LATE DISTRIBUTION

Date 2:34 pm, Oct 18, 2010

David Girard Vineyards



El Dorado County Vineyard and Winery



- Since 1992
- 741 Cold Springs Road
- 87 acres
- Rhone Style Wines (13 Varietals)
 - Grenache
 - Syrah
 - Viognier

Growth in a Chilly Economic Climate



- Business Conditions Are Challenging
- We Are Growing
- Reliance on Tasting Room Sales and Direct Marketing

We Need To Attract Visitors



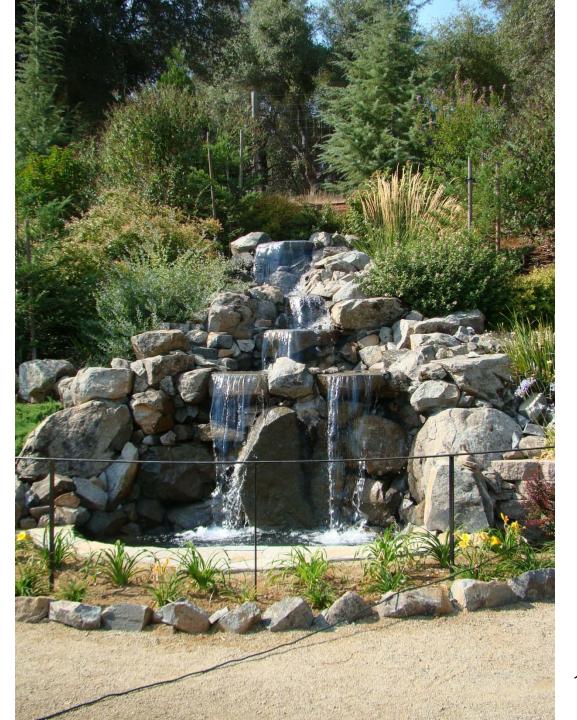
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- To the Vineyard
- To the County
- Friends/Neighbors/Supporters
- Sacramento/Reno/Tahoe/Bay Area/
 Southern California/Out of State

Agritourism Potential Exists



- Attracting Visitors To El Dorado County
 - Is Promising
 - Infrastructure Needed
 - Restaurants
 - Accommodations
 - Promotion Needed
 - Vineyard Identity
 - ➤ El Dorado Wine Identity
 - Foothill Identity



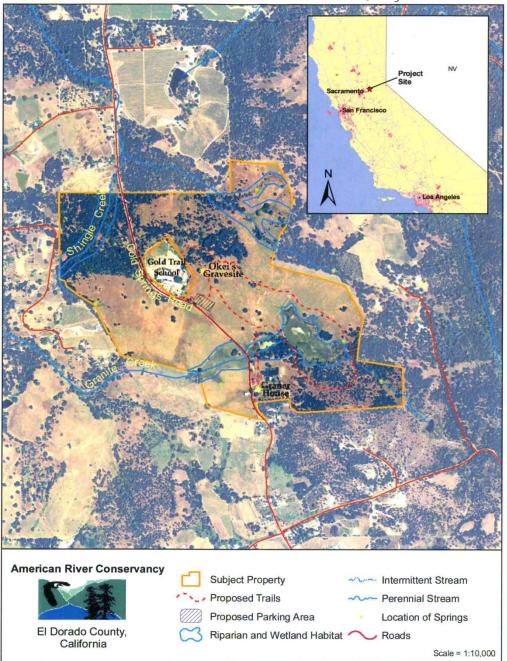
Waterfall at Wine Club Terrace

Agritourism One Vineyard at a Time

- An Investment in El Dorado County
- Attracting Visitors Is Our Job
- Cooperative Activities Needed
 - Wine-Oh Guide Event
 - Travel Writers Event
 - Mystery Writers Event

- Charitable Activities Deserve All of Our Support
- Cultural Activities Help
 - Sacramento Opera
 - Sacramento Ballet
 - Wakamatsu Colony Park Project

Gold Hill Ranch - Wakamatsu Tea & Silk Colony Project



- Commercial Activities Critical
 - Weddings



- Commercial Activities Critical
 - Concerts
 - Promotional
 - Passport Weekend



Viticulture Galleria



- 7,000 Square Feet
- New Facility
- Replaces Tent
 - Current Pad
 - Low Impact
- Working With Planning Department
- Good Neighbor Policy