



AGENDA

WINE SCIENCE CENTER DEVELOPMENT AUTHORITY

MEETING No. 03-12- 01

WSU-TC - 2710 Crimson Way, Richland - East Building, Room 212

WEDNESDAY, March 21, 2012 - 8:30 AM

REGULAR MEETING

MEMBERS Rob McKinney, Chair; David Forsyth, Vice-Chair; Robert (Bob) Tippet, Treasurer, Vicky Carwein, Ex-Officio

LIAISONS Kent Waliser, Washington Wine Commission
Washington Association of Wine Grape Growers
Diahann Howard, Port of Benton – TCRD
Gary Ballew, Economic Development Manager
Council – TBD

Call to Order / Attendance

Approval of the Agenda - *Approved by Motion*

Approval of the Minutes - *Approved by Motion*

1. February 2, 2012 #02-12-01
2. February 16, 2012 #02-12-2

Presentations

Comments

1. Public Comments (*2 Minutes*)
 - a. WWC Liaison - Waliser
 - b. WAWGG Liaison – TBA
 - c. Port of Benton – Howard
 - d. Council Liaison - TBA
 - e. Staff Liaison - Ballew

Unfinished Business

1. Selection of Board Members and Ex Officio Members for Recommendation to Council
2. Mission Statement – Chair McKinney

New Business

1. Cash Flows – Gary Ballew/Bob Tippet
2. Trip to UC Davis – Chair McKinney

Adjournment

The Next WSCDA Meeting is April 4, 2012, 8:30 a.m.



MINUTES

Wine Science Center Development Authority No. 02-2012-01
Richland City Hall Annex ~ 975 George Washington Way ~ City Manager's
Conference Room
Thursday, February 2, 2011 ~ 8:00 AM

REGULAR MEETING

CALL TO ORDER:

Chair McKinney called the meeting of the Wine Science Center Development Authority to order at 8:00 AM.

ROLL CALL:

Chair Rob McKinney and Vice-Chair David Forsyth and Treasurer Bob Tippett were present. Vicky Carwein, ex-officio officer was excused.

Also present were Diahann Howard, Port of Benton, Thomas Henick-Kling, Director of Viticulture & Enology, Professor of Enology WSU-TC and Sharon B. Holden, Director of Advancement and Regional Development at WSU-TC.

APPROVAL OF MINUTES

BOB TIPPETT MOVED AND DAVID FORSYTH SECONDED A MOTION TO APPROVE THE MINUTES OF JANUARY 19, 2012 (#01-12) AS PRESENTED.

MOTION CARRIED.

APPROVAL OF AGENDA

THE AGENDA WAS APPROVED AS PRESENTED BY CONSENSUS OF THE MEMBERS

COMMENTS:

1. Public Comments

None

2. Council Liaison

Mr. Ballew said City Council is still reviewing their roster of Board and Commission Liaisons for 2012.

3. Staff Liaison

Mr. Ballew provided an overview of his trip to University of California at Davis and the Unified Wine Symposium in Sacramento. Chair McKinney thanked Thomas Henick-Kling for his assistance in arranging the UC Davis tour. Discussion ensued.

UNFINISHED BUSINESS

Mr. Tippett provided his Form of Annual Disclosure Statement for the record.

NEW BUSINESS:

1. Memorandum of Understanding/Agreement

Mr. Ballew said he was still working on the MOU and researching data for the completion of the document.

Bob Tippett reported he had spoken with Ken Miller, per the direction of the Board at their January 19 meeting. He said Mr. Miller is enthusiastic about providing legal representation for the WSCDA.

BOB TIPPETT MOVED AND ROB MCKINNEY SECONDED A MOTION THAT THE WSCDA WORK THROUGH THE CITY OFFICES TO ENTER INTO A LETTER OF ENGAGEMENT WITH KEN MILLER AND THE LAW FIRM OF MILLER, MERTENS, COMFORT, WAGAR AND KREUTZ TO ACT AS LEGAL REPRESENTATIVE TO THE WSCDA AND FURTHER MOVED THE MEMBERS APPROVE MR. MILLER AND HIS FIRM AS LEGAL REPRESENTATIVE SUBJECT TO HIS FIRM PROVIDING A LETTER STATING THAT NEITHER HE NOR HIS FIRM ARE CONFLICTED.

MOTION CARRIED UNANIMOUSLY.

2. Request for Qualifications

Mr. Ballew provided an overview of the process and timeline of the Request for Qualifications. He reported working with Olivia Yang, WSU and John Noble, City of Richland's purchasing manager to review and comment on the draft document. He said the preliminary design vernacular has been changed to *predesign and programming* and said it was the suggestion of Olivia Yang. He said the term would better address the needs of the design build process. He handed out a draft document and reviewed timelines for completion. He requested comment at the February 16 meeting. Discussion continued.

He said that Olivia Yang is willing to attend and review the design build and the public design build processes and items in the RFQ.

Chair McKinney suggested inviting Dan Bernardo, Dean of the College of Agricultural, Human, and Natural Resources Sciences (CAHNRS) at Washington State University to the

first open call meeting. Video teleconferencing connections and challenges were reviewed for future use. Mr. Ballew will issue the invitation.

3. Land Expansion

Mr. Ballew advised he has been working with Lori Selby and Mel Taylor at WSU-Pullman to coordinate the project with the WSU-TC Master Plan for future expansion and temporary uses for staging areas for the project. Mr. Ballew said web access for the WSU-TC Master Plan would be provided to the members.

Mr. Tippett inquired about current site conditions and upkeep needs in preparation for upcoming and future site visits. Discussion continued regarding items to be addressed prior to site and congressional visits.

David Forsyth announced the Washington Association of Wine Grape Growers (WAWGG) annual meeting February 7-10th. He said the WSCDA is on the docket for a 15-minute presentation on the February 8 agenda. Discussion continued regarding member attendance and a presentation outline. Speakers were reviewed.

UNFINISHED BUSINESS:

None

ITEMS FOR THE NEXT MEETING

1. Request for Qualifications – Final Review
2. Mission Statement – Chair McKinney
3. Selection of Board Members and Ex Officio Members for Recommendation to Council
4. Presentation regarding Public Capital Projects
5. MOU/Agreement – Ballew

ADJOURNMENT

Chair McKinney adjourned the meeting 9:47 am.

Submitted by: Linda Jordan, EDO Support Specialist, COR

Reviewed by: Economic Development Manager Ballew

Minutes Approved: _____

Form Approved: _____

Print Name: Rob McKinney, Chair

Date: March 1, 2012



MINUTES

Wine Science Center Development Authority No. 02-2012-01
Richland City Hall Annex ~ 975 George Washington Way ~ City Manager's
Conference Room
Thursday, February 16, 2011 ~ 8:00 AM

REGULAR MEETING

CALL TO ORDER:

Chair McKinney called the meeting of the Wine Science Center Development Authority to order at 8:06 am.

ROLL CALL:

Present were: Chair Rob McKinney, Vice-Chair David Forsyth, Treasurer Bob Tippett, and Vicky Carwein (via conference call)

Also, present were Thomas Henick-Kling, Director of Viticulture & Enology and Professor of Enology WSU-TC, Sharon B. Holden, Development Director with WSU-TC, Lori Shelby, Vice-Chancellor for Finance and Administration WSU-TC Liaison, and Kent Waliser, General Manager at Sagemoor Farms LLP and the Washington Wine Commission. Diahann Howard, Port of Benton and staff liaison Gary Ballew participated via conference call.

APPROVAL OF MINUTES

Deferred to March 1, 2012 meeting

APPROVAL OF AGENDA

THE AGENDA WAS APPROVED AS PRESENTED.

COMMENTS:

1. Public Comments
 - a. WWC Liaison – none
 - b. WAWGG Liaison - None
 - c. Council Liaison - None

Mr. Ballew said City Council is still reviewing their roster for 2012 Board and Commission Liaisons assignments.

- d. Staff Liaison

The members reported on and discussed proposed candidates to complete their board of directors. Chair McKinney said one candidate has been selected, but others who have been approached are still in the process of making their decisions. He said the WSCDA would make their recommendations to the City Council in the coming weeks.

Mr. Ballew provided an overview of the at-large candidate position for the WSCDA Board and said that seat will be filled in the manner of other Richland Boards and Commissions. The position will be advertised to the public and the Council will interview the potential candidates and make the final selection.

Mr. Ballew reported he had met with Rodney Wendt, the Executive Director of the Washington Economic Development Finance Authority, to discuss project bond financing. He said Mr. Wendt had recommended he contact Jeff Nave with the Foster Pepper law firm in Spokane for his input and knowledge.

Mr. Ballew said he met with Dan Asher of Asher NW Construction who sits on the Capital Projects Advisory Review Board (CPARB) for his input on the pre-design work as well as pursuing design build. Design Build will be the preferred method of project delivery but the WSCDA will require approval from the Project Review Committee, a subcommittee of the CPARB.

Staff is securing a web page that will contain links to information about the Wine Science Center.

Diahann Howard expanded on Mr. Ballew's report and said she, Port Commissioner Keck and Mr. Ballew met with legislative contacts on this capital project request to lobby for, and bring the request to the forefront. She said there is reason for cautious optimism and said there is opportunity for follow up meetings the week of February 27. She advised the legislative session ends March 7, but it is anticipated the legislature will go into special session to allow time to complete their work docket. She said they had met with Jean Leonard a lobbyist with the Washington Wine Institute who will assist in scheduling appointments with west side legislators to brief them on this project. Discussion continued regarding process, scheduling and funding avenues.

UNFINISHED BUSINESS

1. Request for Qualifications

Thomas Henick-Kling recommended some grammatical changes to the document. The recommendations were noted and the RFQ will be amended.

Discussion moved to Paragraph 4 of the Introduction and included the transfer of debt, retirement and the dissolution of the WSCDA. It was the consensus of the members to seek further clarification and determination regarding this topic. Mr. Ballew said that currently answers and the best avenues of action are still being determined. He said the RFQ is a document to be used to obtain a pre-design architect and is not a legally binding contract.

David Forsyth inquired and Mr. Ballew provided a summary of the review by the Capital Projects Advisory Review Board mentioned in bullet four of the RFQ.

DAVID FORSYTH MOVED AND BOB TIPPETT SECONDED A MOTION TO APPROVE THE REQUEST FOR QUALIFICATIONS AS AMENDED.

MOTION CARRIED

Mr. Forsyth inquired and Mr. Ballew said he has yet to begin looking at cash flow process. Chair McKinney recommended a rough draft of a cash flow financial plan. There was further discussion regarding funds and their availability. Mr. Waliser said Kathy Gerramello with the Washing Wine Commission would be a good point of contact for Mr. Ballew. (Full discussion is available on the voice record on file with at the City of Richland)

Mr. McKinney recommended a meeting devoted to a project timeline and the development of some construction costs and cash flows. Mr. Tippett inquired about a timeframe for the preliminary financial plan and Mr. Ballew estimated four weeks or the second meeting in March.

2. Mission Statement

Mr. McKinney inquired, and the members provided suggested changes to the mission statement. He requested they forward their comments and changes to him via email and he would provide a final statement reflecting those changes at the March 1 meeting.

3. Selection of Board Members

Chair McKinney inquired if there was any other information to add after discussion of this item earlier in the meeting.

Mr. Ballew requested the Board consider appointing Diahann Howard to the WSCDA as a liaison representing the Port of Benton and the Tri-Cities Research District.

BOB TIPPETT MOVED AND ROB MCKINNEY SECONDED A MOTION TO APPOINT DIAHANN HOWARD AS LIAISON TO THE WSCDA REPRESENTING THE PORT OF BENTON AND THE TRI-CITIES RESEARCH DISTRICT.

Mr. Ballew reminded the board that ex-officio members although non-voting, will have to be approved by the City Council.

MOTION CARRIED UNANIMOUSLY

ROB MCKINNEY MOVED AND BOB TIPPETT SECONDED A MOTION MAKE A POSITIVE RECOMMENDATION TO THE RICHLAND CITY COUNCIL TO APPOINT BRUCE SCHWAN TO THE WSCDA AS A FULL VOTING MEMBER.

MOTION CARRIED.

Mr. Tippett inquired and Mr. Ballew said he would contact the City's finance manager to participate in a future meeting.

Vicky Carwein inquired and Chair McKinney said ex-officio officers are still under consideration.

NEW BUSINESS:

1. Packet of Communication Materials

Sharon Holden handed out a project communication packet and stated that additional packets were available upon request. She said a list of contributors is also being completed. Media and recognition opportunities were also reviewed.

Dates for the wine staking event, and a proposed junket to UC Davis were reviewed. Chair McKinney recommended a firm date for the UC Davis trip as soon as possible. Thomas Henick-Kling said he is working with UC Davis staff to determine best options for the tour.

ITEMS FOR THE NEXT MEETING

1. Mission Statement – Chair McKinney
2. Selection of Board Members and Ex Officio Members for Recommendation to Council
3. Presentation regarding Public Capital Projects / Cash Flow

ADJOURNMENT

THE MEETING ADJOURNED AT APPROXIMATELY 9:48 AM.

Submitted by: Linda Jordan, EDO Support Specialist, COR

Reviewed by: Economic Development Manager Ballew

Minutes Approved: _____

Form Approved: _____

Print Name: Rob McKinney, Chair

Date: March 21, 2012

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WSC Wine Assessment - Zero Growth

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
July		\$ 32,607	\$ 32,607	\$ 32,607	\$ 32,607	\$ 32,607	\$ 32,607	\$ 32,607	\$ 32,607	\$ 32,607	\$ 32,607
August		\$ 36,507	\$ 36,507	\$ 36,507	\$ 36,507	\$ 36,507	\$ 36,507	\$ 36,507	\$ 36,507	\$ 36,507	\$ 36,507
September		\$ 32,070	\$ 32,070	\$ 32,070	\$ 32,070	\$ 32,070	\$ 32,070	\$ 32,070	\$ 32,070	\$ 32,070	\$ 32,070
October		\$ 41,983	\$ 41,983	\$ 41,983	\$ 41,983	\$ 41,983	\$ 41,983	\$ 41,983	\$ 41,983	\$ 41,983	\$ 41,983
November	\$ 36,026	\$ 38,754	\$ 38,754	\$ 38,754	\$ 38,754	\$ 38,754	\$ 38,754	\$ 38,754	\$ 38,754	\$ 38,754	\$ 38,754
December	\$ 42,973	\$ 53,038	\$ 53,038	\$ 53,038	\$ 53,038	\$ 53,038	\$ 53,038	\$ 53,038	\$ 53,038	\$ 53,038	\$ 53,038
January	\$ 49,186	\$ 48,173	\$ 48,173	\$ 48,173	\$ 48,173	\$ 48,173	\$ 48,173	\$ 48,173	\$ 48,173	\$ 48,173	\$ 48,173
February	\$ 36,785	\$ 42,114	\$ 42,114	\$ 42,114	\$ 42,114	\$ 42,114	\$ 42,114	\$ 42,114	\$ 42,114	\$ 42,114	\$ 42,114
March	\$ 28,606	\$ 28,011	\$ 28,011	\$ 28,011	\$ 28,011	\$ 28,011	\$ 28,011	\$ 28,011	\$ 28,011	\$ 28,011	\$ 28,011
April	\$ 33,255	\$ 32,562	\$ 32,562	\$ 32,562	\$ 32,562	\$ 32,562	\$ 32,562	\$ 32,562	\$ 32,562	\$ 32,562	\$ 32,562
May	\$ 42,211	\$ 41,332	\$ 41,332	\$ 41,332	\$ 41,332	\$ 41,332	\$ 41,332	\$ 41,332	\$ 41,332	\$ 41,332	\$ 41,332
June	\$ 33,507	\$ 32,809	\$ 32,809	\$ 32,809	\$ 32,809	\$ 32,809	\$ 32,809	\$ 32,809	\$ 32,809	\$ 32,809	\$ 32,809
Total Wine	\$ 302,550	\$ 459,961	\$ 459,961	\$ 459,961	\$ 459,961	\$ 459,961	\$ 459,961	\$ 459,961	\$ 459,961	\$ 459,961	\$ 101,185
Grape Assess	\$286,000	\$286,000	\$286,000	\$286,000	\$286,000	\$286,000	\$286,000	\$286,000	\$286,000	\$286,000	\$286,000
TOTAL	\$ 588,550	\$ 745,961	\$ 745,961	\$ 745,961	\$ 745,961	\$ 745,961	\$ 745,961	\$ 745,961	\$ 745,961	\$ 745,961	\$ 101,185
Running Total	\$ 588,550	\$ 1,334,511	\$ 2,080,472	\$ 2,826,433	\$ 3,572,395	\$ 4,318,356	\$ 5,064,317	\$ 5,810,278	\$ 6,556,239	\$ 7,302,201	\$ 7,403,385
		Discount (4.5%)	\$4,988,363	Finance Cost	\$ 1,080,512						
		No Discount	\$ 6,068,874	Available	\$6,322,874						

WSC Wine Assessment - 2.5% Growth

0.025

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
July		\$ 33,423	\$ 34,258	\$ 35,115	\$ 35,993	\$ 36,892	\$ 37,815	\$ 38,760	\$ 39,729	\$ 40,722
August		\$ 37,419	\$ 38,355	\$ 39,314	\$ 40,297	\$ 41,304	\$ 42,337	\$ 43,395	\$ 44,480	\$ 45,592
September		\$ 32,872	\$ 33,694	\$ 34,536	\$ 35,400	\$ 36,285	\$ 37,192	\$ 38,122	\$ 39,075	\$ 40,052
October		\$ 43,032	\$ 44,108	\$ 45,211	\$ 46,341	\$ 47,500	\$ 48,687	\$ 49,904	\$ 51,152	
November	\$ 36,026	\$ 39,723	\$ 40,716	\$ 41,734	\$ 42,777	\$ 43,846	\$ 44,943	\$ 46,066	\$ 47,218	
December	\$ 42,973	\$ 54,364	\$ 55,723	\$ 57,116	\$ 58,544	\$ 60,008	\$ 61,508	\$ 63,046	\$ 64,622	
January	\$ 49,186	\$ 49,377	\$ 50,611	\$ 51,877	\$ 53,173	\$ 54,503	\$ 55,865	\$ 57,262	\$ 58,694	
February	\$ 36,785	\$ 43,167	\$ 44,246	\$ 45,353	\$ 46,486	\$ 47,649	\$ 48,840	\$ 50,061	\$ 51,312	
March	\$ 28,606	\$ 28,711	\$ 29,429	\$ 30,164	\$ 30,919	\$ 31,692	\$ 32,484	\$ 33,296	\$ 34,128	
April	\$ 33,255	\$ 33,376	\$ 34,211	\$ 35,066	\$ 35,943	\$ 36,841	\$ 37,762	\$ 38,706	\$ 39,674	
May	\$ 42,211	\$ 42,366	\$ 43,425	\$ 44,510	\$ 45,623	\$ 46,764	\$ 47,933	\$ 49,131	\$ 50,359	
June	\$ 33,507	\$ 33,630	\$ 34,470	\$ 35,332	\$ 36,215	\$ 37,121	\$ 38,049	\$ 39,000	\$ 39,975	
Total Wine	\$ 302,550	\$ 471,460	\$ 483,247	\$ 495,328	\$ 507,711	\$ 520,404	\$ 533,414	\$ 546,749	\$ 560,418	\$ 126,366
Grape Assess	\$286,000	\$293,150	\$300,479	\$307,991	\$315,690	\$323,583	\$331,672	\$339,964	\$348,463	
TOTAL	\$ 588,550	\$ 764,610	\$ 783,725	\$ 803,319	\$ 823,402	\$ 843,987	\$ 865,086	\$ 886,713	\$ 908,881	\$ 126,366
Running Total	\$ 588,550	\$ 1,353,160	\$ 2,136,885	\$ 2,940,204	\$ 3,763,606	\$ 4,607,592	\$ 5,472,679	\$ 6,359,392	\$ 7,268,273	\$ 7,394,639
		Discount (4.5%)	\$5,046,701	Finance Cost	\$ 994,778					
		No Discount	\$ 6,041,479	Available	\$6,399,861					

WSC Wine Assessment - 5% Growth

0.05

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
July		\$ 35,094	\$ 35,971	\$ 36,870	\$ 37,792	\$ 38,737	\$ 39,705	\$ 40,698	\$ 41,715
August		\$ 39,290	\$ 40,273	\$ 41,279	\$ 42,311	\$ 43,369	\$ 44,453	\$ 45,565	\$ 46,704
September		\$ 34,516	\$ 35,379	\$ 36,263	\$ 37,170	\$ 38,099	\$ 39,051	\$ 40,028	\$ 41,028
October		\$ 45,184	\$ 46,314	\$ 47,472	\$ 48,658	\$ 49,875	\$ 51,122	\$ 52,400	\$ 53,710
November	\$ 36,026	\$ 41,709	\$ 42,752	\$ 43,820	\$ 44,916	\$ 46,039	\$ 47,190	\$ 48,369	\$ 49,579
December	\$ 42,973	\$ 57,082	\$ 58,510	\$ 59,972	\$ 61,472	\$ 63,008	\$ 64,584	\$ 66,198	
January	\$ 49,186	\$ 51,846	\$ 53,142	\$ 54,470	\$ 55,832	\$ 57,228	\$ 58,659	\$ 60,125	
February	\$ 36,785	\$ 45,326	\$ 46,459	\$ 47,620	\$ 48,811	\$ 50,031	\$ 51,282	\$ 52,564	
March	\$ 28,606	\$ 30,147	\$ 30,900	\$ 31,673	\$ 32,465	\$ 33,276	\$ 34,108	\$ 34,961	
April	\$ 33,255	\$ 35,045	\$ 35,921	\$ 36,819	\$ 37,740	\$ 38,683	\$ 39,650	\$ 40,642	
May	\$ 42,211	\$ 44,484	\$ 45,596	\$ 46,736	\$ 47,904	\$ 49,102	\$ 50,330	\$ 51,588	
June	\$ 33,507	\$ 35,311	\$ 36,194	\$ 37,099	\$ 38,026	\$ 38,977	\$ 39,951	\$ 40,950	
Total Wine	\$ 302,550	\$ 495,033	\$ 507,409	\$ 520,094	\$ 533,097	\$ 546,424	\$ 560,085	\$ 574,087	\$ 232,736
Grape Assess	\$286,000	\$300,300	\$315,315	\$331,081	\$347,635	\$365,017	\$383,267	\$402,431	\$422,552
TOTAL	\$ 588,550	\$ 795,333	\$ 822,724	\$ 851,175	\$ 880,731	\$ 911,441	\$ 943,352	\$ 976,518	\$ 655,288
Running Total	\$ 588,550	\$ 1,383,883	\$ 2,206,607	\$ 3,057,782	\$ 3,938,514	\$ 4,849,954	\$ 5,793,306	\$ 6,769,824	\$ 7,425,112
		Discount (4.5%)	\$5,091,205	Finance Cost	\$ 950,024				
		No Discount	\$ 6,041,229	Available	\$6,475,088				

WSC Wine Assessment - 7.5% Growth

0.075

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
July		\$ 37,726	\$ 38,669	\$ 39,636	\$ 40,627	\$ 41,642	\$ 42,683	\$ 43,750	\$ 44,844
August		\$ 42,237	\$ 43,293	\$ 44,375	\$ 45,485	\$ 46,622	\$ 47,787	\$ 48,982	\$ 50,207
September		\$ 37,104	\$ 38,032	\$ 38,983	\$ 39,957	\$ 40,956	\$ 41,980	\$ 43,030	
October		\$ 48,573	\$ 49,787	\$ 51,032	\$ 52,308	\$ 53,615	\$ 54,956	\$ 56,330	
November	\$ 36,026	\$ 44,837	\$ 45,958	\$ 47,107	\$ 48,285	\$ 49,492	\$ 50,729	\$ 51,997	
December	\$ 42,973	\$ 61,364	\$ 62,898	\$ 64,470	\$ 66,082	\$ 67,734	\$ 69,427	\$ 71,163	
January	\$ 49,186	\$ 55,734	\$ 57,127	\$ 58,556	\$ 60,020	\$ 61,520	\$ 63,058	\$ 64,634	
February	\$ 36,785	\$ 48,725	\$ 49,943	\$ 51,192	\$ 52,471	\$ 53,783	\$ 55,128	\$ 56,506	
March	\$ 28,606	\$ 32,408	\$ 33,218	\$ 34,048	\$ 34,899	\$ 35,772	\$ 36,666	\$ 37,583	
April	\$ 33,255	\$ 37,673	\$ 38,615	\$ 39,581	\$ 40,570	\$ 41,584	\$ 42,624	\$ 43,690	
May	\$ 42,211	\$ 47,820	\$ 49,016	\$ 50,241	\$ 51,497	\$ 52,785	\$ 54,104	\$ 55,457	
June	\$ 33,507	\$ 37,959	\$ 38,908	\$ 39,881	\$ 40,878	\$ 41,900	\$ 42,948	\$ 44,021	
Total Wine	\$ 302,550	\$ 532,161	\$ 545,465	\$ 559,101	\$ 573,079	\$ 587,406	\$ 602,091	\$ 617,143	\$ 95,051
Grape Assess	\$286,000	\$307,450	\$330,509	\$355,297	\$381,944	\$410,590	\$441,384	\$474,488	
TOTAL	\$ 588,550	\$ 839,611	\$ 875,974	\$ 914,398	\$ 955,023	\$ 997,996	\$ 1,043,475	\$ 1,091,631	\$ 95,051
Running Total	\$ 588,550	\$ 1,428,160	\$ 2,304,134	\$ 3,218,532	\$ 4,173,555	\$ 5,171,551	\$ 6,215,027	\$ 7,306,658	\$ 7,401,709
		Discount (4.5%)	\$5,094,801	Finance Cost	\$ 878,747				
		No Discount	\$ 5,973,548	Available	\$6,522,962				