

**Beverage Analysis Workbook**  
**Wine Sample**

The UnProtect password is "rg"



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May-18

**WINE-GLASS**

	COST	SELL	COGS %	MARGIN	# Sold	TOT COST	TOT SELL
Sparkling, Domaine Chandon	\$ 1.67	\$ 10.00	16.7%	\$ 8.33	100	\$ 166.75	\$ 1,000.00
Sparkling, Mumm Prestige Brut NV	\$ 2.38	\$ 13.00	18.3%	\$ 10.62	90	\$ 213.75	\$ 1,170.00
Chardonnay, Heron, California 08	\$ 1.63	\$ 8.00	20.3%	\$ 6.38	120	\$ 195.00	\$ 960.00
Chardonnay, Picket Fence, Russian River 08	\$ 2.50	\$ 10.00	25.0%	\$ 7.50	85	\$ 212.50	\$ 850.00
Chardonnay, Sonoma-Cutrer, Russian River 08	\$ 3.50	\$ 14.00	25.0%	\$ 10.51	135	\$ 471.83	\$ 1,890.00
Sauvignon Blanc, Kim Crawford, New Zealand 06	\$ 2.48	\$ 11.00	22.6%	\$ 8.52	140	\$ 347.55	\$ 1,540.00
Pinot Grigio, Sterling, Vintner's Collection, Torrontes	\$ 2.25	\$ 9.00	25.0%	\$ 6.75	75	\$ 168.75	\$ 675.00
Other White, Conundrum, California 08, Rose, Valley of the Moon	\$ 3.00	\$ 12.00	25.0%	\$ 9.00	50	\$ 150.00	\$ 600.00
Red Blend, Bangin' Red, California (Paul Hobbs)	\$ 1.63	\$ 9.00	18.1%	\$ 7.38	120	\$ 195.00	\$ 1,080.00
Cabernet Sauvignon, Slingshot, Napa 08	\$ 2.75	\$ 11.00	25.0%	\$ 8.25	80	\$ 220.00	\$ 880.00
Cabernet Sauvignon, BV, Napa Valley 07	\$ 4.00	\$ 15.00	26.7%	\$ 11.00	60	\$ 240.00	\$ 900.00
Pinot Noir, Judd's Hill, Monterey 08	\$ 3.63	\$ 14.00	25.9%	\$ 10.38	90	\$ 326.25	\$ 1,260.00
Zinfandel, Opolo, Summit Creek, Paso Robles 07	\$ 3.38	\$ 13.00	26.0%	\$ 9.63	70	\$ 236.25	\$ 910.00
Merlot, Merryvale 'Starmont' Napa 07 Malbec	\$ 2.38	\$ 10.00	23.8%	\$ 7.62	100	\$ 237.75	\$ 1,000.00

Wine by the Glass		
Tot Cost	Total Sales	COGS%
\$ 3,381.38	\$ 14,715.00	23.0%
Total Number Wine Glasses Sold		
1315		

**WINE-BOTTLE**

	COST	SELL	COGS %	MARGIN	# Sold	TOT COST	TOT SELL
PINOT NOIR							
Pinot Noir, Cuvaison Napa 2008	\$ 20.00	\$ 80.00	25.0%	\$ 60.00	20	\$ 400.00	\$ 1,600.00
Pinot Noir, Belle Glos, Sonoma Coast 2008	\$ 15.00	\$ 45.00	33.3%	\$ 30.00	12	\$ 180.00	\$ 540.00
Pinot Noir, Domaine Chandon, Russian River 2005	\$ 35.00	\$ 105.00	33.3%	\$ 70.00	30	\$ 1,050.00	\$ 3,150.00
Pinot Noir, Gainey, Santa Rita Hills 2007	\$ 21.00	\$ 62.00	33.9%	\$ 41.00	12	\$ 252.00	\$ 744.00
Pinot Noir, Willamette Valley, "Whole Cluster" 2008	\$ 16.25	\$ 48.00	33.9%	\$ 31.75	18	\$ 292.50	\$ 864.00

Wine by the Bottle		
Tot Cost	Total Sales	COGS%
\$ 5,834.25	\$ 17,322.00	33.7%
Total Number Wine Bottles Sold		
263		

**MERLOT**

	COST	SELL	COGS %	MARGIN	# Sold	TOT COST	TOT SELL
Merlot, Cht. Ste. Michelle, Indian Wells, Wash. 2007	\$ 12.27	\$ 36.00	34.1%	\$ 23.73	100	\$ 1,227.00	\$ 3,600.00
Merlot, Buena Vista, Carneros 2005	\$ 10.02	\$ 30.00	33.4%	\$ 19.98	1	\$ 10.02	\$ 30.00
Merlot, Flora Springs Estate, Napa 2007	\$ 12.02	\$ 34.00	35.4%	\$ 21.98	1	\$ 12.02	\$ 34.00
Merlot, Ramsay, Napa Valley 2008	\$ 8.66	\$ 26.00	33.3%	\$ 17.34	1	\$ 8.66	\$ 26.00

**CABERNET**

	COST	SELL	COGS %	MARGIN	# Sold	TOT COST	TOT SELL
Cabernet Sauvignon, Conn Creek, Napa 2006	\$ 13.53	\$ 40.00	33.8%	\$ 26.47	1	\$ 13.53	\$ 40.00
Cabernet Sauvignon, Estancia, Paso Robles 2008	\$ 8.97	\$ 27.00	33.2%	\$ 18.03	1	\$ 8.97	\$ 27.00
Cabernet Sauvignon, Jordan, Napa 2005	\$ 35.35	\$ 105.00	33.7%	\$ 69.65	1	\$ 35.35	\$ 105.00
Cabernet Sauvignon, Caymus, Napa 2008	\$ 48.44	\$ 125.00	38.8%	\$ 76.56	1	\$ 48.44	\$ 125.00
Cabernet, Sauvignon, Slegs Leap,	\$ 30.41	\$ 90.00	33.8%	\$ 59.59	1	\$ 30.41	\$ 90.00
Cabernet Sauvignon, Coppola Claret, Diamond 2008	\$ 11.97	\$ 32.00	37.4%	\$ 20.03	1	\$ 11.97	\$ 32.00
Cabernet Sauvignon, Casa Lapostolle, Argentina	\$ 7.00	\$ 28.00	25.0%	\$ 21.00	1	\$ 7.00	\$ 28.00
Cabernet sauvignon, Chateau Montelena, Napa 2006	\$ 90.00	\$ 200.00	45.0%	\$ 110.00	1	\$ 90.00	\$ 200.00
Cabernet Sauvignon, Kuleto Estate, Napa 2005	\$ 36.00	\$ 100.00	36.0%	\$ 64.00	1	\$ 36.00	\$ 100.00
Cabernet Sauvignon, Match Book, California 2007	\$ 8.50	\$ 25.00	34.0%	\$ 16.50	1	\$ 8.50	\$ 25.00
Cabernet Sauvignon, Fisticuffs, Napa, 2006	\$ 18.00	\$ 54.00	33.3%	\$ 36.00	1	\$ 18.00	\$ 54.00
Cabernet Sauvignon, Cliff Lede, Napa 2007	\$ 43.00	\$ 130.00	33.1%	\$ 87.00	1	\$ 43.00	\$ 130.00
Cabernet sauvignon, Ghost Block, Oakville 2007	\$ 42.00	\$ 120.00	35.0%	\$ 78.00	1	\$ 42.00	\$ 120.00
Cabernet Sauvignon, Cain Five, Napa	\$ 83.33	\$ 210.00	39.7%	\$ 126.67	1	\$ 83.33	\$ 210.00
Cabernet Sauvignon, Newton, "The Puzzle" Napa	\$ 65.00	\$ 195.00	33.3%	\$ 130.00	1	\$ 65.00	\$ 195.00
Cabernet Sauvignon, BV, Tapestry 2006 Napa	\$ 30.00	\$ 90.00	33.3%	\$ 60.00	1	\$ 30.00	\$ 90.00
Cabernet Sauvignon, Clos du Bois, Geyserville, 2007	\$ 11.00	\$ 35.00	31.4%	\$ 24.00	1	\$ 11.00	\$ 35.00
Cabernet Sauvignon, Root One, Chile 2008	\$ 8.50	\$ 34.00	25.0%	\$ 25.50	1	\$ 8.50	\$ 34.00
Cabernet Sauvignon, Hess '19 Block' Mt. Veeder	\$ 16.50	\$ 52.00	31.7%	\$ 35.50	1	\$ 16.50	\$ 52.00
Cabernet Sauvignon, Joseph Phelps Napa 2006	\$ 30.02	\$ 60.00	50.0%	\$ 29.98	1	\$ 30.02	\$ 60.00
Cabernet Sauvignon, Pine Ridge, Rutherford 2006	\$ 35.02	\$ 66.00	53.1%	\$ 30.88	1	\$ 35.02	\$ 66.00
Cabernet Sauvignon, Slaughterhouse, Napa 2007	\$ 39.00	\$ 110.00	35.5%	\$ 71.00	1	\$ 39.00	\$ 110.00

**MERITAGE**

	COST	SELL	COGS %	MARGIN	# Sold	TOT COST	TOT SELL
Meritage, North Star, "Stella Maris" Washington 07	\$ 15.52	\$ 45.00	34.5%	\$ 29.48	1	\$ 15.52	\$ 45.00
Meritage, Leviathan, St. Helena 2008	\$ 32.00	\$ 95.00	33.7%	\$ 63.00	1	\$ 32.00	\$ 95.00
Meritage, Pahlmeyer, Proprietary Red 2006	\$ 75.00	\$ 190.00	39.5%	\$ 115.00	1	\$ 75.00	\$ 190.00
Meritage, Rubicon Estate, Napa 2006	\$ 109.35	\$ 325.00	33.6%	\$ 215.65	1	\$ 109.35	\$ 325.00
Meritage, L'Aventure, Paso Robles 2008	\$ 31.61	\$ 90.00	35.1%	\$ 58.39	1	\$ 31.61	\$ 90.00
Meritage, Opus One, Napa 2007	\$ 83.00	\$ 250.00	33.2%	\$ 167.00	1	\$ 83.00	\$ 250.00
Meritage, Joseph Phelps "Insignia" Napa 2007	\$ 150.00	\$ 400.00	37.5%	\$ 250.00	1	\$ 150.00	\$ 400.00
Meritage, Dunning Vineyards, Paso Robles 2007	\$ 14.50	\$ 44.00	33.0%	\$ 29.50	1	\$ 14.50	\$ 44.00

**OTHER REDS**

	COST	SELL	COGS %	MARGIN	# Sold	TOT COST	TOT SELL
Super Tuscan, Castello Banfi, "Cum Lade" 2007	\$ 23.77	\$ 70.00	34.0%	\$ 46.23	1	\$ 23.77	\$ 70.00
Malbec, Zolo Reserve, Argentina 2007	\$ 6.50	\$ 26.00	25.0%	\$ 19.50	1	\$ 6.50	\$ 26.00
Petite Sirah, David Bruce, Central Coast	\$ 14.67	\$ 44.00	33.3%	\$ 29.33	1	\$ 14.67	\$ 44.00
Petite Sirah, Stag's Leap, Napa 2007	\$ 25.84	\$ 75.00	34.5%	\$ 49.16	1	\$ 25.84	\$ 75.00
Syrah Blend, JC Cellars "Smoke & Mirrors" Santa Barbara	\$ 16.67	\$ 50.00	33.3%	\$ 33.33	1	\$ 16.67	\$ 50.00
Chianti, Nozzole, Chianti Classico Riserva 2005	\$ 11.30	\$ 33.00	34.2%	\$ 21.70	1	\$ 11.30	\$ 33.00
Zinfandel, Black Sears, Napa 2008	\$ 28.00	\$ 70.00	40.0%	\$ 42.00	1	\$ 28.00	\$ 70.00
Zinfandel, Orin Swift "The Prisoner" Napa 2008	\$ 23.00	\$ 58.00	39.7%	\$ 35.00	1	\$ 23.00	\$ 58.00
Shiraz, The Cather 2007	\$ 8.67	\$ 28.00	31.0%	\$ 19.33	1	\$ 8.67	\$ 28.00

**WHITES**

	COST	SELL	COGS %	MARGIN	# Sold	TOT COST	TOT SELL
Sparkling, Laurant Perrier NV, Tours Sur Marne	\$ 24.00	\$ 72.00	33.3%	\$ 48.00	1	\$ 24.00	\$ 72.00
Champagne, Veuve Cliquot NV "Yellow Label"	\$ 32.83	\$ 100.00	32.8%	\$ 67.17	1	\$ 32.83	\$ 100.00
Champagne, Perrier Joutet Brut	\$ 31.27	\$ 95.00	32.9%	\$ 63.73	1	\$ 31.27	\$ 95.00
Champagne, Taittinger Brut La Française NV	\$ 32.25	\$ 97.00	33.2%	\$ 64.75	1	\$ 32.25	\$ 97.00
Champagne, Dom Pérignon, 2000	\$ 104.00	\$ 315.00	33.0%	\$ 211.00	1	\$ 104.00	\$ 315.00
Champagne, Collette Brut	\$ 18.00	\$ 65.00	27.7%	\$ 47.00	1	\$ 18.00	\$ 65.00
Champagne, Rose, Perrier Joutet "Fleur"	\$ 160.00	\$ 480.00	33.3%	\$ 320.00	1	\$ 160.00	\$ 480.00
Champagne, Rose, Dom Pérignon 2008	\$ 350.00	\$ 875.00	40.0%	\$ 525.00	1	\$ 350.00	\$ 875.00
Chardonnay, Coppola "Diamond Series" 2008	\$ 8.00	\$ 25.00	32.0%	\$ 17.00	1	\$ 8.00	\$ 25.00
Chardonnay, Buena Vista, Carneros 2006	\$ 10.00	\$ 30.00	33.3%	\$ 20.00	1	\$ 10.00	\$ 30.00
Chardonnay, Simi, Sonoma 2005	\$ 9.00	\$ 30.00	30.0%	\$ 21.00	1	\$ 9.00	\$ 30.00
Chardonnay, Sanford "Santa Rita Hills" 2008	\$ 13.02	\$ 40.00	32.6%	\$ 26.98	1	\$ 13.02	\$ 40.00
Chardonnay, Ferrari Carano, Alexander Valley 2007	\$ 22.00	\$ 66.00	33.3%	\$ 44.00	1	\$ 22.00	\$ 66.00
Chardonnay, Chateau St Jean "Robert Young" 2007	\$ 14.00	\$ 42.00	33.3%	\$ 28.00	1	\$ 14.00	\$ 42.00
Chardonnay, Chateau Ste Michelle "Cold Creek" 07	\$ 18.52	\$ 55.00	33.7%	\$ 36.48	1	\$ 18.52	\$ 55.00
Chardonnay, Cakebread Cellars Napa 2008	\$ 29.00	\$ 88.00	33.0%	\$ 59.00	1	\$ 29.00	\$ 88.00
Chardonnay, Sonoma-Cutrer, Russian River Ranches	\$ 14.50	\$ 45.00	32.2%	\$ 30.50	1	\$ 14.50	\$ 45.00
Chardonnay, Mandolin, Monterey 2007	\$ 7.43	\$ 24.00	31.0%	\$ 16.57	1	\$ 7.43	\$ 24.00
Chardonnay, Grayson Cellars 2009	\$ 6.50	\$ 22.00	29.5%	\$ 15.50	1	\$ 6.50	\$ 22.00
Chardonnay, Schug, Sonoma Coast 2008	\$ 16.00	\$ 48.00	33.3%	\$ 32.00	1	\$ 16.00	\$ 48.00
Sauvignon Blanc, Groth, Napa 2009	\$ 11.96	\$ 32.00	37.4%	\$ 20.04	1	\$ 11.96	\$ 32.00
Sauvignon Blanc, Hanna, Sonoma 2007	\$ 11.00	\$ 32.00	34.4%	\$ 21.00	1	\$ 11.00	\$ 32.00
Sauvignon Blanc, Roth, Napa 2008	\$ 9.00	\$ 27.00	33.3%	\$ 18.00	1	\$ 9.00	\$ 27.00
Sauvignon Blanc, Nobilo, New Zealand 2009	\$ 9.00	\$ 27.00	33.3%	\$ 18.00	1	\$ 9.00	\$ 27.00

Conundrum, California 2008  
 Pinot Grigio, Santa Margaritha, Alto-Adiage  
 Pinot Grigio  
 Falanghina, Feudi di San Gergorio, italy 2007  
 Riesling, SA Prum Essence 2009

\$ 12.00	\$ 36.00	33.3%	\$ 24.00	1	\$ 12.00	\$ 36.00
\$ 16.00	\$ 48.00	33.3%	\$ 32.00	1	\$ 16.00	\$ 48.00
\$ 12.00	\$ 39.00	30.8%	\$ 27.00	1	\$ 12.00	\$ 39.00
\$ 10.33	\$ 30.00	34.4%	\$ 19.67	1	\$ 10.33	\$ 30.00
\$ 9.50	\$ 28.00	33.9%	\$ 18.50	1	\$ 9.50	\$ 28.00
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OVERALL WINE PROGRAM		
Tot Cost	Total Sales	COGS%
\$ 9,215.63	\$ 32,037.00	28.8%