CAWG MEMBER BENEFITS

CAWG is the only statewide organization dedicated exclusively to protecting and promoting your interests before the state legislature, Congress, and regulators. This representation allows CAWG members to focus on what they do best – manage their vineyards and winegrape business. However, CAWG does more than advocacy. Your CAWG membership entitles you to other important benefits to enhance your business, while saving money and time.

CAWG ENDORSED INSURANCE

Pan American Insurance Agency, Inc.

Since Pan American Insurance Agency's founding in 1946, it has emerged as the premier provider of quality insurance products and services to California's wine industry.

Pan American, an Ascension Insurance company, serves as an advocate to California's agribusiness industry addressing its unique exposures and providing the expertise, creativity and resources clients need to achieve results.

- Exclusive member-only low rates from an A.M. Best "A+" Rated Carrier; known for offering the best combination of price and coverage services of any workers' compensation carrier in California.
- Members benefit from exclusive group discounts on CAWG Endorsed commercial property and liability programs tailored for the wine industry.
- Members are encouraged to consider Pan American for the CAWG endorsed Federal Crop Insurance program.

Contact Pan American at 888.640.0593 or by email at Cawgmember@ascensionins.com.

Legal Services Program

Downey Brand, LLP

Each CAWG regular grower member can call the offices of Downey Brand and receive one free thirty-minute consultation per calendar quarter. Downey Brand is Sacramento's largest law firm and they represent a wide array of businesses and individuals. With an extensive food and agriculture practice, Downey Brand has offices in Sacramento, Stockton, San Francisco and Reno, Nevada.

To access your free consultation, simply call (916) 444-1000 and tell the Downey Brand receptionist that you are a member of CAWG.

CAWG'S 401(K) MULTIPLE EMPLOYER RETIREMENT SAVINGS PROGRAM

Growing winegrapes may be a labor of love, but you and your employees also need to think about retirement. That's why CAWG partnered with Woodruff Sawyer & Co. to offer a 401(k) Multiple Employer Plan (MEP) Program.

A 401(k) is a great way to save for retirement using "pretax" dollars, meaning your contributions are taken from your paycheck before taxes are deducted.

Under the CAWG 401(K) MEP Program, each participating employer gets the benefits that come with a much larger plan. The CAWG MEP Program means lower plan costs and regulatory compliance burdens are shifted away from you, the employer, onto the CAWG MEP Program.

BY PARTICIPATING IN THE CAWG 401(K) MEP PROGRAM YOU CAN EXPECT:

- Retirement plan services from trusted providers vetted by CAWG.
- Lower investment costs with respected, well-known investment fund families.
- Reduced administrative burdens and costs.
- Avoid the hassle of an annual plan audit.
- Reduced exposure to fiduciary liabilities, which you incur if you had your own stand-alone plan.
- Lower investment costs deliver greater returns for you and your employees' retirement.
- Retirement planning education for you and your employees (with Spanish language capability).

The above benefits flow from the advantages of group participation in CAWG's 401(k) MEP plan, but each individual employer retains the flexibility to customize their 401(k) plan to address options such as employee eligibility, employer

To learn more, contact a retirement consultant at WS&Co at 415.399.6398 or cawgmep@wsandco.com.

Join CAWG to strengthen the voice of California winegrape growers!

California Association of Winegrape Growers

1121 L Street, Suite 304 | Sacramento, CA 95814
916.379.8995 | cawg.org

VALUE IS MEASURED AND DELIVERED THROUGH...

ADVOCACY
Protecting and Promoting Your Interests

CAWG serves as the growers' strongest advocate before the state legislature, Congress and regulators.

- An experienced full-time director of state government affairs in Sacramento
- Skilled lobbying and consulting firm providing policymaking and regulatory support on winegrape issues
- A full-service federal lobbying team in Washington DC
- Grassroots advocacy that connects CAWG members to decision makers on key issues
- A political action committee, CAWG PAC, that supports candidates who value issues important to winegrape growers and the industry
- CAWG's Annual Day in the Capitol event allows growers to hold face-to-face meetings with state lawmakers

EDUCATION
Profit through Knowledge

CAWG provides a variety of online and in person seminars and workshops that help growers improve their business and farming practices while staying up-to-date on current regulations that affect their livelihoods.

- Online webinars allow CAWG members to learn about a variety of new issues without leaving their vineyards
- Access to a members only library of webinar recordings and documents produced by CAWG's legal counsel
- Regional meetings with distinguished speakers

COMMUNICATIONS
Timely Information at your Fingertips

CAWG keeps members informed on emerging industry and policy matters as they unfold.

- CAWG e-News, a weekly emailed newsletter with breaking policy and wine industry news, plus a calendar of association meetings and events
- *The Crush*, a printed monthly newsletter featuring the latest legislative and industry news with regional reports from grower members
- An annual members-only directory with important resources for growers and associate members
  Communications are available on the CAWG websites member-only portal for easy reference throughout the year

A unified voice for California's winegrape growers

VALUE
Save on Industry Events and Services

Your CAWG membership can save you money where it matters.

- Members can save up to $200 on Unified Wine & Grape Symposium registration. Unified attracts over 14,000 people from around the world, offering a complete networking and learning experience
- Member savings on crop insurance, vineyard and winery liability insurance, group medical, and work¬ers compensation insurance through CAWG's preferred insurance provider – Pan American Insurance Agency
- Members benefit from a new 401(k) Retirement Savings Plan utilizing the combined purchasing power of a Multiple Employer Plan (MEP) for retirement savings
- CAWG's Legal Services Program offers 30 free minutes of legal services per calendar quarter
- Members receive exclusive discounts on advertising and sponsorship opportunities

NETWORKING
Making Connections, Building Relationships

CAWG members have the opportunity to network with growers and businesses in the industry.

- CAWG functions allow grower and associate business members the opportunity to connect and establish working relationships
- CAWG's Annual Meeting and Award's Reception brings together members, law¬makers and state agency leaders
- CAWG's Membership Directory gives you access to all current member contact information both in print and online. It also allows members to provide information on products and services through expanded listings and advertising.

JOIN CAWG TODAY

Visit www.cawg.org to join online or to download a membership application.

MEMBERSHIP DUES

Grower Members

- $4.75 per acre annually
- Minimum dues of $250 for 52.6 acres or less

Associate Members

- $350 – SUPPORTER
- $550 – FRIEND
- $1,250 – BENEFACTOR