Port of Walla Walla
Walla Walla Regional Airport
Wine Incubator Program

History

- Phase 1: (3) 1,600 sq.ft. incubators built in 2006 for $1,207,723. Funding sources: Washington State Grant of $985,000 and Port at $222,723.
- Phase 2: (2) 1,600 sq.ft. incubators built in 2008 for $755,000. Funding sources: Washington State Grant of $492,500 and Port at $262,500.

Guiding Principles

- Provide reasonably priced production space for startup wineries to improve chances for business success.
- Utilize existing resources in the Walla Walla Institute for Enology & Viticulture, Walla Walla Area Small Business Center, Walla Walla Wine Alliance, and existing wineries and vineyard owners as a resource base to help support and nurture start up wineries.
- Encourage graduation from the incubator program by establishing incremental rent increases over a six year period and by limiting the size of the building.
- Success is to be measured by the number of startup wineries that graduate from the incubator program and establish wineries in the private sector.
- The incubator buildings will be shell buildings, with a HVAC system and outside crush pad. The tenant will be required to supply all wine processing equipment and machinery, including but not limited to tanks, pumps, and barrels, etc.

Eligibility Requirements

A person eligible to be considered for acceptance as a Winery Incubator Client should:

- Be a new, first time, start up winery.
- Be in a position to enter into an incubator lease agreement.

- Obtain all winery related bonds within the first year of the lease. Failure to obtain bonding will result in the cancellation of the lease agreement.
- Agree to and have the ability to pay monthly rental fees.
- Agree to a six year rental schedule, with the understanding that early graduation from the incubator program is desirable. The lease will not be extended beyond six years.
- Demonstrate the ability to finance winery operations.
- Have the potential for rapid company growth and creation of new, high paying jobs.
- Demonstrate an interest in starting a winery by having worked in the wine industry or have graduated or enrolled in an accredited Enology & Viticulture program.

Selection Criteria

Applicants shall be considered on the following for selection:

- Meets eligibility requirements.
- When there are multiple applications, priority for first application received from eligible applicant.
- When there are multiple applications, priority for "winery" applicant.

Rate Schedule for 2026 Entrants

Lease Term	Monthly Base Rent	State Leasehold Tax (12.84%)	Total Monthly	
Year 1: January 1, 2026 - December 31, 2027	$1,138.00	$146.12	$1,284.12	*
Year 2: January 1, 2027 - December 31, 2028	$1,372.00	$176.16	$1,548.16	*
Year 3: January 1, 2028 - December 31, 2029	$1,601.00	$205.57	$1,806.57	*
Year 4: January 1, 2029 - December 31, 2030	$1,828.00	$234.72	$2,062.72	*
Year 5: January 1, 2030 - December 31, 2031	$2,057.00	$264.12	$2,321.12	*
Year 6: January 1, 2031 - December 31 , 2032	$2,286.00	$293.52	$2,579.52	*

*PLUS, Base Monthly Water & Sewer Fees & Consumption Fees

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Wine Incubator Application

Please answer the following questions to the best of your ability. Leave blank any sections for which the question does not apply to your company. Use additional sheets if necessary.

1. General Information

Name of Business _____

Principal Officer(s) and Title(s)

_____

_____

_____

Business Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

Other phone numbers/email addresses

_____

_____

Date Business Established _____

Business Form (Corporation, LLC, etc.) _____

2. Company's Key Management

Submit Resumes for each principal.

Name _____ Position _____

Experience _____

Name _____ Position _____

Experience _____

Name _____ Position _____

Experience _____

Name _____ Position _____

Experience _____

3. **Education and Skills of Key Management**
   Please list below all your academic degrees (starting with the latest one), training programs and skills.

Degree/Program	Major/Skill	University/Location	Date Taken	Status
				☐ Completed ☐ In Progress
				☐ Completed ☐ In Progress
				☐ Completed ☐ In Progress
				☐ Completed ☐ In Progress

4. **Please briefly describe your business below.**

_____

_____

_____

_____

5. **Outline your company's strategy for success.** **(For example, what varietals of wines will you produce? How will your wines be distributed?)**

_____

_____

_____

_____

6. **Describe the stage of your product development.** **(For example, have you secured a grape supply? When will you produce your first vintage? How many cases of wine do you plan to produce? Will case production increase over time?)**

_____

_____

_____

_____

7. **Identify sources of working capital.**

_____

_____

_____

_____

8. Describe why you think participating in the Program would benefit your company.

_____

_____

_____

_____

9. Do you anticipate staying in the Program for the full six years?

_____

_____

_____

_____

10. Estimate your part/full time employees.

Currently	Part	Full.....
At time of occupancy	Part	Full.....
One year from occupancy	Part	Full.....
At time of leaving Program	Part	Full.....

11. List the individuals who serve on your company's Board of Directors, or as advisors, including their experience in your industry.

Name_____ Position_____

Experience_____

Name_____ Position_____

Experience_____

Name_____ Position_____

Experience_____

Name_____ Position_____

Experience_____

Please return to:
Port of Walla Walla
Walla Walla Regional Airport
45 Terminal Loop Road, Suite 210
Walla Walla, WA 99362

Ph 509.525.3100
Fax 509.525.3101

Print Name _____

Signature _____

Title _____

Date _____