

MEMBERSHIP BENEFITS COMPARISON

	ORIGINAL		FLAGSHIP		COLLECTOR	
<i>Membership</i>	Whites & Reds	Reds Only	Whites & Reds	Reds Only	Whites & Reds	Reds Only
<i>Average Shipment Cost</i>	\$202	\$220	\$957	\$962	\$1,913	\$1,923
<i>Bottles per Shipment</i>	3 bottles		6 bottles		12 bottles	
<i>Shipping Discount</i>	none		50% shipping discount on all orders		Shipping included on all orders	
<i>Insignia Weekend Tickets</i>	2 passes		2 passes		4 passes	
<i>Limited-Edition Cabernet Sauvignon Backus Vineyard</i>	Optional bottle of Backus included in November Shipment**		6 bottles of Backus included**		12 bottles of Backus included**	

MEMBERSHIP SHIPPING SCHEDULE

	ORIGINAL		FLAGSHIP		COLLECTOR	
<i>Membership</i>	Whites & Reds	Reds Only	Whites & Reds	Reds Only	Whites & Reds	Reds Only
<i>March 4</i>	3 bottles 2016 Cabernet Sauvignon	3 bottles 2016 Cabernet Sauvignon	6 bottles 2016 Cabernet Sauvignon	6 bottles 2016 Cabernet Sauvignon	12 bottles 2016 Cabernet Sauvignon	12 bottles 2016 Cabernet Sauvignon
<i>Shipment Total</i>	Retail \$225 Member \$180	Retail \$225 Member \$180	Retail \$450 Member \$360	Retail \$450 Member \$360	Retail \$900 Member \$720	Retail \$900 Member \$720
<i>April 1</i>	1 bottle 2017 Chardonnay Pastorale Vineyard 1 bottle 2016 Pinot Noir Pastorale Vineyard 1 bottle 2016 Pinot Noir Quarter Moon Vineyard	3 bottles 2016 Pinot Noir Pastorale Vineyard	2 bottles 2017 Chardonnay Pastorale Vineyard 2 bottles 2016 Pinot Noir Pastorale Vineyard 2 bottles 2016 Pinot Noir Quarter Moon Vineyard	3 bottles 2016 Pinot Noir Pastorale Vineyard 3 bottles 2016 Pinot Noir Quarter Moon Vineyard	4 bottles 2017 Chardonnay Pastorale Vineyard 4 bottles 2016 Pinot Noir Pastorale Vineyard 4 bottles 2016 Pinot Noir Quarter Moon Vineyard	6 bottles 2016 Pinot Noir Pastorale Vineyard 6 bottles 2016 Pinot Noir Quarter Moon Vineyard
<i>Shipment Total</i>	Retail \$255 Member \$204	Retail \$255 Member \$204	Retail \$510 Member \$408	Retail \$510 Member \$408	Retail \$1,020 Member \$816	Retail \$1,020 Member \$816
<i>October 14</i>	1 bottle 2017 Pinot Noir Freestone Vineyards 1 bottle 2017 Chardonnay Freestone Vineyards 1 bottle 2018 Viognier	2 bottles 2016 Pinot Noir Quarter Moon Vineyard 1 bottle 2016 Syrah Larry Hyde & Sons Vineyard	2 bottles 2016 Syrah Larry Hyde & Sons Vineyard 2 bottles 2018 Viognier 2 bottles 2017 Chardonnay Freestone Vineyards	3 bottles 2016 Syrah Larry Hyde & Sons Vineyard 3 bottles 2017 Pinot Noir Freestone Vineyards	4 bottles 2016 Syrah Larry Hyde & Sons Vineyard 4 bottles 2018 Viognier 4 bottles 2017 Chardonnay Freestone Vineyards	6 bottles 2016 Syrah Larry Hyde & Sons Vineyard 6 bottles 2017 Pinot Noir Freestone Vineyards
<i>Shipment Total</i>	Retail \$180 Member \$144	Retail \$255 Member \$204	Retail \$410 Member \$328	Retail \$435 Member \$348	Retail \$820 Member \$656	Retail \$870 Member \$696
<i>November 4</i>	1 bottle 2018 Sauvignon Blanc 1 bottle 2018 Delice (375ml) 1 bottle 2016 Insignia*	2 bottles 2017 Pinot Noir Freestone Vineyards 1 bottle 2016 Insignia*	6 bottles 2016 Insignia* 6 bottles 2016 Cabernet Sauvignon Backus Vineyard**	6 bottles 2016 Insignia* 6 bottles 2016 Cabernet Sauvignon Backus Vineyard**	12 bottles 2016 Insignia* 12 bottles 2016 Cabernet Sauvignon Backus Vineyard**	12 bottles 2016 Insignia* 12 bottles 2016 Cabernet Sauvignon Backus Vineyard**
<i>Shipment Total</i>	Retail \$405 Member \$279	Retail \$420 Member \$291	Retail \$3,750 Member \$2,730	Retail \$3,750 Member \$2,730	Retail \$7,500 Member \$5,460	Retail \$7,500 Member \$5,460

* 2016 Insignia included in Phelps Preferred shipments at the futures price of \$195 per bottle.
Additional Insignia purchases offered at 20% off retail, \$240 per bottle.

<i>Optional Nov. Backus Shipment</i>	1 bottle 2016 Cabernet Sauvignon Backus Vineyard**	1 bottle 2016 Cabernet Sauvignon Backus Vineyard**				
<i>Optional Nov. Shipment Total</i>	Retail \$325 Member \$260	Retail \$325 Member \$260				
<i>Annual Total</i>	Retail \$1,065 Member \$807	Retail \$1,155 Member \$879	Retail \$5,120 Member \$3,826	Retail \$5,145 Member \$3,846	Retail \$10,240 Member \$7,652	Retail \$10,290 Member \$7,692
<i>Annual Total with Optional Backus Shipment</i>	Retail \$1,390 Member \$1,067	Retail \$1,480 Member \$1,139				

**Backus based upon availability.

By joining Phelps Preferred, you commit to receiving four consecutive member shipments annually.