



Earn MCLE Credit  
Wine Tasting Reception Included in Your Tuition!

2nd Annual Seminar!

# Winemaking for Lawyers

An Informative Seminar for the Busy Professional

April 21, 2006  
Westin Hotel • Seattle

April 24, 2006  
Benson Hotel • Portland

**"Paul was just outstanding—his knowledge and presentation were just fantastic. A wonderful and valuable experience."**

David Harris, Esq.  
San Francisco, CA

**"Appreciated comments on implementing winemaking into your life and keeping your day job."**

Bridget Bailey, Vintner, Dry Hollow Vineyards, The Dalles, OR

**"Paul is a dynamic and interesting speaker."**

Steven Hammond, Esq.  
San Francisco, CA

**"Great seminar—never have I seen so many attorneys present after 5:00!"**

David Gittens, Esq., Clarkson, WA

**"Very unique presentation; focused, but allows for a novice and a producer to gather information."**

Robert Bunje, Manager, Independent Exchange Services, Inc., San Francisco, CA

Dear Colleague,

Do you like drinking wine? Have you ever thought about making wine? Opening your own winery? Planting a vineyard? Do you think it's impossible to start a winery or vineyard while pursuing your legal career? Let me show you how.

I am the owner/winemaker of Wilridge Winery, an award-winning winery located in Seattle, Washington. What's more, I am a shareholder at Heller Ehrman, one of the 50 largest law firms in the United States. I started Wilridge Winery over 15 years ago while I was a young associate. I built the winery from the ground up, produced wines rated over 90 points and made a profit, all while also practicing law and making partner at Heller Ehrman. And I have had lots of fun doing it.

Please join me and my friend **Corbin Houchins** for a one-day Seminar on everything a lawyer needs to know about wine, winemaking, growing grapes, starting a winery, and selling wine while also maintaining a successful legal career. You will leave the Seminar with the knowledge needed to make wine this year and even start your own bonded winery. I will tell you the secrets of the wine business and we will taste some great wine, too.

I look forward to spending the day with you.

Sincerely,

Paul Beveridge, Esq.

Owner/Winemaker—Wilridge Winery  
Co-Founder—Wines of Washington Tasting Room  
Shareholder—Heller Ehrman, LLP, Seattle



Paul Beveridge, Esq.



Visit our website at [cle.com](http://www.cle.com) for a complete listing of MCLE requirements in all states. You will also find a schedule of our upcoming conferences and a listing of available homestudy courses.

Register Online at [www.cle.com](http://www.cle.com) or Call (800) 873-7130  
Seminar Schedule and Speaker Biographies Inside



**Morning Session** **Afternoon Session**

8:30 Registration and Continental Breakfast

9:00 **Introduction to Winemaking**  
 How to Make Great Wine and Keep Your Day Job; the Home Vineyard; the Home Winery; the Art, the Science, the Law  
**Paul Beveridge, Esq.**  
*Heller Ehrman, Seattle*

11:00 Morning Break

11:15 **Going Commercial: How to Start Your Own Bonded Winery**  
 The Permit Application Process; State and Federal Regulations—Negotiating the Maze; Federal and State Label Approvals; the Economics  
**Paul Beveridge, Esq.**

12:15 Lunch Break



1:30 **You Can't Escape the Law: Hot Issues in the Wine Industry**  
*Granholm and Costco Challenge the Mandated Three-Tier System; Tied-House Laws; Internet Sales; Special Interest Legislation; Recurring Antitrust and Trademark Themes*  
**R. Corbin Houchins, Esq.**  
*Graham & Dunn, Seattle*

2:30 **If You Don't Drink It All: Selling Your Wine**  
 Retail Sales; Tasting Rooms; Web Design; Multi-State Licensing; Negotiating Distribution Agreements; Records and Reports; Taxation; Accounting Issues  
**R. Corbin Houchins, Esq.**

3:15 Afternoon Break

3:30 **Ethics and Alcohol**  
 Substance Abuse Prevention; Latest Information on Wine, Your Health and the Law  
**Paul Beveridge, Esq.**

4:30 **Wine Tasting Quality: The Subjective and the Objective**  
 Wine Tasting; Organoleptic Analysis; Federal and State Requirements; Can Quality Be Legislated?

5:30 Evaluations and Adjourn

**Here's what people are saying about Wilridge Wines —**

“One of Washington's hottest wineries.”  
 – Wine Spectator Magazine

“Highest Rated Washington Red Wine”  
 – Wine Enthusiast Magazine

“One of the best Washington producers of Cabernet Sauvignon”  
 – Karen MacNeil, The Wine Bible

“Wilridge's secret is the quality of their raw materials.”  
 – Wine Spectator Magazine

**Save These Dates!**

Golf & Resort Development March 30-31, Naples	Negotiating Leases April 24-25, San Francisco	Law of the Colorado River SuperConference May 11-12, Tucson
Recreation & Adventure Program Law & Liability April 3-4, Denver	Eminent Domain May 11-12, Las Vegas	Texas Coastal Law May 18-19, Galveston

For more information about these and other programs, visit our website at [www.cle.com](http://www.cle.com).

Winemaking for Lawyers  
Friday, April 21, 2006, Seattle  
Monday, April 24, 2006, Portland

# meet your **instructors**

**Paul Beveridge** started Wilridge Winery in 1988. His winery is best known for producing award-winning single vineyard wines from grapes grown at premier locations in Washington State. Current production is limited to Cabernet Sauvignon, Merlot, Syrah, Nebbiolo, Semillon, Pinot Grigio and Viognier. His wines have received multiple medals and high ratings from wine publications.

In 2002, Paul conceived and co-founded the Wines of Washington Tasting Room in Seattle's famous Pike Place Market. His Tasting Room was the first cooperative wine tasting cellar in Washington State. It features over seventy wines from seven boutique wineries, including Wilridge. He is also a board member of the Washington Wine Institute, the Washington State wine industry trade association.

Paul is a shareholder at Heller Ehrman LLP, where he practices a wide variety of regulatory law, including representation of winery and brewery clients in matters of business start up, regulatory compliance, labeling, legislation, trademark and litigation. Paul is a member of Heller Ehrman's "Wine Team," which represents large and small wineries in the United States. Heller Ehrman wrote the successful brief for WineAmerica and the Coalition for Free Trade in the recent Supreme Court case, *Granholm v. Heald*.

**Corbin Houchins** is senior beverage counsel at Graham & Dunn, and is an oft-quoted analyst of the *Granholm* and *Costco* cases. His practice emphasizes the production, distribution, and sale of licensed beverages and protection of licensed beverage trademarks. Before entering private practice, Mr. Houchins held corporate counsel positions at E & J Gallo Winery and Olympia Brewing Company, with responsibility for legal aspects of distributor relations. He is the author of numerous articles on licensed beverage law, antitrust, intellectual property and distribution law, and is a frequent presenter at CLE programs on licensed beverage distribution.

# seminar **information**

## Continuing Education Credit (MCLE)

Washington: This has been approved for 2.5 MCLE credits by the Washington State Board of Continuing Legal Education.

Oregon: This has been approved for 3.75 MCLE credits with the Oregon State Bar.

**CLE INTERNATIONAL** is an approved sponsor in all jurisdictions with mandatory continuing legal education requirements.

For accreditation in other jurisdictions or disciplines, please contact Jill Shannon at (800) 873-7130 or [jill@cle.com](mailto:jill@cle.com).

## Registration

Advance registration is recommended, and you are encouraged to mail in your registration early. Or simply call in your registration or homestudy order to (800) 873-7130, fax the registration form to (303) 321-6320, email your registration to [registrar@cle.com](mailto:registrar@cle.com) or register online at [www.cle.com](http://www.cle.com). Full payment is due at time of registration. Walk-in registrations will be subject to space availability. Please call **CLE INTERNATIONAL** at (800) 873-7130 if you require any special accommodations.

## Reserve Your Room Early

**Seattle:** The Westin Hotel, 1900 5th Avenue, Seattle, WA 98101.

**Portland:** The Benson Hotel, 309 Southwest Broadway, Portland, OR 97205.

To secure your space and get the best rate, please contact Community World Travel at (888) 724-0500 or visit [www.communityworldtravel.com](http://www.communityworldtravel.com).

## Tuition

The tuition fee of \$395 per person (\$345 for 501(c)(3) organizations, full-time judges, law students and paralegals) includes attendance at all sessions, course materials, continental breakfast, coffee breaks and wine tasting.

## Save When Two or More Register

Save \$100 or more with our multiple registrant discount! For two or more registering from the same firm, tuition is only \$345 per person (\$295 for 501(c)(3) organizations, full-time judges, law students and paralegals).

## Sponsorship Information

Sponsorship and exhibition opportunities are still available. For more information, please contact Sarah Mallon, Marketing Coordinator, at (800) 873-7130, or [sarah@cle.com](mailto:sarah@cle.com).

## Course Materials

Each registrant will receive a set of materials prepared by Paul Beveridge and Corbin Houchins especially for this Seminar, which will serve as a valuable future reference.

## Homestudy Package

**CLE INTERNATIONAL** also offers a complete audio transcript of the Seminar (including all course materials) for \$395 plus \$10 shipping and handling. This package may qualify for homestudy credit.

## Cancellation

Full tuition refunds (less a \$50 administrative charge) will be given only if notice of cancellation is received by 5:00 p.m. MST seven days preceding the Seminar. Substitutions may be made at any time.

## About CLE INTERNATIONAL

**CLE INTERNATIONAL**, a leading provider of continuing education, has been presenting high-quality professional education programs nationwide since 1983.

**CLE International Managing Program Attorney: Heidi A. Ray, [heidi@cle.com](mailto:heidi@cle.com).**

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Denver, CO 80206

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(800) 873-7130

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# Winemaking for Lawyers

The Art, the Science, the Economics and the Law

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**YES!** Please register the following:

Seattle  Portland

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip+4: \_\_\_\_\_

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Check here if you do not want email notification of future programs.

**I cannot attend. Please send me:**

- Course Materials Only
- Audio Homestudy Course (Audio Transcripts and Materials)
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Save when two or more register!

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