



wine imports + sales

Wine Tastings with First Vine Wine Imports and Sales

First Vine imports wine from France, Spain, and Italy. We get to know our producers and can help our customers get to know them a little, too. This experience makes for a greater understanding of not only how wine is made, but gives an appreciation for wine as an agricultural product. These days, when more Americans are buying food at farmers' markets and are beginning to ask where their food comes from, it's important to know that wine also comes from family farms, and is made by people with deep roots in their communities as well.

We offer two types of wine tastings. The first is a guided wine tasting, where we step through six to eight wines and taste them as a group, discussing each wine before tasting it. We try to limit the number of people to 20 for guided tastings. The second is a tasting with two stations, where people can taste the wines in any order they like. Each station has a person pouring who can talk about the wines and answer questions. Station tastings can be done for up to 100 people.

Both types of tastings start with wine for people to drink before the presentation begins. The presentation consists of an introduction about how wine is made and how it can be tasted and paired with food, along with a short introduction to the wines themselves. We provide tasting sheets that allow participants to record their impressions of each wine for future reference. For guided tastings, we then step through each wine as a group.

The fee for a tasting is \$250. This includes one or two staff, depending on the type of tasting, the tasting sheets, and glasses (which we take away at the end of the tasting or pick up the day after). The group requesting the tasting also purchases the wine used at the tasting, with a minimum purchase of 12 bottles. Generally a tasting for 12 to 20 people uses 12 to 14 bottles of wine. Tastings for larger parties use up to 24 bottles. Our wine averages \$15 per bottle before the discount, and we're required to charge 10% DC sales tax on wine used at the event (but not the tasting fee).

We don't provide food for tastings, but can give you ideas for food to serve, along with recipes if you're looking to make some of it yourself. We also have an association with J Chocolatier on Capitol Hill and can bring chocolates to a tasting at your request. We charge J Chocolatier's retail price with no markup.

Please let me know if you have any questions about a tasting. We try to make these as customized and enjoyable an experience as possible.

Cheers!

Tom Natan, Owner

First Vine Wine Imports and Sales

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