

INTERNATIONAL WINE ASSOCIATES

MERGERS & ACQUISITIONS—CORPORATE FINANCE—GENERAL MANAGEMENT—VINEYARD BROKERS

POST OFFICE BOX 1330, 625 HEALDSBURG AVENUE
HEALDSBURG, CALIFORNIA 95448, U.S.A

**Press Release
FOR IMMEDIATE RELEASE**

CONTACT: Robert M. Nicholson
Tel : (707) 433-8122 & robert@intlwine.com

INTERNATIONAL WINE ASSOCIATES ADVISES WASHINGTON'S SAGEMOOR VINEYARDS IN SALE TO ALLAN BROTHERS

*With fourth Washington wine industry deal closed since 2001
International Wine Associates has served as advisors on over \$100 million
in Washington transactions*

Healdsburg, California – April 30, 2014 – Robert Nicholson of International Wine Associates, the mergers and acquisitions advisory firm that specializes in wine industry transactions, announced today that International Wine Associates served as advisors and represented Washington's Sagemoor Vineyards in the sale to Allan Brothers.

"This is the fourth significant transaction that International Wine Associates has completed in Washington since 2001" said Nicholson. "With the sale of Sagemoor, we will have advised on and initiated over \$100 million in Washington wine industry deals in the last twelve years. In 2001 Mike Hogue and Norm McKibben engaged us to sell Hogue Cellars, then in 2008 we sold Columbia Winery and Covey Run Winery for Constellation and in 2010 we represented Pacific Rim Winemakers in their sale to Banfi".

Sagemoor Vineyards is made up of four properties under common management : Sagemoor, Bacchus, Dionysus and Weinbau, and is a highly respected and diversified farming operation with 883 acres of wine grapes, 230 acres of cherries and 190 acres of apples. Sagemoor grapes are sold to over 70 Washington wineries and vineyard designated wines from Walla Walla Vintners, Tamarack Cellars, Barrister, Januik, Arbor Crest, Rasa Vineyards, Abeja, and Hedges, among others consistently, produce high scoring wines. Allan Brothers is a large family owned Washington agricultural company with a history dating back to the 1920's.

About International Wine Associates

Incorporated in 1990, International Wine Associates has initiated and completed over \$1 billion in transactions. IWA is the leading mergers and acquisitions firm that specializes in the wine industry and has closed more transactions than any other advisor or investment bank in the business.

In addition to advising Sagemoor Vineyards in the sale to Allan Brothers, IWA has completed among other transactions, the sale of The Four Graces, Resonance Vineyard, Mayacamas Vineyards, Silverado Hill Winery, Lancaster Estate, Silver Oak's acquisition of Sausal Vineyard, Edna Valley Vineyard's sale to Gallo, Laurel Glen Winery, Pacific Rim Winemakers sale to Banfi, the Hangar One Vodka purchase by Jose Cuervo, the sale of various California and Pacific Northwest wineries and vineyards (Geyser Peak, Buena Vista, Gary Farrell, Atlas Peak, Columbia, Covey Run, Ste. Chapelle) for Constellation for \$209 million, the sale of Bonny Doon's *Big House* and *Cardinal Zin* brands, Cline Cellars' sale of the *Red Truck* wine brand, the sale of Wild Horse Winery to Jim Beam, the Hogue Cellars sale to Vincor, Jim Beam's acquisition of Geyser Peak Winery, the Errazuriz *Caliterra* joint-venture with Robert Mondavi and Heublein's sale of *The Greystone* building in the Napa Valley to The Culinary Institute of America.

For more information call Robert Nicholson at 707/433-8122 or visit www.intlwine.com.

