

WINE PALATE LLC - PRICE MATRIX - PROFESSIONAL AND PRIVATE EVENT CONSULTING (March 21, 2010)

Service	Base Fee	Estimated Prep Hours	Hours at Event	Estimated Cost of Materials	Travel Costs	Additional Estimated Costs	Your Estimated Hours	Total Estimated Cost	Includes
Customized 1 hour speaking engagement	\$150 + \$75 per 15 minutes	4-12 hours	2 hours (incl 1 hour set up)	\$0 anticipated	\$0 if <50 mi from 20195; see policies	cost of wines if you include a tasting	1-2 hours of coordination	\$225-450 + cost of wine if tasting is included	Your choice of any topic for a wine talk, not on our current topic list
Choose wines to serve at event (no food pairing)	\$150	3 hours	0 hours	\$0 anticipated	\$0	cost of the wines	1-2 hours of coordination	\$150 + cost of wine	Customized wine selection to complement your theme, determine kinds of wine your specific guests likely enjoy, and consult on glassware
Choose wines to serve at event (with food pairing)	\$200	4-5 hours	0 hours	\$0 anticipated	\$0	cost of the wines	1-2 hours of coordination	\$200 + cost of wine	Customized wine selection to complement your theme, determine kinds of wine your specific guests likely enjoy, consult on glassware, and choose wines to complement food selection
Create a wine bar / wine reception	\$200	5-6 hours	0 hours	\$50	\$0	cost of the wines	1-2 hours of coordination	\$250 + cost of wine	Customized wine selection to serve as the theme, determine kinds of wine your specific guests likely enjoy, and consult on glassware, build a presentation for the wines
Attend event to oversee service, train service staff to serve wines, etc.	\$50/hour, 4 hour minimum	1-2 hours	2 hours before event plus # hours agreed upon to attend event	\$0 anticipated	\$0 if <50 mi from 20195; see policies	likely venue charge for 1 hr of staff's time	<30 minutes by phone	\$200+	Ensure service is flawless for your event including briefing staff on service and wines and overseeing their execution of wine service
Complete handling of glassware rental	cost of rental + 15% fee	n/a	n/a	\$0	included	\$0 anticipated	<30 minutes by phone	cost of rental + 15%	Order, pick up/receive delivery, and return glassware

WINE PALATE LLC - PRICE MATRIX - PRIVATE WINE TASTING (March 21, 2010)

Service	Base Fee	Estimated Prep Hours	Hours at Event	Estimated Cost of Materials	Travel Costs	Additional Estimated Costs	Your Estimated Hours	Total Estimated Cost	Includes
Customized Theme Tasting (2 hours)	\$250	4-6 hours	3 hours (incl 1 hr set up)	\$0 anticipated	\$0 if <50 mi from 20195; see policies	cost of the wines	1 hour of coordination, 1 hour to pick up wines	\$250 + cost of wine	Assistance with choosing theme, developing/planning event details, place wine order with wine retailer of your choice, conduct presentation, facilitate tasting, assist pouring wines, suggestions for glassware rental
Private Class (2.5 hours)	\$300	8-12 hours	3.5 hours (incl 1 hr set up)	\$15/person	\$0 if <50 mi from 20195; see policies	cost of the wines	1 hour of coordination, 1 hour to pick up wines	\$300 + \$15/person + cost of wine	One of our Essential Wine Experience classes for a private group at your location, materials include all equipment for class and an aroma wheel for each participant

WINE PALATE LLC - PRICE MATRIX - GLOSSARY AND POLICIES (March 21, 2010)

GLOSSARY

Base Fee	-The cost of a service as one fee, rather than an hourly rate.
Rate	-The cost of a service based on an hourly rate. The total hours required will be presented in a contract and agreed upon.
Estimated Prep Hours	-The estimated number of hours it takes to provide the service. Provided as a reference.
Hours at Event	-The hours we will spend at your event, providing the service
Estimated Cost of Materials	-Some services may require materials or equipment, in addition to our time. The cost for all materials will be outlined in the contract.
Travel Costs	-We charge an additional fee when traveling outside of our local area to provide a service.
Additional Estimated Costs	-We do not provide wine as part of our service, so all wine will be an additional cost to you. There also may be additional labor fees billed by a venue for time spent training their staff.
Your Estimated Hours	-The estimated number of hours you will spend coordinating an event or providing us information about your needs, so we can provide our consulting services.
Includes	-A brief description of what a service includes. The contract will include a more in- depth description of our services.

POLICIES

The above price list is not intended to be comprehensive. Rather, it is meant to provide a basis of estimation for your planning purposes. Total costs may be less or more, depending on your needs. An official price quote for our services will be provided during consultation, after you provide a detailed description of your needs and expectations. A detailed contract will be provided for all services. A 50% down payment is due no later than 5 business days after both parties sign the contract (Paypal, cash, or check are acceptable forms of payment). The downpayment is 100% refundable for up to 42 calendar days prior to the event/service. Half of the downpayment is refundable between 21 and 42 calendar days prior to the event/service. The downpayment is non-refundable within 21 calendar days of the event/service. The remaining 50% (balance) of the cost of the services is due no later than 5 business days prior to the event, and the balance is non-refundable.

Wine Palate is not licensed to purchase/transport wine. However, we will arrange the order directly with the wine retailer of your choice, so all you have to do is pick up and pay for it.

Travel between 51 and 200 miles from zip code 20195, add \$1/mile to total over 50 (example: additional cost if you live 60 miles from 20195 is \$10); For events over 200 miles from 20195, the cost is negotiable.