

VINT HILL  
craft winery

2009

# You are the Winemaker

## Here's What You Get

It all starts with an initial consultation where we meet and plan your wine. From there, we embark upon a full cycle of hands-on wine making experience from grape to bottle. Participate at your desired level of involvement, and we do the rest.

Business cards with your name printed as 'Vintner'. Second year 'Vintners' can earn the title 'Winemaker' with our approval by mentoring and helping other first year Vintners.

At the end of it all, you have approx. 23-25 cases of wine that you designed and crafted (or at least participated with in concept), with your name and label design.

# Vintner's Work Order

\_\_\_\_\_  
Name (please print)

\_\_\_\_\_  
Mailing Address

\_\_\_\_\_  
Home Phone

\_\_\_\_\_  
Work or Mobile Phone

\_\_\_\_\_  
Email

\_\_\_\_\_  
Expiration Date (must be after 12/31/2010) and CVV2 code  
A copy of your credit card and driver's license will be kept on file.

\_\_\_\_\_  
Name on Card (if different from above)

\_\_\_\_\_  
Billing Address (if different from above)

Making wine as a group? If so, please list others' names, phone and email here.

\_\_\_\_\_  
Name - Phone - Email

\_\_\_\_\_  
Name - Phone - Email

\_\_\_\_\_  
Name - Phone - Email

\_\_\_\_\_  
Name - Phone - Email

\_\_\_\_\_  
Name - Phone - Email

\_\_\_\_\_  
Name - Phone - Email

## Got Questions? Here are the FAQs.

### Do I need to be 'wine knowledgeable'?

Absolutely not! A major goal of Vint Hill Craft Winery is to promote winemaking education through a hands-on, truly memorable and enjoyable experience. Our winemaking team will work alongside customers to educate, coach and advise during every step of the process from initial fruit selection, sorting, crushing, fermenting, barrel choice, tasting, label design and bottling.

### How much 'work' do I need to do?

It is entirely up to you. It could be as simple as telling us some basic information about what you want, then picking up your wine when it's ready or you could participate in every phase of the wine's design through crafting and bottling. There are webcams throughout the winery so you can even participate remotely over the internet if you can't be there in person.

### Can I make any type or style of wine?

The short answer is yes. The beauty of the Craft Winery concept is that if you want to 'Craft' a California Cabernet Sauvignon we will get California fruit, if you want to make a great Virginia Merlot we will use the highest quality Virginia fruit. You are welcome (and encouraged) to bring a bottle of your favorite wine and show us what it is you are looking for - we will do our best to help you make something very similar.

### When do you start and how long does it take?

Winemaking starts at harvest time (September and October) but the process of design and style selection starts when you sign-up; June, July and August at the latest. When we bottle depends, of course, on your wine. Most wines will be bottled between April and August. In advance, we'll ask you to select your bottles and cap color. We will have all of this ready for you on bottling day.

### Can a group participate?

Certainly! A barrel produces approximately 300 bottles of wine so there is more than enough to share between a family, team, organization, community or business. For safety reasons we need to limit the size of groups in the winery itself but outside of that, it's up to you!

### What do I do with my wine?

The wine is yours to do with as you choose, as you may wish to have any wine you own. We also provide a way for the public to taste and purchase your wine through our on-site tasting room (a balcony overlooking the wine production areas). And, your wine for sale will be featured on our website.

### And I design my own label?

Yes! Be creative! During winter while your wine is resting in barrels, we'll work with you to design a label. You supply the art, verbiage - as much as you want or can and we take it from there. We'll tweak it a little to make sure it will be approved by the government. Once approved, we'll print your labels on site.

### Is there a schedule?

Of course! You will be able to see our schedule for your wine and its lab analyses on our website. You'll get to see what is happening in other barrels, too. Along the way, we'll be making appointments for you to be at the winery with us and if you can't, you can watch us via series of web cameras. Easy!

### What is Red Wine production like?

All red wine production happens on-site at the winery. When fresh hand-picked fruit is delivered, we will use a vibrating sorting table, a de-stemmer, second sorting table then press to deliver prepared juice to a fermentation bin. This process will take about six people, so please bring friends to help!

Now the decisions start! Working towards your goal, more stylistic decisions include adjusting the pH, acid, and sugar for alcohol production. From there, your wine goes to open bin fermentation. And, together, we will select and add yeasts, enzymes, tannins and SO<sub>2</sub> before and after the fermentation process.

Fermentation takes a few weeks and we will 'punch down' the cap (floating seeds and skins) several times a day. If you can join us, please come and help. Once the wine is ready, we'll press the wine in a basket press, transfer it to a tank to settle and start malolactic fermentation. Then, we move your wine to its barrel.

This begins the peaceful time in winemaking, but over the next several months, we'll rack and return your wine several times. Please come help us with this. We'll be monitoring your wine; topping barrels, doing lab analyses and adding components, if needed, to compliment the wine as it ages.

As we start to plan for bottling, you will have designed your labels, with our help, of course. We'll get them federally and state approved, and printed.

The final steps are fining, filtering and bottling. It is a flurry of activity at the end, but then the wine is yours.

### What is White Wine production like?

White wines are produced just like the reds with only a few changes. Pressing white wine grapes takes a different kind of press, so we'll do this off site at another regional location (you can join us there, too) and in the end, we'll deliver clean, settled fresh juice to the winery.

For white wines, we recommend secondary malolactic fermentation for stability (no additional cost), but we can stop this process at any point depending on the style of wine you want and transfer it to the barrel. After that, red and white wines are processed the same.

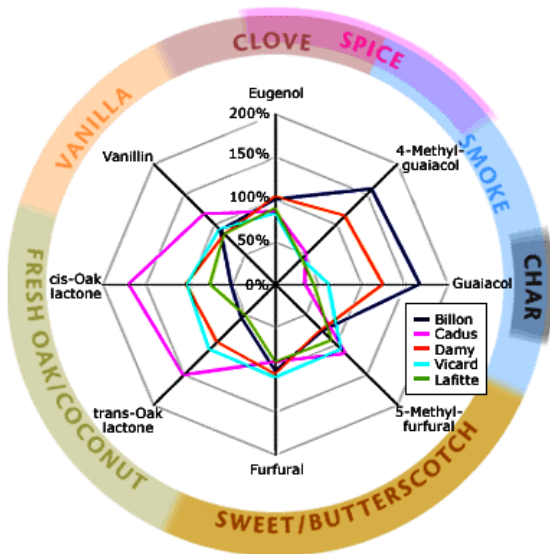
## Our Classic Recommendations

- Virginia Chardonnay or Viognier in Standard Barrels
- California Cabernet Sauvignon in Any New Oak Barrel
- Virginia Cabernet Franc in Standard Barrels or New Hungarian Oak Barrels
- Virginia Merlot in Standard or New American Oak Barrels

## Barrel Selection Options

- **Standard Barrel** - Included in base price. Three (3) rack and returns of your wine, at least 1/3 of the time in new oak barrels of our choosing but based on your stylistic guidance. Balance of time in 2-3 year oak barrels.
- **All Virginian** - 100% new oak barrels for 9-10 months
- **All American** - 100% new oak barrels for 9-10 months
- **All Hungarian** - 100% new oak barrels for 9-10 months
- **All French** - 100% new oak barrels for 9-10 months

What's all the fuss about barrels? Barrels are very complicated tools that impart certain flavors in wine. Oak from different regions of the world flavor wine uniquely, as does the "toast" or charring inside. We use several barrel coopers from around the world and we'll help you pick the one that's best for you based on the style and flavor profile of the wine you want to craft. To give you an idea, here is a diagram showing barrel flavor profiles.



## Processing Options

Together, we'll make lots of small decisions along the way, but there are a few variables that you get to choose now. There is an option for extended cold soaking and another for post-fermentation maceration in our hotbox. And, you can leave your wine in barrel longer if you like. This really isn't all that complicated, but we need to know now so we make room and reserve your space. These options are offered on a first come, first served basis.

## 1<sup>st</sup> Step - Pick Your Grapes

### From Virginia

Chardonnay		
Viognier	Add \$500	
Cabernet Franc		
Cabernet Sauvignon		
Merlot		
Petite Verdot	Add \$500	

### From California

Cabernet Sauvignon	Add \$500	
Merlot		
Petit Syrah		
Syrah		
Zinfandel		

Our focus is to help you make the best wine possible. Since fruit quality changes from year to year from even the best vineyards, our commitment to you is to acquire the best fruit possible from the region you choose.

Didn't see the varietal you were hoping for? Just ask us and if we can special order it for you, we will. Costs will vary.

## 2<sup>nd</sup> Step - Select Barrel Option

All Virginian	Add \$500	
All American	Add \$500	
All Hungarian	Add \$700	
All French	Add \$1,000	

## 3<sup>rd</sup> Step - Processing Options

Extended Cold Soaking	Add \$500	
Hotbox Post-Fermentation Maceration	Add \$500	
Additional Barrel Aging for 6-10 Months	Add \$1,500	

## That was easy. Is there more?

Yes, but the other decisions get made as we go along and don't affect price.

## Terms & Conditions

- Payment(s):** The initial \$2,000.00 payment is a fee for winemaking education services and is not taxed. The second payment, equal to half (½) of the balance amount will be charged to your credit card when your wine is processed and in barrel. The third and final payment will be charged when your wine is bottled and will have tax applied to the balance amount. Sales tax will only be applied to that portion of wine taken off premises.
- Refunds:** Once a payment is made, there will be no refunds. The Vintner acknowledges that should they abandon their wine at any time that it becomes the exclusive property of Vint Hill Craft Winery. You can transfer your Work Order to others if you choose to.
- Selling Your Wine:** Vint Hill Craft Winery may offer you a one-time option (when your wine is bottled) to keep some of your wine to sell in our tasting room. We will coordinate with you to determine the quantity of wine to be kept by the winery with a guarantee of at least five (5) cases. The value of your wine is determined by subtracting the \$2,000 education fee from your total order, then dividing by the number of bottles produced. The Vintner's final payment will be adjusted to reflect only that amount of wine being removed from the winery, plus applicable taxes.
- Ownership:** The winery is required by law to own the wine until it is bottled with an approved label, fully paid for and taxed.
- Education:** Our commitment is to give you as much hands on experience and education in winemaking as is possible with a single barrel. We plan to supplement this with small group sessions where we can discuss winemaking philosophy and prepare for what we will be doing together in the winery. Topics for these sessions will change based on what is happening at that time in the winery and to help you learn more about the process.
- Wine Quality:** Vint Hill Craft Winery commits to use the full resources of the winery as equipped, and the skill of our winemaking team to produce the best possible wine for every Vintner. Vintners acknowledge that wine grape quality and, therefore, winemaking varies year to year. Vint Hill Craft Winery cannot guarantee wine quality or a specific stylistic match to the Vintner's design or desire.
- Wine Storage:** Vintners acknowledge that when their wine is bottled, it is up to them to remove it from the winery premises on the day of bottling. Wine held longer will incur a storage fee. Long term storage may be available (not guaranteed) and if desired, the winery will arrange for pick-up and delivery on a reimbursable basis.

## Price Compilation

Item	Amount
2009 Barrel Contract - Base Price	\$6,000.00
Grapes (based on selection)	
Barrel Option (based on selection)	
Processing Options	
<b>SUBTOTAL</b>	
Less Fee for Educational Services	-\$2,000.00
<b>BALANCE*</b>	
Sales Tax (5% of Balance Amount)	
<b>TOTAL</b>	

*\*The balance amount will be adjusted when final payment is processed to reflect any wine being retained for sale by Vint Hill Craft Winery. The Vintner will be charged based on the value of wine being removed from the winery, plus applicable taxes.*

## Vintner's Acknowledgement and Authorization

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date