12512 Hwy 205 North
Rockwall, TX, 75087
Phone # (972) 772-6043
Fax # (972) 772-1902
Email: winery@sanmartinowinery.com
Website: <http://www.sanmartinowinery.com>

Sandstone Cellars Winery

Don Pullum
P.O.Box 1246
Mason, TX, 76856
Phone # (325) 347-9463
Email: wine@sandstonecellarswinery.com
Website: <http://www.sandstonecellarswinery.com>

Singing Water Vineyards

Richard & Julie Holmberg
316 Mill Dam RD
Comfort, TX, 78013
Phone # (830) 995-2064
Fax # (830) 995-3964
Email: singingwater@omniglobal.net
Website: <http://www.shopcomfort.com/SingingWater/index.htm>

Sister Creek Vineyards

Danny Hernandez
1142 Sisterdale Rd
Sisterdale, TX, 78006
Phone # (830) 324-6704
Fax # (830) 324-6704
Email: sistercreek@hctc.net
Website: <http://www.sistercreekvineyards.com>

Specialty Blends Inc

David Tindol
3139 Junction Hwy
Ingram, TX, 78025
Phone # (830) 367-3420
Fax # (830) 324-6704
Email: dtindol@saborazul.com
Website: <http://www.saborazul.com>

Swirl

Louis & Peggy Davion
1311 Main Street
Dallas, TX, 75202
Phone # (214) 573-6603
Fax # (214) 573-6605
Email: lpdavion@comcast.net
Website: <http://www.swirl.com>

Tehuacana Creek Vineyards & Winery

Ulf Westblom
6826 E. Hwy 6
Waco, TX, 76705
Phone # (254) 875-2375
Email: info@wacowinery.com
Website: <http://www.wacowinery.com>

Texas Hills Vineyard & Winery

Gary & Kathy Gilstrap
P.O. Box 1480
Johnson City, TX, 78636
Phone # (830) 868-2321
Fax # (830) 868-7027
Email: wine@texashillsvineyard.com
Website: <http://www.texashillsvineyard.com>

Texoma Winery

Bob White
9 Judge Carr RD
Whitewright, TX, 75491
Phone # (903) 364-5242
Email: info@texomawinery.com
Website: <http://www.texomawinery.com>

The Winery in Grand Prairie

Rick Sala
3803 Robinson RD
Grand Prairie, TX, 75052
Phone # (972) 237-1606
Email: rick.sala@thewineryingrandprairie.com
Website: <http://www.thewineryingrandprairie.com>

**The Triple "R" Ranch & Winery**

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 Phone # (972) 540-1996
 Fax # (972) 529-9902
 Email: deannaross@sbcglobal.net
 Website: <http://www.thetriplerranch.com>

Three Dudes Winery

Terry Alford
 19577 San Marcos Hwy
 San Marcos, TX, 78666
 Phone # (512) 392-7044
 Website: <http://www.threedudeswinery.com>

Ten Times Cellars

Kert Platner, Rob Wilson, Chris Lawler
 6324 Prospect Ave
 Dallas, TX, 75214
 Phone # (214) 824-WINE
 Fax # (214) 824-9464
 Email: kert@timestencellars.com
 Website: <http://www.timestencellars.com>

Toddy Blends

Ken Davis
 7200 Langtry Lane
 Houston, TX, 77040
 Phone # (713) 694-9463
 Fax # (713) 695-4449
 Email: sales@toddyblends.com
 Website: <http://www.toddyblends.com>

Torre di Pietra Vineyards

Ken & Jenise Maxwell
 10915 E US Hwy 290
 Fredericksburg, TX, 78624
 Phone # (830) 990-9755
 Fax # (830) 644-2830
 Email: tdp@beecreek.net
 Website: <http://www.texashillcountrywine.com>

Val Verde Winery

Tommy M. Qualia
 100 Qualia DR
 Del Rio, TX, 78840
 Phone # (830) 775-9714
 Fax # (830) 775-5394
 Website: <http://www.valverdewinery.com>

Vintner's Cellar of North Texas

Larry & Carolyn McDowell
 4025 Preston Road, Suite 604
 Plano, TX, 75093
 Phone # (972) 378-9463
 Email: dallas@vintnerscellar.com
 Website: <http://www.vintnerscellar.com>

Wales Manor Vineyard & Winery

John Wales
 4488 County Road 408
 McKinney, TX, 75069
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 Email: wales@walesmanor.com
 Website: <http://www.walesmanor.com>

Water 2 Wine

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 Website: <http://www.water2wine.biz>

Water 2 Wine

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 Website: <http://www.water2wine.biz>

White House Winery

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 Conroe, TX, 77301
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 Website: <http://www.whitehousewinery.com>

Wichita Falls Vineyard and Winery

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 Iowa Park, TX, 76367
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 Email:
wine@wichitafallsvineyardsandwinery.com
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Wimberley Valley Wines at Driftwood

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Website: <http://www.wimberleyvalleywinery.com>

Wimberley Valley Wines at Old Town Spring

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Windy Hill Winery

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Wimberley Valley Wines at Old Town Spring

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Zin Valle Vineyards

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Conversion Factors From Metric to US Measurements

1 liter = 0.2642 U.S. gallons

1 hectoliter = 26.418 U.S. gallons

1 hectokilo (1 quintal) = 0.1102 tons
(1 ton = 2,000 pounds)

1 kilometer = 0.6214 mile

1 hectare = 2.47 acres

1 case = 9 liters (2.3778 gallons)

1 ton of wine grapes = 170 gallons hand
harvested or 200 gallons
mechanically harvested

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