



Club Name: _____

Total Points

Wine Selection (Please check answers where indicated)

1. How many total selections are on the wine list(s)? (75 or less) (76 – 149) (150 or more) _____

2. Please check the wine-producing regions represented on the á la carte list(s).

- | | | |
|--|--|--|
| <input type="checkbox"/> Argentina | <input type="checkbox"/> Germany | USA |
| <input type="checkbox"/> Austria | <input type="checkbox"/> Hungary | <input type="checkbox"/> Mendocino |
| <input type="checkbox"/> Australia | <input type="checkbox"/> Italy | <input type="checkbox"/> Napa |
| <input type="checkbox"/> Chile | <input type="checkbox"/> Friuli Venezia Giulia | <input type="checkbox"/> Paso Robles |
| France | <input type="checkbox"/> Piemonte | <input type="checkbox"/> Santa Barbara |
| <input type="checkbox"/> Alsace | <input type="checkbox"/> Tuscany | <input type="checkbox"/> Sonoma |
| <input type="checkbox"/> Bordeaux | <input type="checkbox"/> Umbria | <input type="checkbox"/> Other California _____ |
| <input type="checkbox"/> Burgundy | <input type="checkbox"/> Other Italian _____ | <input type="checkbox"/> New York |
| <input type="checkbox"/> Champagne | <input type="checkbox"/> New Zealand | <input type="checkbox"/> Oregon |
| <input type="checkbox"/> Loire | <input type="checkbox"/> Portugal | <input type="checkbox"/> Washington |
| <input type="checkbox"/> Rhone | <input type="checkbox"/> South Africa | <input type="checkbox"/> Other USA _____ |
| <input type="checkbox"/> Other France _____ | <input type="checkbox"/> Spain | <input type="checkbox"/> Other (Please specify) _____ |
| <input type="checkbox"/> Other (Please specify) _____ | <input type="checkbox"/> Other (Please specify) _____ | <input type="checkbox"/> Other (Please specify) _____ |

Total number of regions represented? _____

3. How many wines are available by the glass? 5 or less 6 – 10 11 or more _____

4. Does your club have half-bottle selections on list(s)? **YES** **NO** _____

5. Does your club have a vertical collection of a wine over four vintages? **YES** **NO** _____

6. Does your club have large-format bottle selections on list(s)? **YES** **NO** _____

Wine Pricing and Sales

7. How many bottles does the club own? _____

8. What is the total value of your wine inventory at cost? \$ _____

9. What is the average cost per bottle in inventory? \$ _____

(Divide the value of your wine inventory at cost by the number of bottles in inventory.)

- Less than \$15
 \$16 – \$25
 More than \$25

10. What is the club's annual sales volume in the following categories?

a. Beverage revenues including wine revenues \$ _____

b. Wine revenues only \$ _____

c. What are the wine sales expressed as a percentage of beverage sales? _____ %

- 35 percent or less 36 – 40 percent
 41 – 45 percent 46 – 50 percent
 More than 50 percent

11. What is the overall cost of wine expressed as a percent of wine sales? _____ %

- (Divide your total wine sales for the year by cost of goods sold.)
 35 percent or less 36 – 40 percent
 41 – 45 percent 46 – 50 percent
 More than 50 percent



2022 Wine Program Awards – Questionnaire

Total Points

Wine Program, Staffing and Administration

12. How many wine-specific events are held at your club annually?

- No events
- 1 – 4
- 5 or more

13. Does your club have an active wine committee?

- YES** **NO**

14. Does the club have a cellar program for purchase and holding of wines for a minimum of two years before sale?

- YES** **NO**

15. Are bottles placed in temperature/climate-controlled conditions?

- YES** **NO**

16. Does your club have a formal wine training program for wait staff?

- YES** **NO**

17. Does your club have a sommelier or full-time wine steward?

- YES** **NO**

Objective Score

Impression of the Wine Program and List

18. Judge’s impression of Wine Program

In your cover letter, tell us about your wine program. Describe staff involvement, the committee, the focus of the program and improvements made to the program over the past year.

19. Judge’s impression of Wine List

Subject to judge’s interpretation including, but not limited to, listing of vintages, organization, presentation of list, spelling and other items.

Subjective Score

Total Score
