



Tasting Consultant Description

Established in 2015 and located in historic Manassas, VA, KO Distilling is a craft distillery that makes and sells distilled spirits, specifically:

- Battle Standard 142 Gin (Navy Strength)
- Battle Standard 142 Gin (Standard Strength)
- Battle Standard 142 Gin (Barrel Finished)
- Virginia Moon White Whiskey
- Bare Knuckle Straight Bourbon Whiskey
- Bare Knuckle American Wheat Whiskey
- Bare Knuckle American Rye Whiskey

KO needs Tasting Consultants who are independent contractors (i.e., they would not be employees of KO Distilling; rather, they would provide contracted services to the company and receive a year-end 1099 statement from the company for tax purposes). KO's biggest need is for tasting consultants in the Northern Virginia (NoVA) area. KO also has tasting consultants in the Tidewater, Richmond, and Southwest areas of Virginia, as well as in DC, MD and DE. As the company expands into other markets, especially along the Atlantic coast, KO will need tasting consultants in those states. The following are the types of services a Tasting Consultant would perform:

- **VA ABC Store Tastings** – in an effort to educate Virginia consumers about KO and its spirits, KO Distilling signs up for 25-35 ABC Store tastings in Virginia each month. The following pertains:
 - Each ABC Store tasting is exactly 2 hours long.
 - Scheduled tastings are typically 6-8 pm on a Friday or Saturday evening, but sometimes (a) on other weekdays, and/or (b) from 3-5 pm on any day.
 - KO will pay a Tasting Consultant a fixed price of **\$80.00** for the ABC Store tasting event to include the 2 hours to conduct the event and time for setup and takedown.
 - KO will reimburse each Tasting Consultant for roundtrip mileage at \$0.545/mile and for approved expenses (e.g., tasting bottle purchases, tasting cup purchases, etc.).
 - During the ABC Store tasting event, the Tasting Consultant will provide tastings of KO spirits sold at the store to consumers. The Tasting Consultant will also set up KO spirit bottles for sale so that consumers can easily take a bottle to the Store counter for purchase.
 - KO offers a quarterly ABC Store incentive program for Tasting Consultants & employees. Incentive awards are for most ABC Store tastings conducted and for most bottles sold per ABC Store tasting event (3 tastings minimum). Top 3 finishers for each award receive \$150.00, \$100.00, and \$50.00.
 - KO will provide training and gear to Consultants, or will reimburse Consultants for approved gear.
- **Hourly Support for Festivals and other Special Events** – KO may from time-to-time have a need for Tasting Consultants to support spirits festivals, tasting events at restaurants, tasting events at private liquor stores in DC/MD/DE, tastings at U.S. Government stores (e.g., Navy Exchange, Coast Guard Exchange, Marine Corps Exchange, Army & Air Force Exchange), special events at KO Distilling, or any other type of special events. The following pertains:
 - Each event will have its own schedule. Typically festivals are 4-8 hours each day. Tastings events at restaurants, private liquor stores, and U.S. Government stores typically range from 2-4 hours.
 - KO will pay a Tasting Consultant **\$25.00/hr** when he/she supports a festival or special event.
 - KO will reimburse each Tasting Consultant for roundtrip mileage at \$0.545/mile and for approved expenses (e.g., tasting bottle purchases, tasting cup purchases, etc.).
- **Other Types of Support** – KO and a Tasting Consultant may mutually agree to have the consultant do a special project for KO Distilling. That work could be done on a TBD fixed price or hourly basis.

Any person interested in becoming a Tasting Consultant to KO Distilling should contact the company at info@kodistilling.com and attach a resume to that email. In the Subject line of the email, that person should start the line with "Tasting Consultant Inquiry -", then add his/her name.