



Olympic Cellars Winery

PORT ANGELES, WASHINGTON



WASHINGTON'S "Working Girl" BOUTIQUE WINERY

Date Founded:	1979
Location:	Port Angeles, Washington Housed in an historic barn built in 1890
Key Individuals:	Kathy Charlton, Owner Benoit Murat, Winemaker
History:	<p>Neuharth Winery was founded by Gene Neuharth in 1979, one of the first 15 wineries in Washington State and the first to locate on the Olympic Peninsula. The winery's reputation was established with Gene's highly acclaimed Dungeness wines and bolstered by more than 80 awards won at state and national wine competitions.</p> <p>Upon Neuharth's death in 1993, the winery was sold to assistant winemaker Dan Caudill, and renamed <i>Olympic Cellars</i> in 1992. Ralph & Kathy Charlton purchased Olympic Cellars from Caudill in 1999, and the winery became officially woman-owned and operated 2002.</p>
Annual Case Production:	14,000
	10,500 cases of the Working Girl series are produced off-site for distribution in Washington and selected states across the country; 3,500 cases of Olympic Cellars' three signature brands are produced at the winery's Port Angeles home.
Wine Profile:	All of Olympic Cellars' wines highlight the fruit that reflects Washington State terroir. Off dry & semi-sweet whites are crisp, with well-balanced acidity. Dry whites are barrel fermented, again with a focus on the fruit, enhanced by oak. Reds are rich and full-bodied, with strong fruit tannins, aged in oak for a smooth, long finish.
Vineyard Sources:	Sagemoor, Paul Champoux and Coventry Vale
Appellations:	Columbia Valley, Yakima Valley
Varietals Produced:	Cabernet Sauvignon, Cabernet Franc, Lemberger, Merlot, Syrah, Chardonnay and Riesling

Signature Brands:

La Dolce Vida™ premium wines (Chardonnay, Merlot, Cabernet Franc, Cabernet Sauvignon and Syrah) are handcrafted in small quantities. Only 150-200 cases of each varietal are produced per year.

Working Girl® wines (Working Girl White, Go Girl Red, and Rosé the Riveter) are aged and blended to be distinct and affordable. Created by women, these wines *support women* through Olympic Cellars' philanthropic giving programs and initiatives. A fourth wine in the Working Girl series, *Handyman Red*, was released in 2005. This full-bodied wine is dedicated to "all the men in our lives who have worked at the winery and bailed us out of many a mechanical difficulty." – Kathy Charlton

The Dungeness brand was first made in 1980 and is part of the winery's heritage. Dungeness White, a semi-sweet Riesling, and Dungeness Red, Lemberger, are multi-decade award-winning wines.

Charity of Choice:

Proceeds from the sale of Working Girl wines and other branded products support Olympic Cellars' Charity of Choice, the Gynocare Program at the Family Planning Clinic of Clallam County. This program provides financial assistance to low-income women for gynecological diagnostic and clinical services not covered by state and federal funding. No administrative costs are taken from donations to Gynocare; 100% of all contributions provide direct services to medically uninsured women.

2X Success™

The 2X Success™ Program evolved from Olympic Cellars' support for the Gynocare Program. 2X Success was created to pair a non-profit organization's need for funding with the winery's need for dedicated volunteer staffing during harvest, bottling and special events, and to allow each organization to share in the other's success. For each volunteer hour provided, the non-profit organization can purchase one bottle of Olympic Cellars wine at "cost." The 501(c)(3) non-profit organization can then sell or auction this wine at a fundraising event.

The Washington State Liquor Control Board (WSLCB) worked with Olympic Cellars throughout the design of the program to ensure that it met all legal requirements.

2X Success is intended to become a success model for all non-profits, especially in the current economic environment where grant recipients are required to demonstrate in-kind funding. The program was Beta tested in the fall of 2004 with *Operation Uplift*, a non-profit organization that supports women during and after cancer treatment. The majority of Operation Uplift's financial support comes from the Komen Foundation, which requires grantees to demonstrate additional in-kind funding sources.

Olympic Cellars' 2006 2X Success partners include Operation Uplift, Healthy Families of Clallam County and the Soroptomists.