

WIN EXPO

December 5, 2019

STATE OF THE NORTH COAST WINE INDUSTRY

*Information provided by:
Glenn Proctor*



CIATTI

GLOBAL WINE & GRAPE BROKERS



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24 DEDICATED BROKERS IN 9 COUNTRIES



GLOBALLY BASED TO HELP BUILD YOUR BUSINESS WORLDWIDE

CALIFORNIA MARKET OVERVIEW

- ❖ SLUGGISH SALES GROWTH
- ❖ WORKING THROUGH HISTORIC 2018 CROP - AVERAGE 2019 CROP
- ❖ BULK MARKET AND SPOT GRAPE CONTRACT ACTIVITY SLOW
- ❖ BULK INVENTORIES REMAIN HIGH
- ❖ **NEW MARKET REALITY**



WINE SALES

USA SHIPMENTS – 6 months ending June 2019

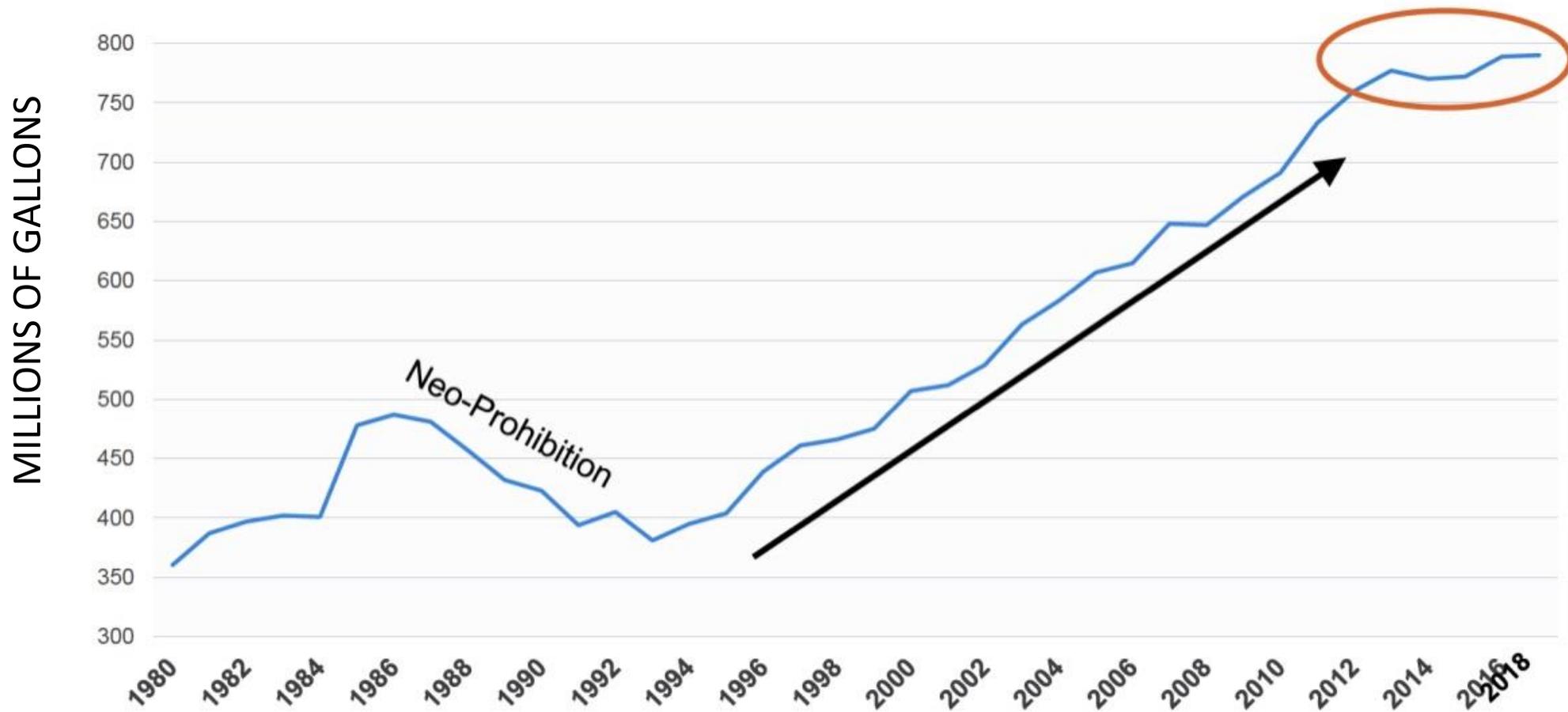
TOTAL CA WINE	-2%
(LAST 6 MONTHS)	
- DOMESTIC	0%
- EXPORTS	-28%
- IMPORTS (6 months)	
- CASEGOODS	5%
- BULK	-7%
TOTAL US Market (YTD)	
- IMPORT & DOMESTIC	1%

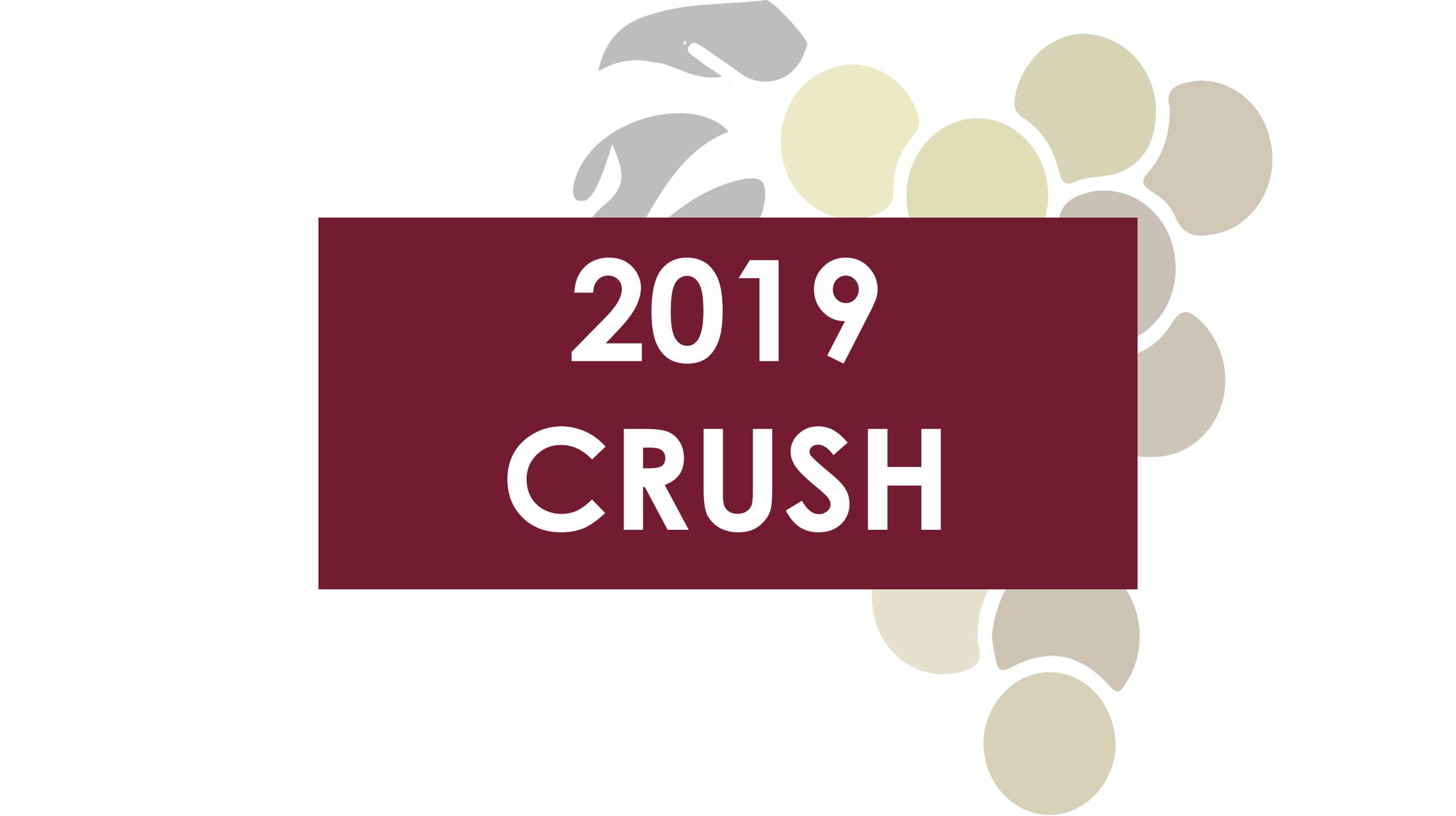
2019 FIRST HALF - CA TABLE WINE VOLUME

Retail Price/ 750ml Eqv.	Price Segment		Volume Change	Volume Share
Under \$4 – 5L	Economy		- 2.8%	9.9%
Under \$4 - other			- 6.8%	9.7%
\$4 - \$7 – 1.5L	Popular		- 6.3%	15.3%
\$4-\$7 - other			- 5.5%	13.7%
\$4 - \$7 – 3L	Premium Box		+ 11.4%	7.4%
\$7 - \$9	Popular Plus		- 3.2%	10.2%
\$9 - \$12	Premium		+ 1.8%	18.9%
\$12 - \$15	Premium Plus		+ 7.7%	7.6%
\$15 - \$20	Super Premium		+9.6%	4.7%
Over \$20	Luxury		+ 7.2%	2.5%

NON-GROWING US WINE CONSUMPTION

US wine consumption

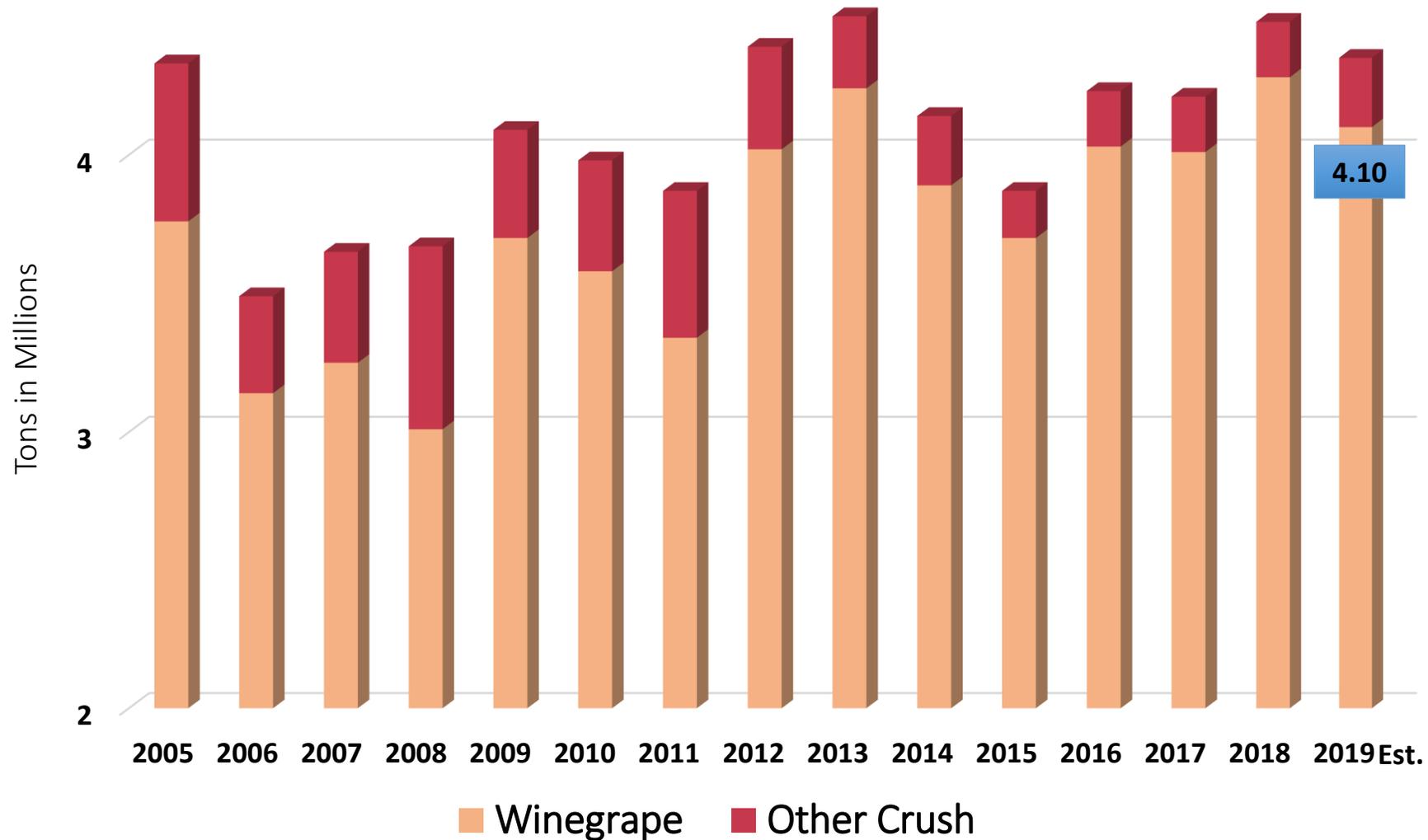




2019 CRUSH

CALIFORNIA

STATEWIDE GRAPE CRUSH



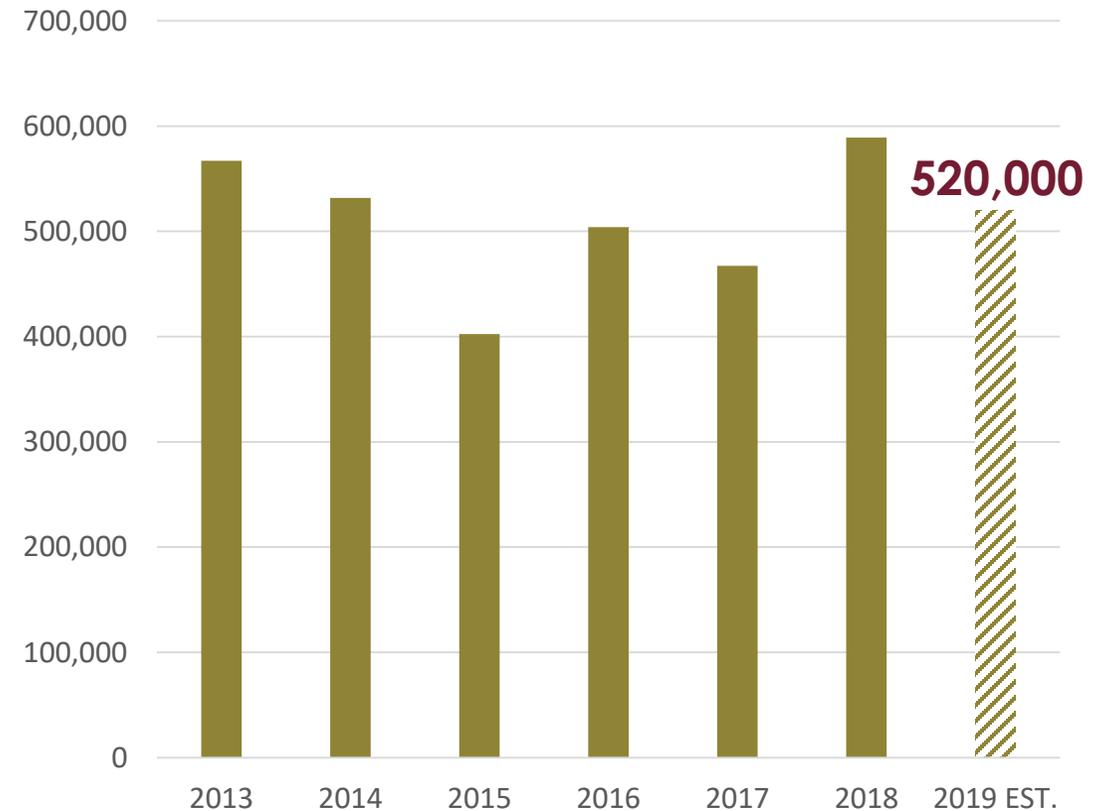
NORTH COAST

- HARVEST

- CROP FEELS "NORMAL"
- CAPACITY ISSUES
- FIRE CHALLENGE
- EXCELLENT QUALITY

- MARKET

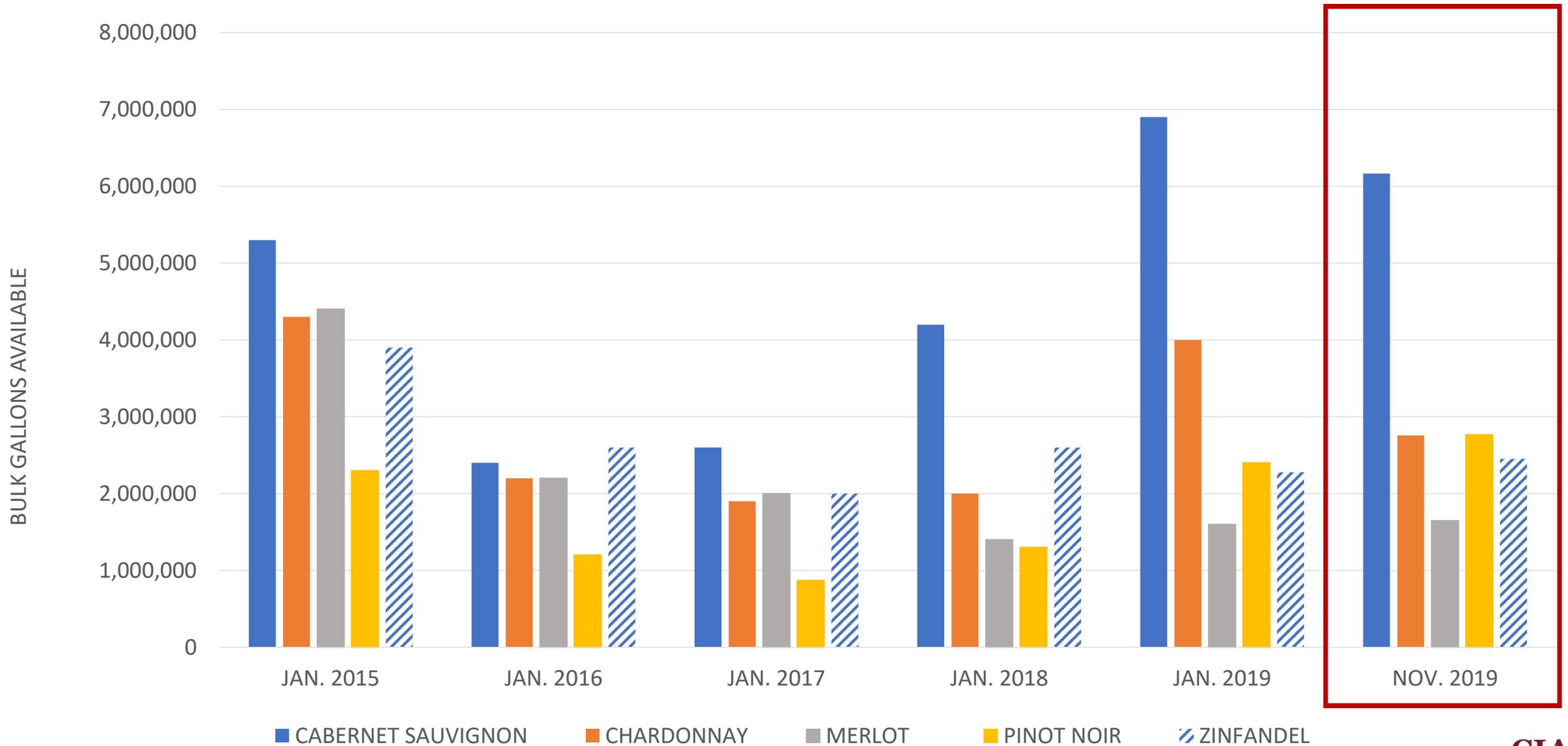
- BUYING ACTIVITY QUIET
- NO LATE SEASON BUYERS
- WINERIES WERE SELLERS
- PRESSURE ON QUALITY/YIELD



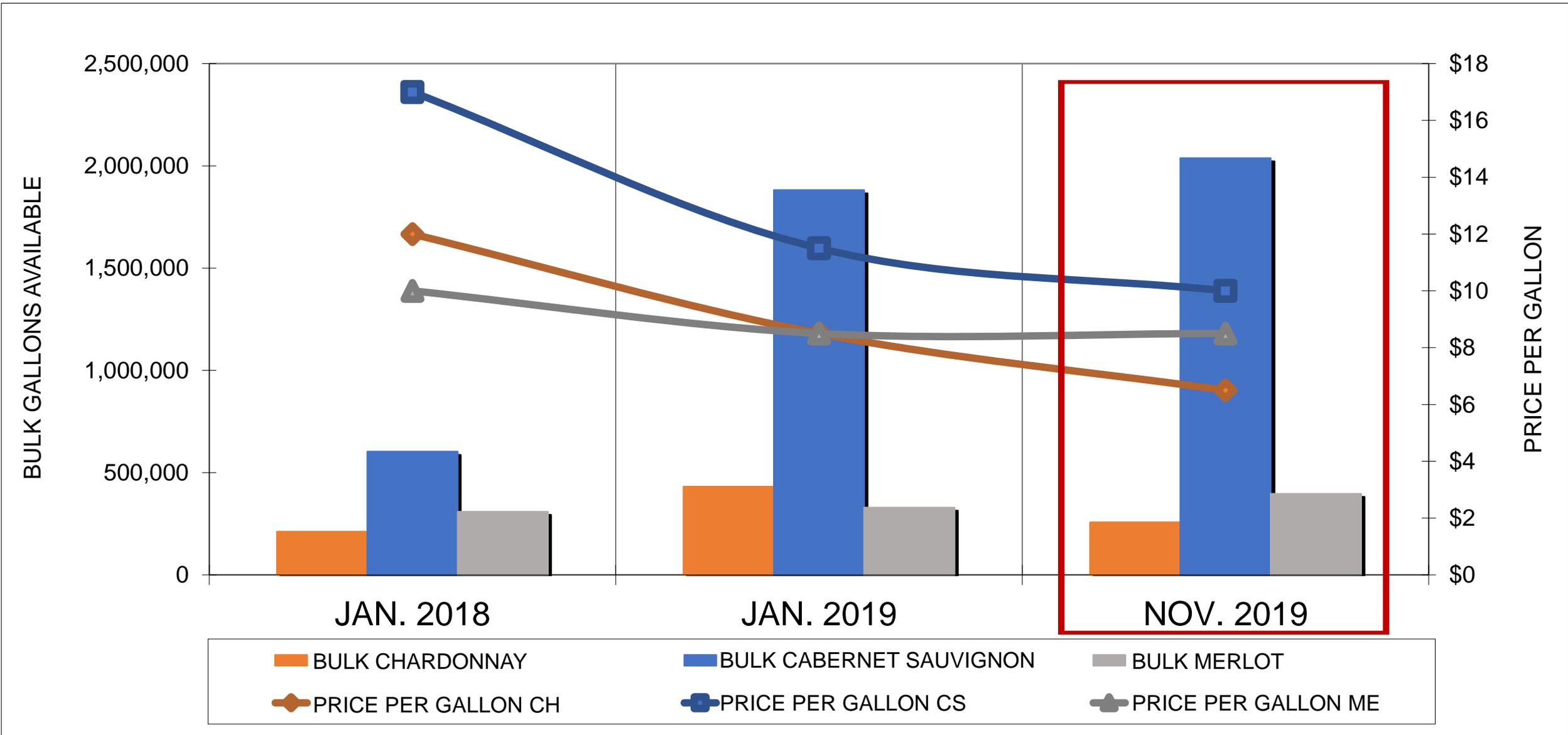


CALIFORNIA BULK MARKET

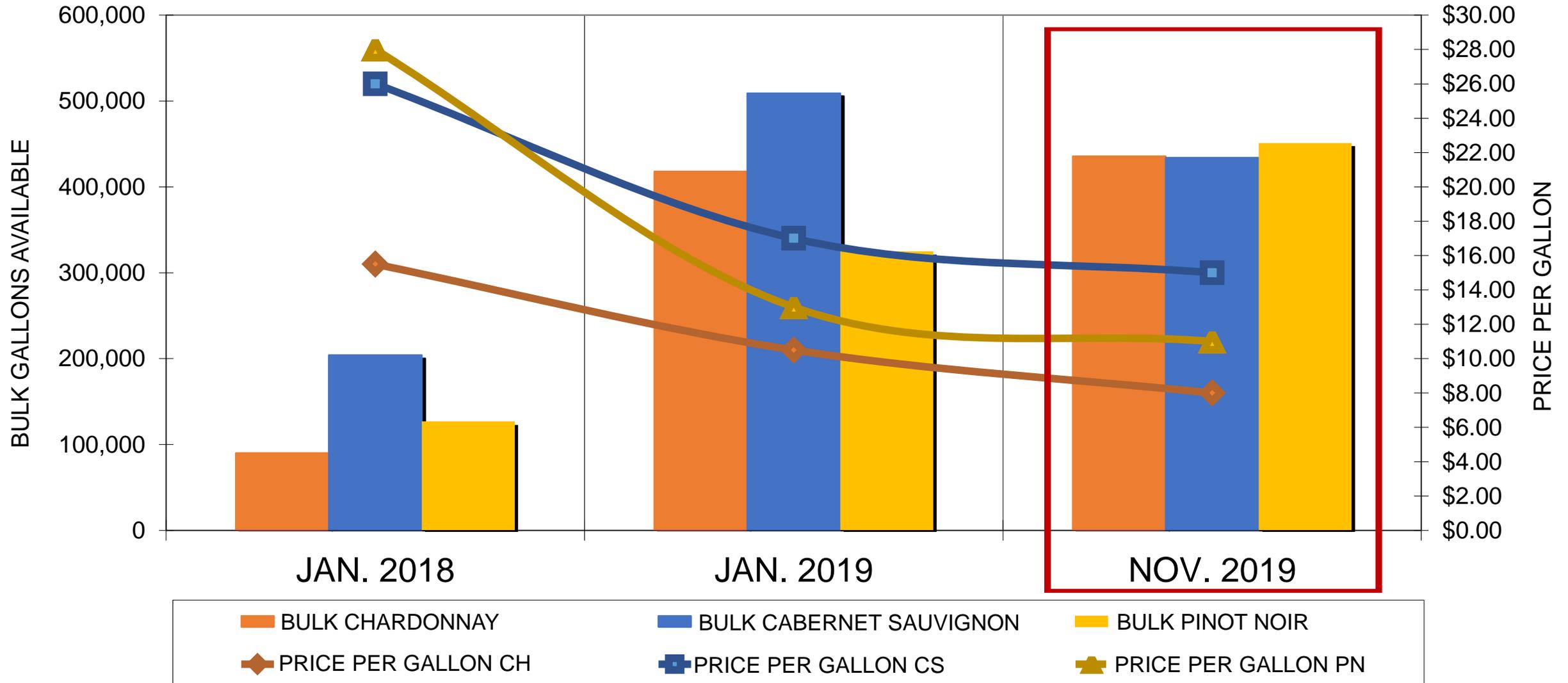
CALIFORNIA BULK WINE INVENTORY



LAKE / MENDOCINO



SONOMA

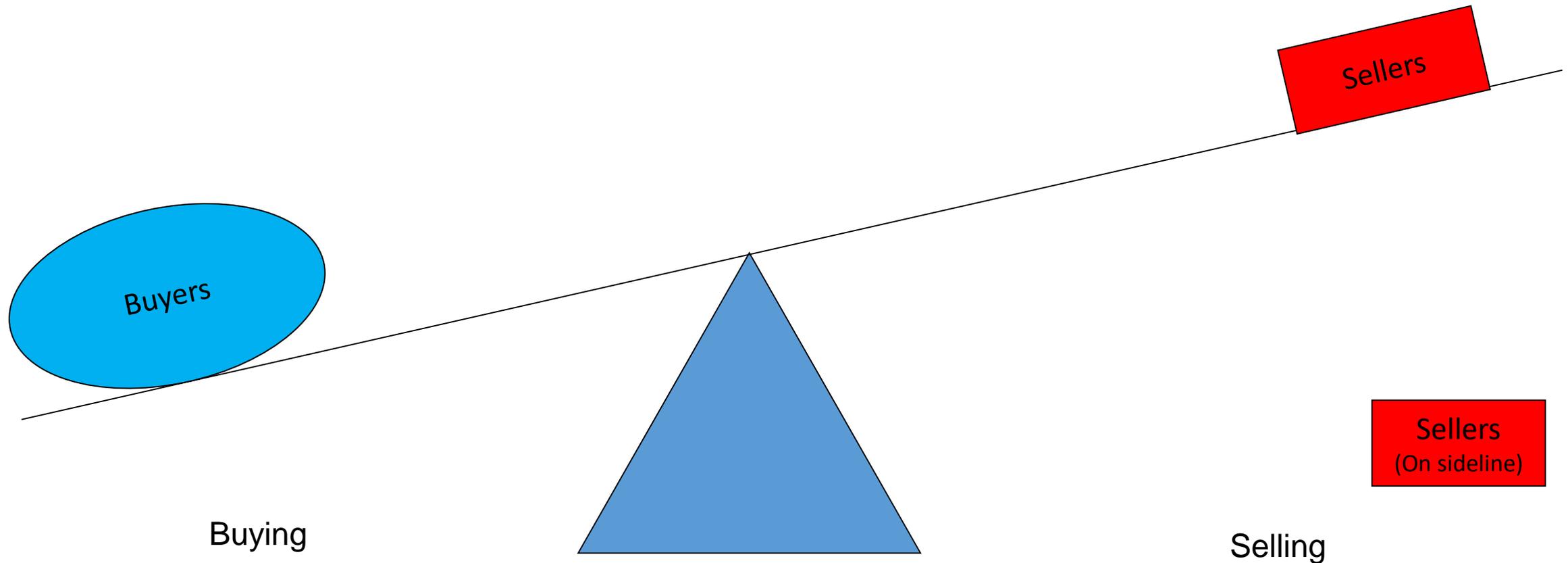




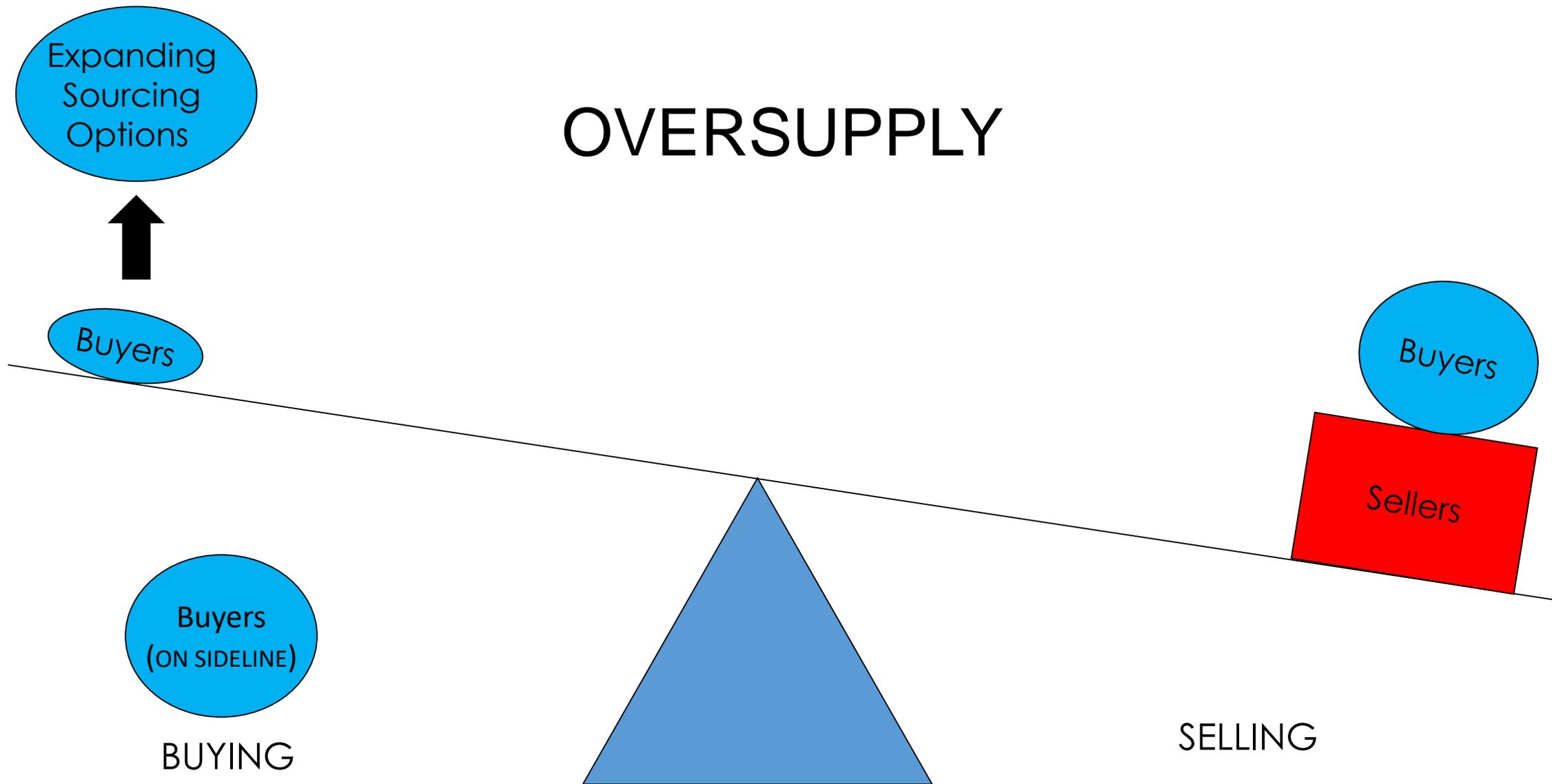
SUPPLY DEMAND DYNAMICS

SUPPLY/DEMAND DYNAMICS 2016 – EARLY 2017

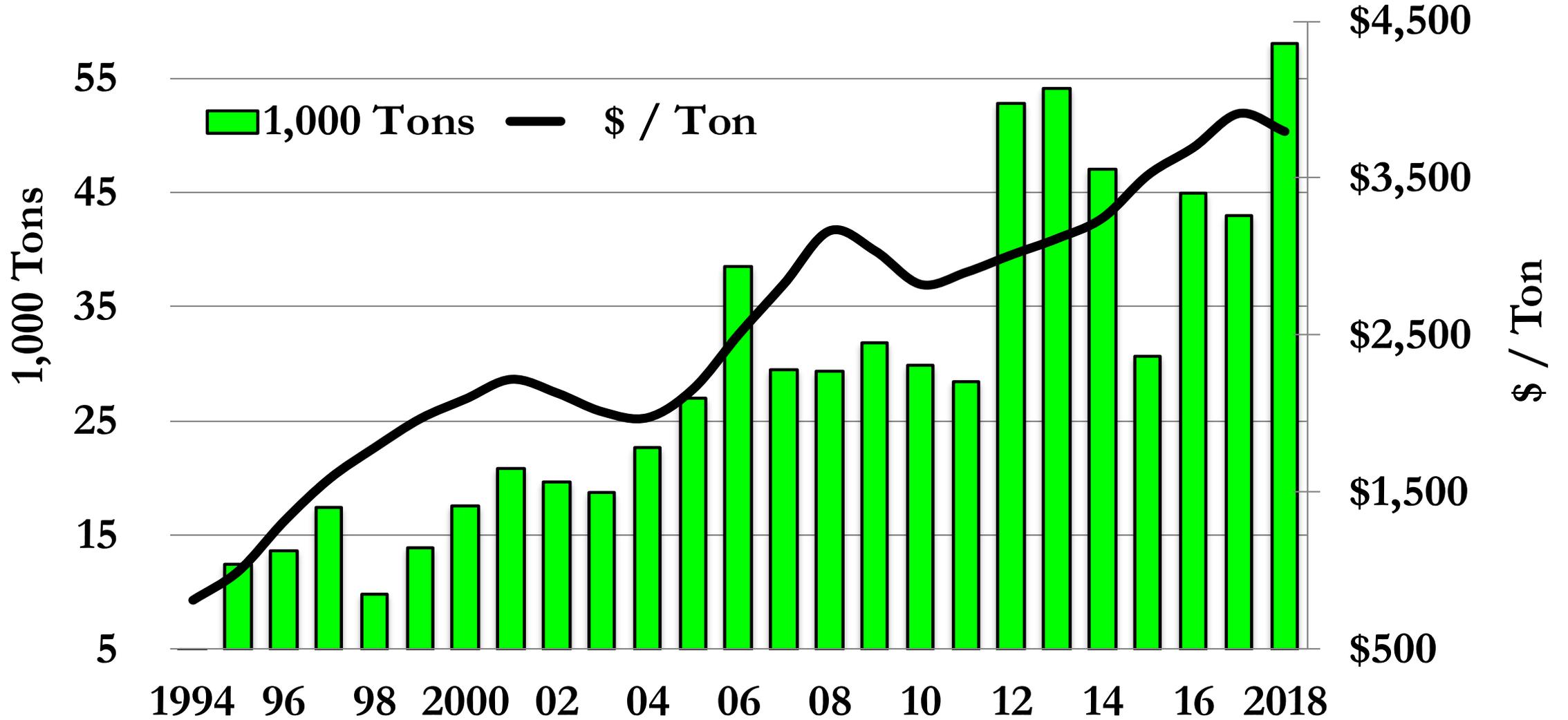
Tight Supply Market

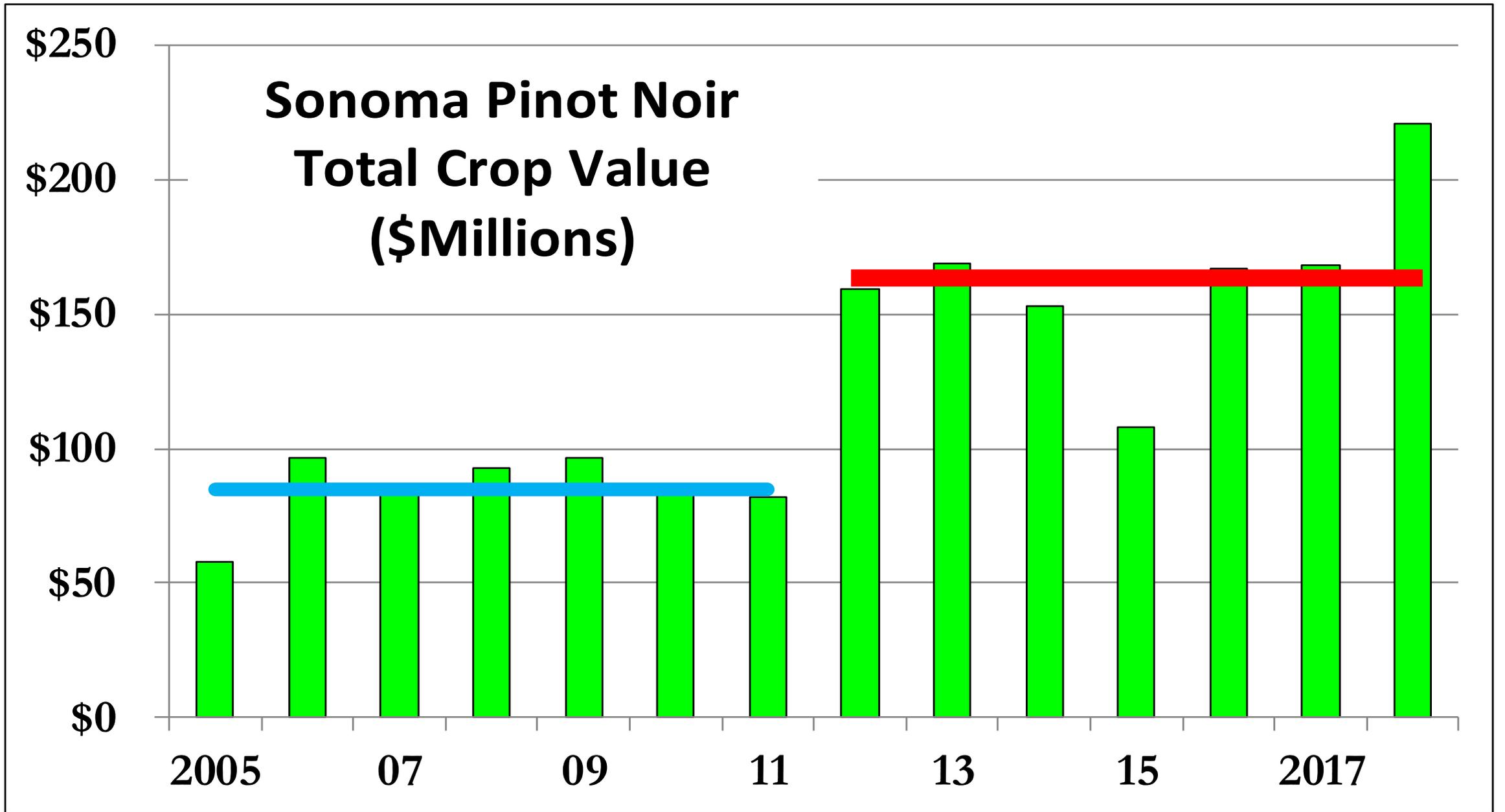


SUPPLY/DEMAND DYNAMICS TODAY



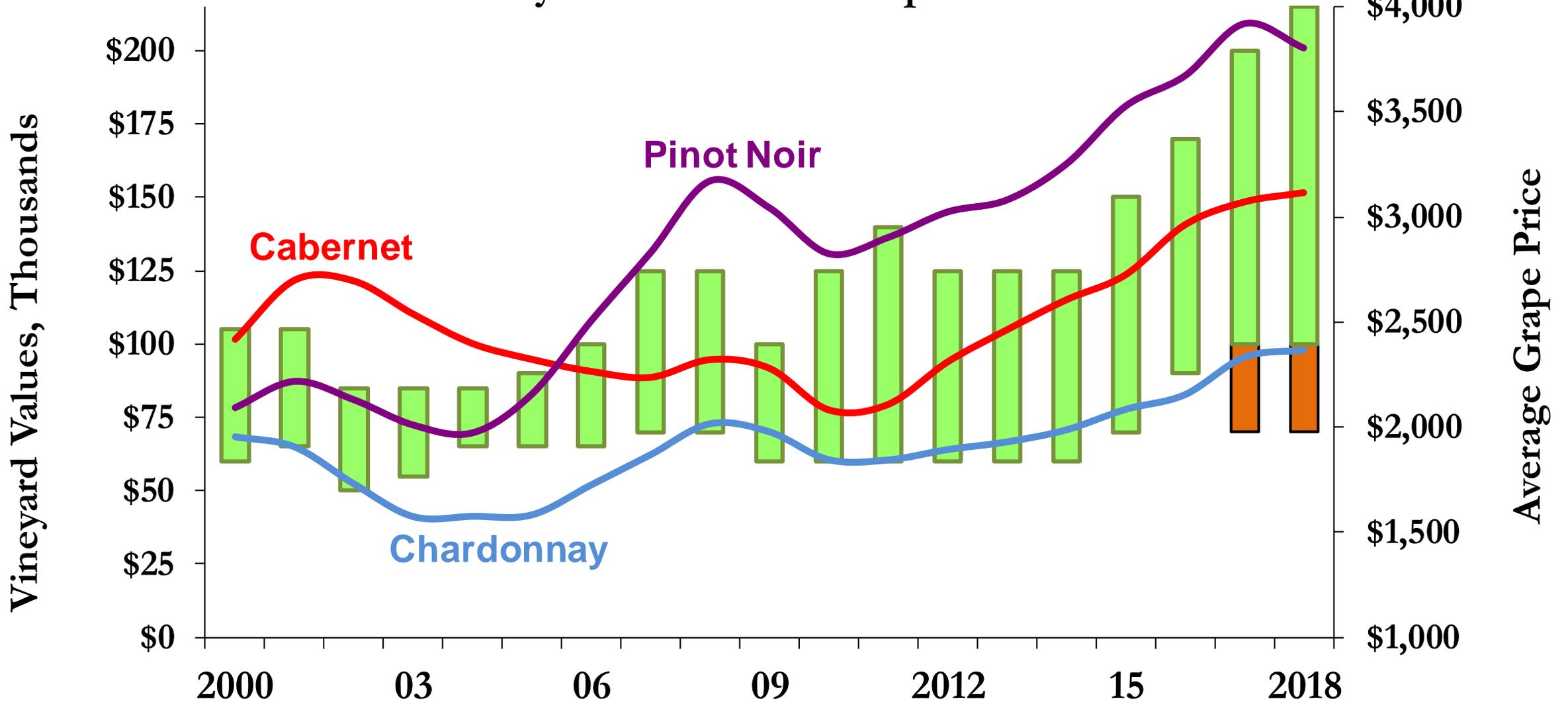
Sonoma; D3; Pinot Noir





Source: Tony Correia

Sonoma Vineyard Values vs. Grape Prices



FOR SALE 20+ TONS
CAB. GRAPES

2009

CABERNET GRAPES

FOR SALE

#707-

2019

ACTIONS TO TAKE

- ❖ ADJUST YOUR EXPECTATIONS - BE OPEN TO THE REALITIES OF THE NEW MARKET PLACE
 - ❖ SOMETIMES THE FIRST OFFER IS THE BEST OFFER
- ❖ STRENGTHEN RELATIONSHIPS WITH CURRENT BUYERS – RECOGNIZE THEIR NEEDS
- ❖ INVENTORY ADJUSTMENTS TAKING PLACE
 - ❖ REMOVING INEFFICIENT VINEYARDS
 - ❖ LESS BULK WINE PRODUCED
- ❖ OPPORTUNITIES FOR NEW BRANDS
 - ❖ “NECESSITY IS THE MOTHER OF INVENTION”

CIATTI REPORTS / PUBLICATIONS

- CALIFORNIA MARKET REPORT
- GLOBAL MARKET REPORT
- WWW.CIATTI.COM

THANK YOU!

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