

**Press Release  
FOR IMMEDIATE RELEASE**

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## **INTERNATIONAL WINE ASSOCIATES REPRESENTS OREGON'S OLSEN AGRICULTURAL ENTERPRISES IN SALE OF OVER 6,000 ACRES OF LAND AND OPERATING ASSETS TO FARMLAND LP**

*Since Establishing Companies in Oregon and Washington in 2014  
IWA Completes Sale of one of Oregon's Largest Vineyard Owners*

Healdsburg, California – June 17, 2015 – International Wine Associates, the mergers and acquisitions advisory firm that specializes in wine industry transactions, announced today that IWA served as advisors to Oregon's Olsen Agricultural Enterprises in the sale of over 6,000 acres of agricultural farmland to Farmland LP.

"This is the sixth significant transaction that International Wine Associates has completed in the Pacific Northwest" said Robert Nicholson, partner at IWA. "With the sale of Olsen, IWA has sold over \$150 million in Oregon and Washington wine industry assets and wineries, including Hogue Cellars, Pacific Rim Winemakers and The Four Graces. In the last two years IWA has also sold two separate Oregon vineyards to Burgundy's Louis Jadot and Washington's Sagemoor Vineyards to Allan Brothers."

The Olsen family played a pioneering role in the establishment of Willamette Valley agriculture for two generations. Their company farmed over 6,000 acres of owned and leased land, specializing in a variety of crops, including blueberries, hazelnuts, grass seed and peppermint, and was one of Oregon's largest wine grape growers.

Farmland LP acquires large-scale conventional farmland and adds value by implementing high productivity organic and sustainable agricultural practices. Founded in 2009, the firm manages over 13,500 owned and leased acres in Oregon's Willamette Valley and the San Francisco Bay Area.

### **About International Wine Associates**

Incorporated in 1990 and with companies in California, Oregon and Washington, International Wine Associates has initiated and completed over 60 transactions for a value of over \$1 billion. 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 representing Olsen in the sale to Farmland, IWA has completed among other transactions, the recent sale of Napa Valley vineyards to Gallo, the Duckhorn sale of Candlestick Vineyard to Robert Craig, the sale of Corby Vineyards in Anderson Valley to Longmeadow Ranch, Sagemoor Vineyards sale to Allan Brothers, The Four Graces sale to Foley, Resonance Vineyard sale to Louis Jadot, Mayacamas Vineyards sale to private investors, Silverado Hill Winery sale for CalPERS, Lancaster Estate sale to Foley, Silver Oak's acquisition of Sausal Vineyard, DIAGEO's Edna Valley Vineyard 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, Washington's Hogue Cellars sale to Vincor, Jim Beam's acquisition of Geyser Peak, the Errazuriz *Caliterra* joint-venture with Robert Mondavi and Heublein's sale of Napa Valley's *Greystone* building to The Culinary Institute of America. For more information call Robert Nicholson at 707/433-8122 or visit [www.intlwine.com](http://www.intlwine.com).

