

Dear Co-Chairs Holvey,

As a business owner, I am writing today to share the impacts the current COVID-19 health crisis is having on my business, my employees and my family.

These are hard times for all of us. I encourage you to support our business community as we deal with the astonishing economic disruption that has accompanied this health crisis.

As we have effectively shut off all of our revenue sources, we have had to lay off our tasting room staff, wholesale sales manager and move our winemaker to part-time to nurture our wines as we have millions of dollars at risk. Our sources of income that have ceased generating revenue include: closure of our tasting rooms, OR & WA; wholesale primarily to on-premise accounts in OR & WA while we tried to adapt toward off-premise with nearly 100% of retail (grocers) have stating they are not taking any new orders and will only work with the big distributors vs direct with wineries; and lastly, our distributor partners around the world have placed all PO's 'on hold' as their customers have also ceased ordering as they are shut down. We have been in business since 1998 and weathered multiple downturns. This is not only frightening from a health standpoint, but more poingently from the total shut down of revenue. We are trying to do our best with a virtual release of one wine and directing our mailing list and wine club members to purchase online and stop by for curbside delivery or next day shipping. This appears it will not be over within the originally forecast 3-4 weeks and my staff is anxious as I can't give them any work nor afford to pay them.

Sincerely,

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