



## The Economic Impact of the Wine and Spirits Industry in The United States

The nation's 4,100 wine and spirits wholesaler locations are a crucial part of the responsible and efficient distribution system that provides adults with access to a wide variety of quality products from around the world. Distributors are the key link in the three-tier system created by the states to control the flow of beverage alcohol under the 21st Amendment to the U.S. Constitution.

The following data show the economic impact of the wine and spirits industry in the United States.

Distillers and wineries, representing Tier I, create myriad products for adults to enjoy. Wholesalers and distributors, representing Tier II, are experts in safe and efficient global distribution, logistics and local marketing. They maintain the quality and integrity of wines and spirits, and collect excise taxes for state and local governments. They work with retail stores to promote products through advertising, point-of-sale displays and promotional events. Wholesalers also work with sommeliers, chefs and bar and restaurant managers to create customized product selections and pairings. As Tier III, retailers help to ensure that only adults of legal age have access to wine and spirits products, and provide consumers with a wide variety of quality beverages.

Economic Impact of The Wine and Spirits Industry United States			
	Jobs	Wages	Economic Impact
Direct	569,918	\$ 14,618,394	\$ 51,970,417
Indirect [1]	251,020	\$ 11,780,135	\$ 40,612,573
Induced [2]	352,528	\$ 13,725,126	\$ 44,422,821
Total	1,173,465	\$ 40,123,656	\$ 137,005,811
(\$ in Millions)			

By working together, all of these businesses constitute an important part of the American economy. In the United States, **as many as 569,900 jobs are directly created by the wine and spirits industry, and wholesalers alone account for almost 68,900 of them.**

### The wine and spirits industry generates over 1,173,000 jobs in the United States.

- Wholesalers alone account for nearly 68,900 jobs, paying \$2.8 billion in wages. All told, over 1,173,000 Americans depend on the production, distribution and sale of wine and spirits products for their livelihood.
- These are real people with real jobs, ranging from vintners, to importers, to truck drivers, to waitstaff in bars and restaurants throughout the United States.
- This is equal to nearly 0.90% of the nation's working population. [3]

### People working in a broad range of industries in the United States rely on the sale of wines and spirits.

- In addition to those working directly in the three-tiers of the wine and spirits industry, a broad range of workers including those in banking, construction, packaging and even agriculture work to supply the wine and spirits industry with goods and services.
- A total of 63,000 manufacturing jobs in the United States are related in some way to wine and spirits. [4]

### The wine and spirits industry generates about \$28 billion in taxes in the United States.

- The wine and spirits industry is a major contributor to federal, state and local coffers. State and local governments received about \$11.8 billion in taxes from the wine and spirits industry.
- In addition, the federal government received a total of \$5.6 billion in excise taxes and \$10.1 billion in business related taxes from beverage alcohol products. This does not even include customs duties paid on imported products.

Taxes Generated by the Wine and Spirits Industry		
	Excise Tax	Business Tax
State Taxes	\$ 2,813,633,034	\$ 9,027,832,919
Federal Taxes	\$ 5,602,879,000	\$ 10,078,485,576
Total Taxes	\$ 8,416,512,034	\$ 19,106,318,495

Notes: [1] Indirect impacts are those provided by suppliers to producers, wholesalers and retailers of beverage alcohol products.  
 [2] Induced impacts are those created from the responding by employees of the direct and indirect sectors of the economy.  
 [3] Source: Bureau of Labor Statistics, Current Employment Statistics (November 2007).  
 [4] In addition to those in wineries and distilleries.