

One-Day Workshop

The Business of Making Wine

This business development workshop deals with the business aspects of producing wine. Industry professionals will provide information about production, finances, business plans, and marketing strategies that will help you complete the business planning process.

DATE:

July 18, 2009

FEE:

\$85 - Lunch included
(\$95 after July 10)

LOCATION:

Skagit Valley College
2405 E. College Way
Mount Vernon, WA 98273
Room: TBD

Time:

9:00 am - 4:00 pm

Visit: www.AgBizCenter.org
for more information

Presented By:



Northwest Agriculture Business Center
419 S. 1st St., Suite 200
Mount Vernon, WA 98273
Phone: (360) 336-3727
www.AgBizCenter.org



Program Topics Include

- Economics:
"Small Winery Investment and Operating Costs"
Trent Ball, Yakima Valley Community College
- Permitting Process:
"Becoming a Winery"
Kris Mikami, Washington Wine Compliance Service
- Sourcing Wine Grapes:
"Buying and Selling Grapes from the Vineyard"
Mount Baker Vineyards
- Marketing:
"Positioning and Selling Your Wine"
Northwest Agriculture Business Center
- Risk Management:
"Minimize Your Exposure to Risk"
- Business Planning:
"Putting the Pieces Together"
Northwest Agriculture Business Center

Please print and complete the following form, and return it to our office with payment enclosed by July 17th. SPACE IS LIMITED: Class will be filled on a first-come, first-served basis. Register by July 10th for a \$10 discount per person!

Workshop: The Business of Making Wine Saturday, July 18, 2009

Applicant Information

Farm/Business Name: _____

Name(s): _____

Website: _____

Phone: _____ Mobile: _____

Fax: _____ Email: _____

Special Needs (please list): _____

Mailing Address: _____

City: _____ Zip: _____ County: _____

Company Information

Please select all that apply:

Start-up business: Grape grower: Wine producer: Wine shop:

What is your interest in taking this class? _____

Registration

Number of participants: = _____ X \$85 each if postmarked by July 10th
X \$95 each After July 10th

= \$ _____ TOTAL ENCLOSED

Please make checks payable to:

Northwest Agriculture Business Center
P.O. Box 2924 Mount Vernon, WA 98273