

## **MKF RESEARCH**

# ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005

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This study was commissioned by the

## **Pennsylvania Wine Marketing and Research Program**



a joint venture of

**GLOBAL WINE PARTNERS US LLC**

**Frank, Rimerman + Co. LLP CPAs**

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**ECONOMIC IMPACT OF  
PENNSYLVANIA WINE AND WINEGRAPES 2005**

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TABLE OF CONTENTS

**TABLE OF CONTENTS**

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**Highlights** .....3

**Executive Summary**.....4

**About MKF Research** .....13

# ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005

## HIGHLIGHTS

FULL ECONOMIC IMPACT OF WINEGRAPES AND  
WINE ON THE PENNSYLVANIA ECONOMY

**\$ 661 Million<sup>1</sup>**

PENNSYLVANIA WINE	ECONOMIC IMPACT
Full-time Equivalent Jobs	5,200
Wages Paid	\$161 million
Pennsylvania Wine Retail Value	\$28 million
Pennsylvania Winegrape Value	\$6.7 million
Number of Wineries	104
Number of Winegrape Growers	150
Winegrape Bearing Acres	1,800
Tourism Expenditures	\$167 million
Number of Visitors	877,000
Taxes Paid (State and Local)	\$37.5 million

<sup>1</sup> See Table 5 below.

# **ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005**

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## **EXECUTIVE SUMMARY**

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Pennsylvania has a long and significant history with wine and winegrapes dating back to 1683 when William Penn planted the first *Vinifera* vines in the state. It was also the home of the Pennsylvania Vine Company, which was reportedly the first commercial vineyard in the United States when it opened in 1793.

#### **Pennsylvania's Vineyards**

This involvement with wine and winegrapes has continued over the years, in spite of the interruption of Prohibition, and in 2005 there were an estimated 1,800 acres of vineyards in Pennsylvania producing grapes for use in wine. These vineyards are tended by approximately 150 growers. In 2005 they produced 16,300 tons of winegrapes, for a total market value of \$6.7 million, making Pennsylvania the fifth largest producer of winegrapes in the United States. Moreover, the winegrape industry has been growing rapidly, as shown below.

**Table 1**  
**Pennsylvania Winegrape Crop Production and Value<sup>2</sup>**

<b>Harvest Year</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>
<b>Tons produced</b>	10,500	13,300	16,300
<b>Crop Value</b>	\$2,793,000	\$5,359,900	\$6,683,000
<b>Increase over prior year</b>		92%	25%

#### **Pennsylvania's Wineries**

In 2005, the Pennsylvania Liquor Control Board (PLCB) reported that there were 104 licensed Limited Wineries active in the commercial production of wine within the state. Over a third of these wineries lie within a two-hour driving radius of Philadelphia, providing a premium day-trip destination experience for both residents and tourists.

In 2005 Pennsylvania wine makers produced approximately 340,000 cases of wine.

Compared to the other major wine producing states, Pennsylvania is unique in that there are no large wineries dominating the state's production statistics. The vast majority of Pennsylvania's wineries, by volume production, are very small.

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<sup>2</sup> USDA NASS, "Noncitrus Fruits and Nuts – 2005 Summary."

# ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005

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## EXECUTIVE SUMMARY

**Table 2**  
**Size Distribution of Pennsylvania Wineries<sup>3</sup>**

<b>Gallons Produced</b>	<b>Number of Wineries</b>
Less than 1,000	28
1,000 – 4,999	33
5,000 – 9,999	14
10,000 – 19,999	22
20,000 – 29,999	1
30,000 – 39,999	4
60,000 – 69,999	2
<b>Total</b>	<b>104</b>

### **Total Economic Impact and Taxes**

Together, Pennsylvania wine, winegrapes and related industries produced more than \$661 million of total economic value to the State of Pennsylvania in 2005<sup>4</sup>.

Pennsylvania's wineries were visited by at least 877,000 tourists in 2005.

Pennsylvania-produced wine, winegrapes and related industries paid at least \$37.5 million in state and local taxes in Pennsylvania.

### **Employment**

Pennsylvania-produced wine, wine grapes and related industries generated nearly 5,200 jobs across the state, for a payroll of almost \$161 million<sup>5</sup>.

Wine and winegrapes are inherently long-term investments and long-term employers: newly planted vineyards need four years to produce a harvest. Another one to three years are needed to turn those grapes into wine. Not only are these long-term investments, but they are inherently tied to "place." Unlike manufacturing or service enterprises, Pennsylvania vineyards, once planted, cannot simply get up and move to another state which might offer a better business climate or tax incentives. Wineries similarly are permanently tied to their region.

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<sup>3</sup> Pennsylvania Liquor Control Board, "Limited Winery Annual Statistics," December 31, 2005.

<sup>4</sup> See **Table 5** below.

<sup>5</sup> See **Table 5** below.

# ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005

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## EXECUTIVE SUMMARY

**Table 3**  
**Total Employment –2005<sup>6,7</sup>**  
**Wine, Winegrape and Related Industries**

<b>Employment Impact (Number of jobs):</b>	
Winery	472
Vineyard	154
Tourism	2,535
Pennsylvania Liquor Control Board	7
Restaurants	1
Winery Supplies	6
Printers	5
Vineyard Materials	6
Research/Education/Consulting	12
Indirect (IMPLAN)	876
Induced (IMPLAN)	<u>1,095</u>
<b>Total</b>	<b><u>5,169</u></b>

Source: MKF Research

## DEVELOPMENT OF WINERIES IN PENNSYLVANIA

Until 1968, Pennsylvania had restrictive laws governing the production and sale of wine within the state that dated back to Prohibition. Under these laws wineries were permitted to operate, but were restricted to selling their wine to the PLCB. In 1968, through the combined efforts of the Pennsylvania Department of Agriculture and the Pennsylvania Department of Commerce, the Pennsylvania Limited Winery Act was passed. Reflecting the goal of fostering the production of wine grapes and establishment of tourist-attracting small wineries, the law created an incentive unique in Pennsylvania – the retail sale of wine by the bottle outside the state-run monopoly. A winery was permitted to make up to 50,000 gallons of wine produced from grapes grown within the state and allowed to sell their product directly to consumers from the winery and a limited number of retail outlets. The wineries were also allowed to sell wine directly to licensed establishments, such as restaurants and hotels.

The first winery to open in Pennsylvania following Prohibition was Conestoga Winery in 1963. Following the passage of the Limited Winery Act, two wineries opened in 1969 –

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<sup>6</sup> This estimate of employees was made using information gathered through surveys by MKF Research, reports issued by the Pennsylvania Tourism and Lodging Association, Pennsylvania Restaurant Association, and Pennsylvania Liquor Control Board.

<sup>7</sup> IMPLAN<sup>®</sup> is an economic impact assessment modeling system developed by the University of Minnesota and used to build economic models to estimate the extended impacts of economic changes in the United States at the state, county, and community level. Information can be found at [www.implan.com](http://www.implan.com).

# **ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005**

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## **EXECUTIVE SUMMARY**

PennShore Vineyards and Presque Isle Wine Cellars. Since the passage of the Limited Winery Act almost 40 years ago, the number of wineries in Pennsylvania has increased dramatically over the passing decades; according to the PLCB there were 104 producing licensed Limited Wineries in 2005.

## **PENNSYLVANIA'S WINE REGIONS**

Unique among agricultural crops, wine especially speaks of the soil and climate from which it is drawn; “terroir” as the French put it. It is the elusive, and often indescribable, combination of attributes that form the unique character of a bottled wine. In this case, it is important to remember that Pennsylvania wine is intrinsically about the land and people of Pennsylvania.

The Pennsylvania Wine Association considers there to be seven distinct wine regions in Pennsylvania based on geography<sup>8</sup>:

1. Lake Erie Region,
2. Pittsburgh Countryside,
3. Groundhog Region,
4. Upper Susquehanna Region,
5. Lower Susquehanna Region,
6. Lehigh Valley and Berks County, and
7. Philadelphia Countryside.

There are four designated American Viticultural Areas (AVAs) in Pennsylvania. They are<sup>9</sup>:

1. Central Delaware Valley AVA in Pennsylvania and New Jersey,
2. Cumberland Valley AVA in Pennsylvania and Maryland,
3. Lake Erie AVA in Pennsylvania, New York and Ohio, and
4. Lancaster Valley AVA in Pennsylvania.

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<sup>8</sup> Pennsylvania Wine Association

<sup>9</sup> United States Alcohol and Tobacco Tax and Trade Bureau

# **ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005**

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## **EXECUTIVE SUMMARY**

### **CHALLENGES AND OPPORTUNITIES**

#### **Direct Shipping**

Of the wine produced in Pennsylvania in 2005, just over 85 percent was sold directly to the consumer, either on the winery premises or through a winery-owned outlet. Almost 11 percent was sold to the PLCB for distribution within the state. A little over 2 percent of the wine produced in 2005 in Pennsylvania was sold or shipped by the wineries to licensed resellers, such as restaurants and hotels. The remainder, less than 2 percent, was sold out of state<sup>10</sup>.

When wineries sell their wine directly to the consumer, they receive the full retail price of the wine. When selling directly to restaurants, they receive about 80% of the full retail price. When selling to the PLCB, most of the wineries surveyed by MKF report receiving approximately 50 percent of the full retail value. Any wines sold through licensed distributors out of state – in the unlikely case that these small, local wineries would attract such distributors in the crowded US wine market – would also return just 50% of retail to the winery.

*Thus, the opportunity to sell direct to consumer is vital for the survival of Pennsylvania's wine and wine grape industries.*

#### **Trained Labor and Availability of Training**

As the Pennsylvania wine and wine grape industry continues to expand, it is experiencing a growing need for trained viticulture and enology professionals specializing in the conditions found in Pennsylvania. A long-term shortage of these types of professionals within the state will constrain the ability of the wine and wine grape industry to continue its current efforts towards growth and increased product quality.

Aside from one winemaker who also hires out as a consultant to other wineries, our survey of Pennsylvania wineries did not identify any private-sector consultants for either wine grape growers or wineries. Penn State has hired a viticulture extension educator and an enology extension educator; funding for these individuals is provided in equal part by the Pennsylvania Wine Marketing and Research Program, Pennsylvania Wine Association, Pennsylvania Association of Winegrowers, and Penn State. Penn State also has three other extension educators working at least part-time with people in this industry. Aside from resources provided by the University and other regional colleges, wine grape growers and winemakers in Pennsylvania need to either rely upon themselves, their peers, or go out of state for the needed expertise.

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<sup>10</sup> Pennsylvania Liquor Control Board, "Limited Winery Annual Statistics," December 31, 2005.

# **ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005**

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## **EXECUTIVE SUMMARY**

In addition to a shortage of consultants, there are no degree programs specifically offered for viticulture or enology at colleges within Pennsylvania – though there is apparently an interest on the part of many students in the more general food service and agricultural programs. The long-term strength of Pennsylvania’s wine and wine grape industry would likely benefit significantly from the development of an institutional infrastructure in viticulture and enology.

### **Grape Shortage**

Pennsylvania Limited Wineries are restricted to using at least 75 percent Pennsylvania-grown grapes and the remaining 25 percent needs to be sourced within 350 miles of the winery.

This restriction combined with an increase in wine production and sales, as well as a relatively new trend towards opening wineries without associated vineyards, has led to demand for the best grapes outstripping their supply. Some winemakers reported either a shortage of quality grapes or a sharp increase in the price per ton for wine grapes.

There are two mitigating factors that should help the situation. First, changing growing techniques and ongoing experimentation with varieties are helping to increase the supply of Pennsylvania wine grapes. New growers are reportedly spending between \$10,000 and \$15,000 an acre (net of land) to install and develop high caliber vineyards. Second, the Penn State viticulture extension agent reports strong ongoing interest in new vineyard development and receives between two and five calls a week from people investigating the possibility of planting wine grapes.

### **Climate and Soil**

Pennsylvania has a large diversity of microclimates and soil conditions that have played a significant role in encouraging the wide range of Labrusca, French hybrid and Vinifera varietal plantings found throughout the state.

While many areas have conditions that create a favorable terroir for growing grapes, Pennsylvania grape growers also often face a challenging natural environment. The state’s high humidity increases the threat of fungal diseases and pests in comparison to drier growing regions. Consequently there are significantly increased grape farming costs in terms of labor and supplies. There is the potential for severe winters and springs to damage vines and budding fruit and this makes it difficult to grow popular Vinifera grape varieties. And the region is sometimes impacted by unfavorable late summer and fall rainfall which can damage or jeopardize the harvest.

The Penn State Cooperative Extension conducted a recent industry-wide vineyard survey and growers identified the following needs as being most important to them<sup>11</sup>:

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<sup>11</sup> Penn State Cooperative Extension

# **ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005**

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## **EXECUTIVE SUMMARY**

1. Disease and pest control
2. Chronic vine ailments
3. Clean vine nursery program
4. Vine health and nutrition
5. Canopy management
6. Rootstocks suitable for Pennsylvania
7. Fruit maturity and composition
8. Viticulture education programs
9. Varietals suitable for Pennsylvania vineyards
10. Studies of yield impact on grape and wine quality
11. Clones suitable for Pennsylvania vineyards
12. Underground pest threats

### **Building a Reputation for Pennsylvania Wine in a Crowded Wine Market**

Wine is a discretionary consumer good – clear product image and consistent quality are essential to reach the repeat consumer or to build a direct-to-consumer brand. Considering that there are well over 60,000 wine labels registered in the United States, this is a daunting challenge for even the best of wineries.

In the case of Pennsylvania wine it is clear that the efforts towards developing a “Pennsylvania Wine” brand should be focused on the state of Pennsylvania. Total consumption of wine by people in Pennsylvania is the eighth highest in the nation, and Pennsylvania wine supplies only 4.3 percent of this consumption. Pennsylvania is also the fifth most popular tourist destination in the United States and attracted over 77.8 million out-of-state travelers in 2005.

By coordinating and working with tourism agencies, serving establishments, and the PLCB to establish and strengthen a "Pennsylvania Wine" brand awareness among local and visiting consumers – with a corresponding reputation for quality no matter whether it is a modestly priced casual drinking wine made from hybrid and native grapes to a luxury style Vinifera wine – winemakers could meaningfully expand sales within the state at current consumer consumption levels.

From our conversations with Pennsylvania producers, it is clear that the wine grape growers and wine makers take a great deal of pride in both their craft and in their location within the state and attempt to share this with the consumers who visit their wineries and retail establishments. The producers have worked together through the Pennsylvania Wine Association, the Pennsylvania Association of Winegrowers, and the Pennsylvania Department of Agriculture’s Pennsylvania Wine Marketing & Research Program to establish the “Pennsylvania Wine” brand concept among consumers.

# **ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005**

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## **EXECUTIVE SUMMARY**

### **State Government Support of the Wine and Wine Grape Industry**

The Pennsylvania State Government has shown ongoing support of this industry. Since 2001, the Pennsylvania State Legislature has allocated \$100,000 in funds annually for wine marketing and wine and wine grape research and education.

In 2000, the Pennsylvania Wine Marketing and Research Program was created by the Pennsylvania Department of Agriculture to enable the industry to develop and promote itself through research and marketing activities. The Program is funded through an assessment on wine producers of 15 cents per gallon of wine sold.

Penn State University currently has two full time extension agents involved in wine grape and winery related research projects and funding for these projects comes from a variety of external sources, including the Pennsylvania Department of Agriculture, the United States Department of Agriculture, the Pennsylvania Wine Marketing and Research Program, Pennsylvania Wine Association, and Pennsylvania Association of Winegrowers. Penn State also has three faculty members who are available to work on projects part-time when needed.

The wine industry across the US faces a growing shortage of well-trained talent to support its burgeoning growth, with the industry still largely dependent on a small number of degree granting institutions. Few would dispute the assertion that the growth of California, Washington or Oregon's wine industries would have been far less successful without the cooperation of University of California, Davis (and later, California State University at Fresno and California Polytechnic State University, San Luis Obispo), Washington State University and Oregon State University. These institutions and their associated research programs have served to provide cadres of well trained viticulture and wine making graduates prepared to work successfully with the local terrains and climates. At the same time, the complementary quality of continuing education and specialized graduate and extension courses offered by these same institutions and many regional and community colleges have made it possible for a continuing stream of mid-career professionals to enter the industry as entrepreneurs, investors and managers.

The viticulture and enology graduates trained by West Coast institutions are seldom familiar with the complexity of growing wine grapes in the soil and climate of the East Coast communities in which they are needed. States such as New York, Missouri and North Carolina have recently begun supporting stronger promotional programs for their regional wines and supporting expanded training and research programs in their land grant universities and community colleges, all of which would be beneficial to this growing industry if similarly implemented in Pennsylvania.

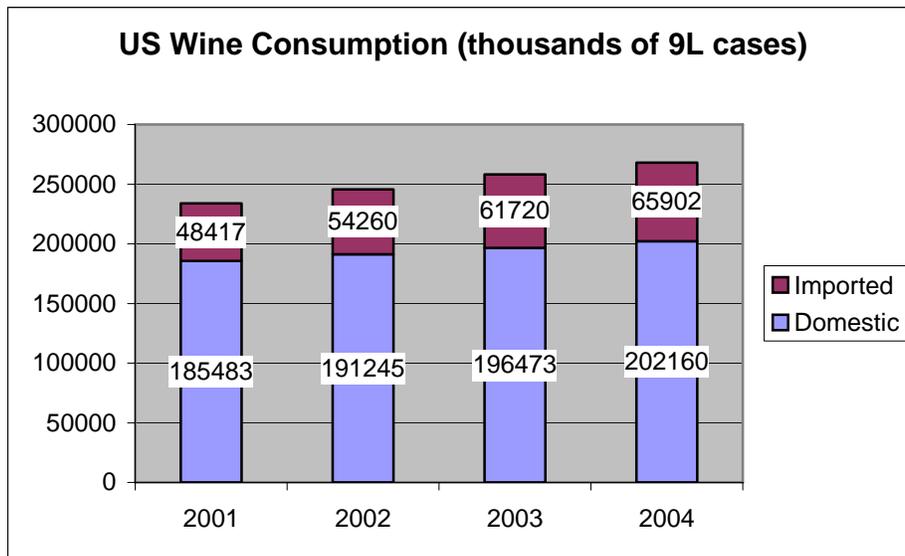
# ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005

## EXECUTIVE SUMMARY

### Rising Demand for Wine Among US Consumers

Pennsylvania's wine and grape industry could benefit from America's steadily rising demand for wine – and for better wine. US wines sales grew by nearly 10% in the twelve months through June 2006.

Table 4



Source: MKF Research and Adams Wine Handbook, 2005

With 25% of US households having incomes over \$75,000, wine is that most sought-after consumer good of this era: an affordable luxury. Moreover, wine appeals to the growing consumer interest in socializing in small groups, in building personal connections with products. Emerging small wineries particularly offer that special experience of meeting the winemaker and connecting with the soil which this new 'experiential consumer' so values.

# ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005

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## EXECUTIVE SUMMARY

**Table 5**  
**Total Economic Impact (Sum of Total Spending)**  
**of Wine and Wine Grapes**

<b>Revenue:</b>	
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Winery Sales	\$ 27,857,000
Wine Grape Sales	6,683,000
Tourism	166,581,000
PLCB Sales of PA Wine	1,631,000
Restaurant Sales of PA wine	679,000
Winery Suppliers	2,280,000
Vineyard Suppliers	1,125,000
Wine Research/Education/Consulting	1,035,000
Charitable Contributions	949,000
Tax Revenues – Federal	28,717,000
Tax Revenues - State & Local	37,538,000
Indirect (IMPLAN)	115,702,000
Induced (IMPLAN)	110,484,000
<b>Total Revenue</b>	<b>\$ 500,228,000</b>
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<b>Wages:</b>	
<hr/>	
Winery Employees	\$ 13,053,000
Vineyard Employees	3,639,000
Tourism	64,376,000
PLCB Sales of PA Wine	220,000
Restaurant Sales of PA wine	17,000
Winery Suppliers	187,000
Vineyard Suppliers	94,000
Wine Research/Education/Consulting	820,000
Indirect (IMPLAN)	40,867,000
Induced (IMPLAN)	37,634,000
<b>Total Wages</b>	<b>\$ 160,907,000</b>
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<b>Total Impact</b>	<b>\$ 661,135,000</b>
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# ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005

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## ABOUT MKF RESEARCH

### ABOUT MKF RESEARCH

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The mission of MKF Research is to help our clients make confident decisions that improve their business performance and help them attain their goals.

MKF Research is the leading research source on the U.S. wine industry. We continue to strive to raise the bar on the quality of information and analysis available to the wine industry.

MKF Research conducts original research on the business of wine and wine market trends, publishes a number of industry studies and provides business advisory services and market and industry research for individual companies and investors in the wine industry on a consulting basis. MKF Research also conducts a number of industry seminars on its research work including the annual invitation-only MKF Research Executive Wine Summit and various smaller open workshops on key industry issues.

### MKF RESEARCH CUSTOM PROJECTS

The major part of MKF Research's business is providing confidential custom consulting to wine industry enterprises, investors and suppliers. Recently, MKF Research consulting projects have included:

- Feasibility and market studies for new wine industry related businesses, products and investments;
- Market analyses and market, brand and financial benchmarking;
- Economic impact studies for a variety of wine and vineyard related businesses and public and private organizations in the industry; and
- Market and strategic studies of potential new import and export products.

MKF Research also conducts the leading research on Winery Direct Sales and Winery Direct consumers and the benchmarking of winery direct activities and has expanded its consumer and trade research capabilities to among the best in the industry.

In 2005 MKF Research was the principal consultant on the Wine Institute's<sup>12</sup> first consumer research in twenty years, a large scale survey of wine consumers conducted by Yankelovich partners, whom MKF Research introduced to the wine industry. The report produced by MKF Research, *Wine Institute Market Research: Implications for California Wineries*, is available to members of the Wine Institute.

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<sup>12</sup> The Wine Institute is the public policy advocacy association of California wineries and represents 975 wineries and affiliated businesses.

# ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005

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## ABOUT MKF RESEARCH

### MKF RESEARCH PUBLICATIONS

#### MKF Research Monthly

The *MKF Research Monthly* provides in-depth analysis of the critical business challenges facing the wine industry today. Available by subscription at \$195/8 issues per year, this targeted, concise report reflects the questions and concerns MKF Research hears daily from its wine business clients and industry analysts.

#### MKF Grape Trends (annual)

By combining the crush and acreage reports into one easy-to-use quick reference guide, MKF Research's *Grape Trends* provides, in one source, all the information needed to make informed decisions about grape supply for production planning.

Provided in electronic form, MKF Research's *Grape Trends* allows readers to examine the interaction of supply, price, varietal and region for California's wine grape industry. It includes a complete summary of current, past (since 1997) and projected tons, prices, and bearing acres for all major grape growing regions and counties for seven major varietals: *Chardonnay, Sauvignon Blanc, Cabernet Sauvignon, Merlot, Syrah, Zinfandel, and Pinot Noir*.

#### Economic Impact Reports

MKF Research is currently conducting the study of the Impact of Wine and Grapes on the American Economy, sponsored by Wine America, the Wine Institute, National Grape and Wine Initiative, as well as updates of the California Wine Impact report and the first wine and grape impact studies for Texas, Michigan, Illinois, North Carolina, Virginia, Tennessee and Missouri, all expected to be completed and published by mid-January 2007.

Existing Economic Impact Studies published by MKF Research include the following, all available for purchase from MKF Research:

- *Economic Impact of Wine and Grapes in New York State, 2005*
- *Economic Impact of Wine and Vineyards in Sonoma County, 2005*
- *Economic Impact of Wine and Vineyards in Napa County, 2005*
- *Economic Impact of New York Grapes, Grape Juice and Wine 2005*
- *Economic Impact of California Wine 2004*
- *Economic Impact of the Washington State Wine and Wine Grape Industries*
- *Economic Impact of the Wine and Wine Grape Industries in Santa Barbara County*
- *Economic Impact of California Wine 2000*

# ECONOMIC IMPACT OF PENNSYLVANIA WINE AND WINEGRAPES 2005

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## ABOUT MKF RESEARCH

### SPECIAL STUDIES

MKF Research regularly produces a variety of special reports for the wine industry, including leading studies of *Vineyard Economics*.

Visit our website at [www.mkfresearch.com](http://www.mkfresearch.com) to stay informed of our new research.

### MKF RESEARCH OWNERSHIP

MKF Research LLC is jointly owned by Global Wine Partners US, LLC and Frank, Rimerman + Co. LLP, CPAs.

#### **Global Wine Partners US, LLC**

**Global Wine Partners**, The Global Wine Investment Bank, with offices in Napa, Paris and Sydney, is the only investment bank dedicated exclusively to the wine industry.

Specialists in wine industry mergers and acquisitions, valuation and corporate finance, the firm provides clients with a wide range of corporate advisory services related to wine industry mergers, acquisitions, joint ventures, strategic alliances, distribution arrangements, winery valuation services and fairness opinions related to M&A and financing. They also provide corporate finance services including wine industry debt and equity-raising and underwriting and investment management services with wine investment funds and trading in wine investments.

#### **Frank, Rimerman + Co. LLP, CPAs**

**Frank, Rimerman + Co., LLP**, founded in 1949, is the largest, locally-owned provider of accounting and consulting services in northern California. With offices in San Jose, Palo Alto, San Francisco and St. Helena and over 150 professionals, Frank, Rimerman + Co., offers strategic business and information consulting services, tax consulting and planning, audit and financial reporting, accounting services, litigation and valuation services.

Frank, Rimerman + Co. is affiliated with Baker Tilly International, an international network of high quality, independent accountancy and business services firms, all of whom are committed to providing the best possible service to their clients, in their own marketplaces, and across the world, wherever the client needs help.

Frank, Rimerman + Co. continues to build its wine industry practice, based in St Helena (formerly the CPA practice of Motto, Kryla and Fisher), committing the full resources of this major professional services firm to the industry.