



2021 Tasting Consultant Description

Established in 2015 and located in historic Manassas, VA, KO Distilling is a craft distillery that makes and sells distilled spirits, including Bare Knuckle Whiskeys, KO Distiller's Reserve Bottled-in-Bond Whiskeys, and Battle Standard 142 Gins. For more information visit www.kodistilling.com and to view product videos search "KO Distilling" on YouTube.

KO Distilling 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 Virginia, 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 Distilling and its spirits, KO signs up for a number of 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 the current GSA "POV Milage Rate" (e.g., \$0.56/mile in 2021) 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 may choose to offer a quarterly ABC Store incentive program for Tasting Consultants & employees as well. Incentive awards are for most ABC Store tastings conducted and for most bottles sold per ABC Store tasting.
- **Hourly Support for Festivals, Special Events and Tastings at locations other than VA ABC Stores** – KO Distilling 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 o/a 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 the current GSA "POV Milage Rate" (e.g., \$0.56/mile in 2021) and for approved expenses (e.g., tasting bottle purchases, tasting cup purchases, etc.).
- **Other Types of Support** – KO Distilling 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.

Tasting Consultants will need to review, complete, sign and date (a) a one-time mutual Non-Disclosure Agreement (NDA) with KO, (b) annual Consulting Agreements with KO that specify terms for that year, and (c) a W-9, which KO will use to send the Consultant a 1099 tax form soon after the end of a calendar year. Immediately after an agreement with a Tasting Consultant has ended (for whatever reason), the Consultant must return all KO-provided gear and tasting bottles to KO.

Any person interested in becoming a Tasting Consultant should contact the company at info@kodistilling.com, attach a resume to that email, and include "Tasting Consultant Inquiry" in the "Subject" line.