

Salary Survey

Production/Winemaker

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Top End of Salary Range Continues to Increase

As the wine business prospered, so did its key employees. The salaries of winemakers throughout the United States ranged from \$21,000 to \$264,000, with a median salary of \$65,000 and an average of \$70,620, based on salaries over the entire range of winery sizes. While this appears to indicate a significant drop from the \$88,000 average we reported last year, the reality is that this year's survey had a smaller percentage (although increased number) of wineries in the 50-100,000 range reporting, and a larger percentage of wineries in the below 50,000 category.

More useful is cellar salary information by winery *production size*, and we've provided that information for five ranges: Under 10,000 cases per year, 10-50,000, 50-100,000, 100-500,000, and more than 500,000 cases.

Looking at salaries through the winery size filter reveals some very dramatic figures in the *range* of salaries. Our salary survey last year showed a high-end salary for winemakers at 10-50,000 case wineries of \$83,000. This year it was \$115,000. At the 50-100,000 case level, it was \$120,000 last year; this year it was \$175,000. Interestingly, the low-end salary for this and other positions dropped a few thousand from last year. This expansion of salary range was a common occurrence throughout most job positions.

Thirty-nine percent of wineries responding to our Spring 2001 Salary survey were in the 10-50,000 case production range. The data they provided indicated some interesting, although not unexpected, differences between salaries in different regions. For example, the average winemaker salary at this size winery throughout California was \$69,400, while Oregon winemakers averaged \$61,000. Sonoma County winemakers in the 10-50,000 range were higher at \$72,100 and Napa County still higher at \$83,000.

Cellarmaster salaries for the same size wineries ranged from \$37,450 throughout California, to \$34,500 in Oregon, to \$34,100 in Sonoma and \$42,400 in Napa.

Wineries at less than 10,000 case production do not require certain job positions. For example, no wineries of that size reported a staff enologist, or a lab manager or staff, and so few reported cellar master or staff bottling line salaries that we determined the data were not significantly significant.

This year we've provided both average and median salaries, as well as salary range, in order to give winery human resource staffs as much useful information as possible. We'd like to thank all those wineries that responded to our survey. We received responses from Florida, Georgia, Idaho, Indiana, Michigan, New York, Ohio, Oregon, Texas, Virginia, Washington and California. We'll publish more data from the survey in a future issue.

Winemaker Salaries

Winery Case Production	Average Salary	Median Salary	Range
Under 10,000	\$45,100	\$43,200	\$21,000 -- \$66,000
10,000 -- 50,000	\$64,000	\$65,000	\$30,000 -- \$115,000
50,000 -- 100,000	\$81,200	\$74,550	\$42,000 -- \$175,000

100,000 -- 500,000	\$111,000	\$85,000	\$65,000 -- \$264,000
Over 500,000	\$103,000	\$110,000	\$66,000 -- \$142,000

Source: WBM Survey

Assistant Winemaker Salaries

Winery Case Production	Average Salary	Median Salary	Range
Under 10,000	\$25,800	\$46,000	\$24,000 -- \$36,000
10,000 -- 50,000	\$40,300	\$39,200	\$22,000 -- \$74,000
50,000 -- 100,000	\$51,850	\$52,500	\$26,000 -- \$100,000
100,000 -- 500,000	\$57,300	\$52,500	\$40,000 -- \$92,000
Over 500,000	\$48,200	\$45,000	\$45,000 -- \$61,400

Source: WBM Survey

Enologists Salaries

Winery Case Production	Average Salary	Median Salary	Range
Under 10,000	None Reported	None Reported	None Reported
10,000 -- 50,000	\$32,600	\$30,000	\$28,000 -- \$39,500
50,000 -- 100,000	\$39,210	\$39,200	\$30,000 -- \$52,000
100,000 -- 500,000	\$45,200	\$41,000	\$32,200 -- \$77,000
Over 500,000	\$38,350	\$38,350	\$35,000 -- \$41,700

Source: WBM Survey

Lab Manager Salaries

Winery Case Production	Average Salary	Median Salary	Range
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Under 10,000	None Reported	None Reported	None Reported
10,000 -- 50,000	None Reported	None Reported	None Reported
50,000 -- 100,000	\$35,260	\$30,000	\$28,000 -- \$53,000
100,000 -- 500,000	\$35,500	\$35,000	\$30,000 -- \$42,000
Over 500,000	\$43,200	\$43,000	\$30,000 -- \$57,500

Source: WBM Survey

Lab Staff Salaries

Winery Case Production	Average Salary	Median Salary	Range
Under 10,000	None Reported	None Reported	None Reported
10,000 -- 50,000	\$27,900	\$27,900	\$22,800 -- \$33,000
50,000 -- 100,000	\$26,400	\$25,700	\$19,000 -- \$35,000
100,000 -- 500,000	\$30,500	\$30,500	\$26,000 -- \$35,000
Over 500,000	\$28,000	\$29,700	\$23,900 -- \$30,500

Source: WBM Survey

Cellar Worker Salaries

Winery Case Production	Average Salary	Median Salary	Range
Under 10,000	None Reported	None Reported	None Reported
10,000 -- 50,000	\$16,700	\$16,000	\$17,000 -- \$38,000
50,000 -- 100,000	\$27,000	\$28,000	\$16,400 -- \$40,000
100,000 -- 500,000	\$28,500	\$28,750	\$18,000 -- \$30,000

Over 500,000	\$27,700	\$28,300	\$25,000 -- \$30,000
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Source: WBM Survey

Cellarmaster Salaries

Winery Case Production	Average Salary	Median Salary	Range
Under 10,000	None Reported	None Reported	None Reported
10,000 -- 50,000	\$35,500	\$35,000	\$24,000 -- \$50,000
50,000 -- 100,000	\$40,900	\$40,600	\$24,000 -- \$60,000
100,000 -- 500,000	\$46,800	\$48,000	\$34,300 -- \$60,000
Over 500,000	\$48,800	\$50,400	\$36,000 -- \$58,700

Source: WBM Survey

Bottling Line Salaries

Winery Case Production	Average Salary	Median Salary	Range
Under 10,000	None Reported	None Reported	None Reported
10,000 -- 50,000	\$19,800	\$18,700	\$15,500 -- \$27,000
50,000 -- 100,000	\$20,100	\$18,500	\$16,400 -- \$27,000
100,000 -- 500,000	\$20,600	\$22,250	\$13,000 -- \$24,000
Over 500,000	\$24,700	\$25,000	\$23,500 -- \$25,300

Source: WBM Survey