



**MOSS ADAMS** LLP

Certified Public Accountants | Business Consultants

*Acumen. Agility. Answers.*

Wineries & Vineyards

## UNCORK SUCCESS

Competing in today's wine industry means figuring out how to maintain or improve quality while cutting costs and operating more efficiently. It's a complex task, made more challenging by increasingly onerous federal, state, and local regulations. But there are also opportunities to thrive—if you have an experienced advisor to guide you.

# WINERIES & VINEYARDS



## Robust Growth Requires FULL-BODIED ADVICE

Interest in wine is on the rise. The Internet has yielded new distribution and marketing channels and made it easier for people to discover new brands. Yet with increased awareness come higher expectations for quality. And making great wine has taken a backseat to tending to business needs such as environmental and safety regulations, financing and lender relationships, financial planning and reporting, and federal, state, and local taxes, to name just a few.

To top it all off, competition is fierce, requiring you to constantly find ways to leverage new technology and operate more efficiently.

Fortunately, you don't have to face these challenges alone. Moss Adams LLP has been a trusted advisor to wineries and vineyards of all sizes for more than 30 years, helping owners address financial and operational challenges and better position themselves to take advantage of key opportunities.

Today, we serve more than 100 wineries, vineyards, bottle manufacturers, custom-crush companies, and other wine-related businesses. With nimble teams backed by the resources of the largest accounting and consulting firm headquartered in the western United States, we can respond quickly to your needs with valued solutions.

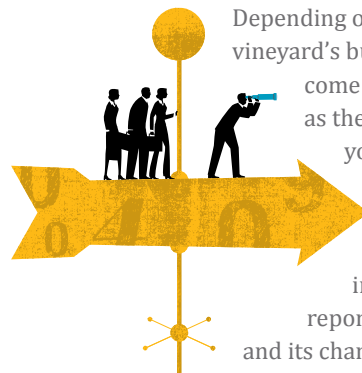
We have significant experience not only as auditors and tax advisors but also as consultants, helping to solve some of our clients' most complex business

issues. Our services range from rock-solid compliance work and risk management to strategic cash management, IT auditing and consulting, and more.

We're also deeply enmeshed in the industry, staying on top of what's happening in the world of wine. Our professionals are actively involved in numerous organizations, including the California Association of Winegrape Growers, Sonoma County Vintners, the Sonoma County Winegrape Commission, the Washington Association of Wine Grape Growers, the Washington Wine Industry Foundation, the Wine Institute, and Women for Winesense.

### A Complex Blend

The wine industry is unique for many reasons, not least of which is its intricate financial reporting requirements.



Depending on your winery or vineyard's business model—which come in nearly as many varieties as there are companies—you face a labyrinth of accounting and reporting decisions: method of accounting, inventory costing, GAAP reporting requirements, LIFO and its changing regulations, when



and how to report, and the various depreciation methods of vineyard and winery assets.

One solution doesn't fit all. Our experienced accounting and consulting professionals advise you proactively on these areas so you can make the best choices for your business's future.

## A Generous Pour

It's true that you may be able to see across the field to study your neighbor's trellising methods. But what's not so obvious are the financial benchmarks used by wineries and vineyards—benchmarks critical to gauging your business performance.

The Moss Adams *Wine Industry Financial Benchmarking Report*, the first of its kind, puts this key information into the hands of decision makers. The report includes information provided by more than 140 wineries and grape growers in California, Oregon, and Washington. Full of meaningful and actionable data that can help drive better, more informed business decisions, it features:

- [Winery analyses and trends by case volume, price point, region, business model, and distribution channel strategy](#)
- [Grower operational analyses by region and viticulture practice](#)
- [Financial analyses](#)

Our wine industry professionals can also give you an

in-depth look at data from specific companies.

## A Perfect Pairing

Moss Adams has built relationships across the wine industry. And in addition to providing you with keen technical and business insights, we offer our network as a resource, and we proactively facilitate conversations about current industry issues.

For example, three times each year our Wine Industry Financial Executive Roundtable brings together winery and vineyard financial executives as well as subject-matter experts in various fields to discuss current issues facing the industry. Topics have included everything from managing lender relationships, ownership succession, and mergers and acquisitions to distribution strategies, business solutions, branding, social media, and private labels in the wine industry.

Since 2004 these roundtables have served as a constructive and valuable forum, attracting attendees from more than 200 wineries and vineyards.

## Learn More

Our professionals are located in wine regions throughout California, Oregon, and Washington. Contact us to discover how we can make a difference to the financial and operational strength of your winery or vineyard.

## ABOUT MOSS ADAMS

The Moss Adams group of companies provides valuable insight and expertise integral to your success.

**Moss Adams LLP** is a leader in assurance, tax, consulting, risk management, transaction, and wealth services.

**Moss Adams Wealth Advisors LLC** provides investment management, personal financial planning, and insurance strategies to help you build and preserve your wealth.

**Moss Adams Capital LLC** offers investment banking and strategic advisory services, helping you create greater value in your business.

**Discover how we make a difference.**

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