

WHO'S WHO IN WINE LENDING

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Robert Nicholson founded **International Wine Associates**, the wine corporate finance, investment banking, strategic planning, project development and general management consultancy, in 1990.

Since then, it has started and structured transactions and joint ventures totaling \$685 million in value. Key Projects have been advising **Wells Fargo Bank** During the Chapter 11 reorganization of **De Loach Vineyards** in



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Sonoma County and the valuation and \$34 million sale of **Wild Horse Winery & Vineyards** to **Jim Beam Brands**.

Educated in England, he studied enology at the **University of Bordeaux** in the early- 1970's. For 18 years before starting International Wine Associates, he worked at **Louis Eschenauer** in Bordeaux, **Seagram** in New York and abroad and **Christian Brothers Winery** in California.