



## THE MANY BENEFITS OF MWA MEMBERSHIP

**30 years** of industry innovation, bringing programs, awareness, advocacy and more.

### Dear MWA Member Wineries & Associate Members,

It's been yet another unparalleled year in the Maryland wine business. We're increasing in numbers, and our promotional efforts are growing to support members and encourage new investment in the industry, plus MWA continues to lead the industry through major legislative and regulatory revisions.

The organization is run in an efficient, effective manner, and staff members are continually learning ways to better support our members and offer unique marketing opportunities.

It is only through the support and involvement of our members that we are a strong and effective organization; participation in our meetings and committees have helped grow MWA's programs and legislative efforts.

Please email or call me (cell 410-963-4316) if you have any questions about the membership dues program. I look forward to developing programs support your business for years to come.

Sincerely,

Kevin M. Atticks  
*Executive Director*



## JOIN NOW



## DUES LEVELS

MWA's board voted to change the organization's dues structure to better support its goals.

### MEMBERSHIP CATEGORIES

- **Winery Member:** Open to all wineries licensed by the State of Maryland.
- **Associate Winery Member:** Individuals or businesses who plan to open a winery within the next five years may join.
- **Affiliate Member:** Supportive businesses and consultants working in the industry may join the Association.

### WINERY MEMBER DUES

Winery Member dues are assessed based on last year's sales and other reported taxable removals.



### MEMBERS-ONLY BENEFITS

Only members in good standing are eligible to participate in Association programs, events and festivals.

## MWA IS BUILT TO GROW THE MARYLAND WINE MARKET

**SUPPORTIVE STAFF, WORKING FOR ALL MEMBERS.** MWA works with Grow & Fortify to provide 24/7 assistance to wineries and to promote the organization's mission in local jurisdictions, state agencies and elected officials, and at the federal level.

**MEMBER RESOURCES.** Marylandwine.com's Member Resources Area is becoming an incredible resource for our members, with organizational resources, festival and event information, classifieds and forum and more. Our event RSVP function has saved wineries (and their staff) a lot of time/phone calls/confusion.

**LEGISLATIVE AND REGULATORY SUPPORT.** MWA staff attends dozens of zoning, health department and Comptroller meetings in support of our members. We are working on comprehensive definitions and regulations to ensure counties are better able to accommodate winery businesses as the industry grows.

**PROMOTION.** MWA membership brings exclusive listings in the statewide brochure, the Wine Trail Programs, *Wine Press* magazine (partnered with Custom Media Options), winery & event listings on Marylandwine.com, sponsorship opportunities and more.

**MARKETING.** MWA helps you sell wine through the wholesale chain by offering discounted advertising through a cooperative *Beverage Journal* ad. We founded Maryland Wine Week in 2011 which evolves in 2017 to Maryland Wine Month to drive interest by restaurants and retail shops.

**LOBBYING AND LEGAL SUPPORT.** As your eyes and ears in Annapolis, MWA monitors legislation, and creates and supports legislation to benefit the industry. Your membership supports a full-time lobbyist with broad experience in the alcohol industry. We host an annual Industry Day in Annapolis and legislative reception. We've had major successes recently in the legislature, including creating a Vineyard & Winery Tax Credit and Off-Site Permit to provide a single permit through which wineries may attend farmers markets and other off-site events. In 2015, the excise tax paid on Maryland wine was diverted to the Wine & Grape Promotion Fund to promote Maryland wine and grape growing. And the state excise tax filing is migrating to quarterly schedule due to MWA legislation.

**EDUCATIONAL PROGRAMS.** MWA brings you more educational programs, including winemaking seminars and monthly Dial-Ins all to advance the industry using regional and national expertise, open to members for free or a discount.

**MWA-SPONSORED FESTIVALS.** We continue to expand member presence through events around the state. Exclusive member events include the Winter Wine, the historic Maryland Wine Festival, Wine in the Woods, Autumn Wine Festival, Frederick Wine Festival, Cecil Food & Wine Festival, Decanter and more. MWA manages tent/table/linen rentals and coordinates license/permit applications, and is forging new relationships with event promoters to ensure their primary focus is the promotion of Maryland wine.

**ACTIVE, MEMBER-DRIVEN COMMITTEES.** Many of our members are active on committees, helping to guide the industry's future through active, regular engagement in the Association.

**SUPPORTERS OF MARYLAND WINEGROWING PAC.** In an effort to assist in getting our industry's messages to political candidates and elected officials, our board has created a political action committee to collect and distribute political contributions to qualified candidates. MWA asks for your contributions to the PAC in support of industry goals. (*See rules/limitations on the next page.*)

# ANNUAL DUES MARYLAND WINERIES ASSOCIATION


Level	PART 1 – BASE DUES		PART 2 – SUPPLEMENTAL RATE	
	Taxpaid Gallons <i>(based on prior year)</i>	Base Dues		Taxpaid gallons <i>(based on prior year)</i>
Level 1	0-500	\$350	+	\$.25
Level 2	501-3,000	\$400	+	\$.15
Level 3	3,001-10,000	\$500	+	\$.12
Level 4	10,001-20,000	\$800	+	\$.08
Level 5	20,001-27,500+*	\$1,000	+	\$.06*

\*Level 5: calculate only up to rate cap of \$1,650 (27,500 gallons \* .06).

**THE FORMULA.** So, if your winery sold 400 gallons last year, your dues to MWA are \$350 (base) + \$100 (supplemental) = \$450 annually. Another example: if your winery sells 4,000 gallons, dues are \$500 (base) + \$480 (supplemental) = \$980 annually. If your winery sells 24,000 gallons, dues are \$1,000 (base) + \$1,400 (supplemental) = \$2,400 annually.

**NON-VOTING MEMBERSHIPS.** Associate members pay a flat \$350 annually, and affiliate memberships are \$350-500, depending on their type of business (*see sidebar*).

NON-VOTING MEMBERSHIPS	
ASSOCIATE MEMBERSHIP	DUES
Winery-in-planning	\$350
AFFILIATE MEMBERSHIP	DUES
MD brewery/distillery	\$300
Retailer	\$250
Wholesaler	\$500
Vendor/Supplier	\$500
Trade Association	\$400
Event Partner	\$300

ANNUAL DUES		SEND PAYMENT
Business Name		<p><i>Send this page &amp; dues payment to:</i>            Maryland Wineries Association            6247 Falls Road • Suite G            Baltimore, MD 21209</p> <p><b>PAYMENT SCHEDULE:</b></p> <ul style="list-style-type: none"> <li>• Full Dues by March 15</li> <li>• Or 50% due March 15 with remaining 50% + 2.5% interest due August 15</li> </ul> <p><i>Members not in good standing at the dues deadline will not be permitted to attend MWA events, participate in member programs or receive member discounts.</i></p> <p><i>Members are personally liable for expenses incurred on their behalf (marketing, event rentals).</i></p>
Primary Contact Name		
Primary Contact #		
Business Address		
Mailing Address (if diff)		
Primary Contact Email		
Member category	<input type="checkbox"/> Member: Maryland-licensed Winery <input type="checkbox"/> Associate Member: winery startup <input type="checkbox"/> Affiliate Member: business	
WINERY DUES WORKSHEET		 <p>MARYLAND WINE</p>
Taxpaid Gallons / Rate		
<i>Choose level to determine production dues</i>		
Supplemental dues		
<i>Multiply gallons sold by rate to determine</i>		
CONTRIBUTION TO THE PAC		
<p><i>Members may contribute to the Supporters of Maryland Winegrowing Political Action Committee to support candidates friendly to Maryland wine.</i></p>		
Contribution to PAC		
TOTAL AMOUNT FOR DUES + PAC		