

WINE INDUSTRY OVERVIEW

California wine contributes quality jobs and significant tax and tourism dollars to national, state and local economies. Vintners and growers in California enhance the beauty and vitality of their communities through sustainable winegrowing practices, contributions to charitable and civic organizations and by maintaining healthy land and businesses for future generations.

Franciscan friars first introduced wine grapes to Monterey County near the Soledad Mission more than 200 years ago. While more than 40 wine grape varieties can be found today in Monterey, more Chardonnay is grown here than in any other county in the U.S. The region has nine American Viticulture Areas (AVA) and is also part of the larger Central Coast AVA.

Wine Jobs

Wineries vary in size from small, family-run businesses to large corporations. Winery jobs focus on *all* aspects of the wine industry from production to marketing. If you work for a winery, your focus will be on a single brand (or group of brands).

Who is this job for? Winery jobs are ideal for people looking for long term stable employment and community.

Source Wine Folly Magazine 2016



Winemaking Team: A job for the few people out there who enjoy both mental and physical activity. Winery jobs are full time and the hours can be somewhat insane during harvest season. It's all worth it though, when everything goes right.

- ❖ Winemaking Director \$150k
- ❖ Winemaker \$90k–\$125k
- ❖ Assistant Winemaker \$55k–\$80k
- ❖ Lab Manager \$65k–\$85k
- ❖ Enologist \$55k
- ❖ Cellar Master \$60k–\$80k
- ❖ Cellar Worker \$35k–\$40k

Sales and Operations: There are a variety of different jobs besides making wine and the most important ones for growth are sales and marketing.

- ❖ Operations Director \$60k–\$110k
- ❖ VP of Sales \$200k
- ❖ Sales Manager \$50k–\$115k
- ❖ PR Manager – \$110k
- ❖ Tasting Room/Wine Club Manager \$40k–\$56k

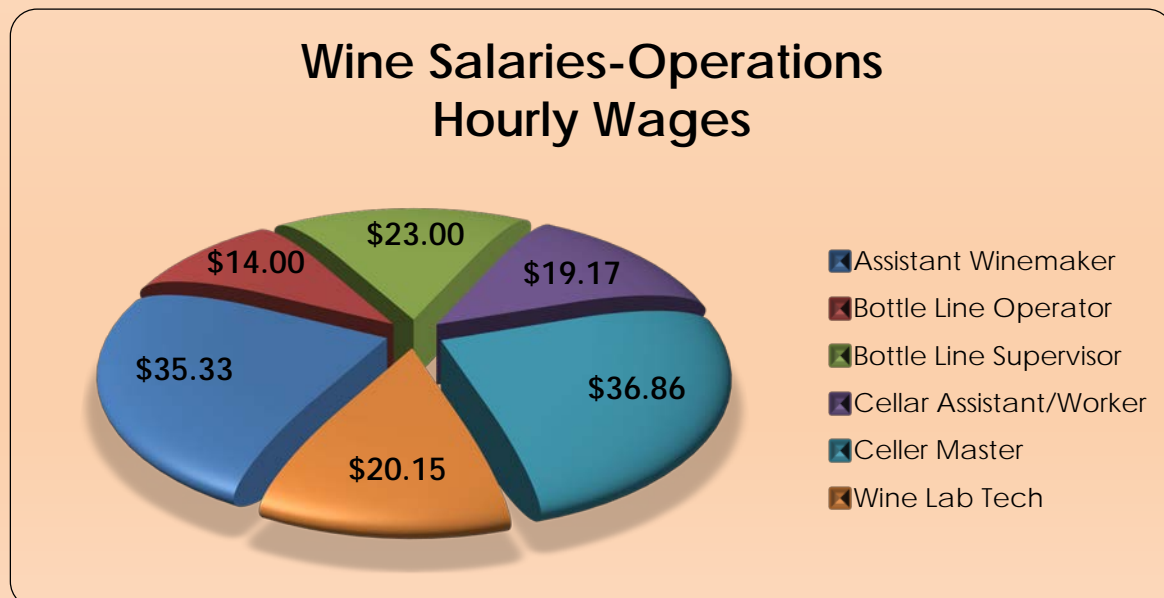
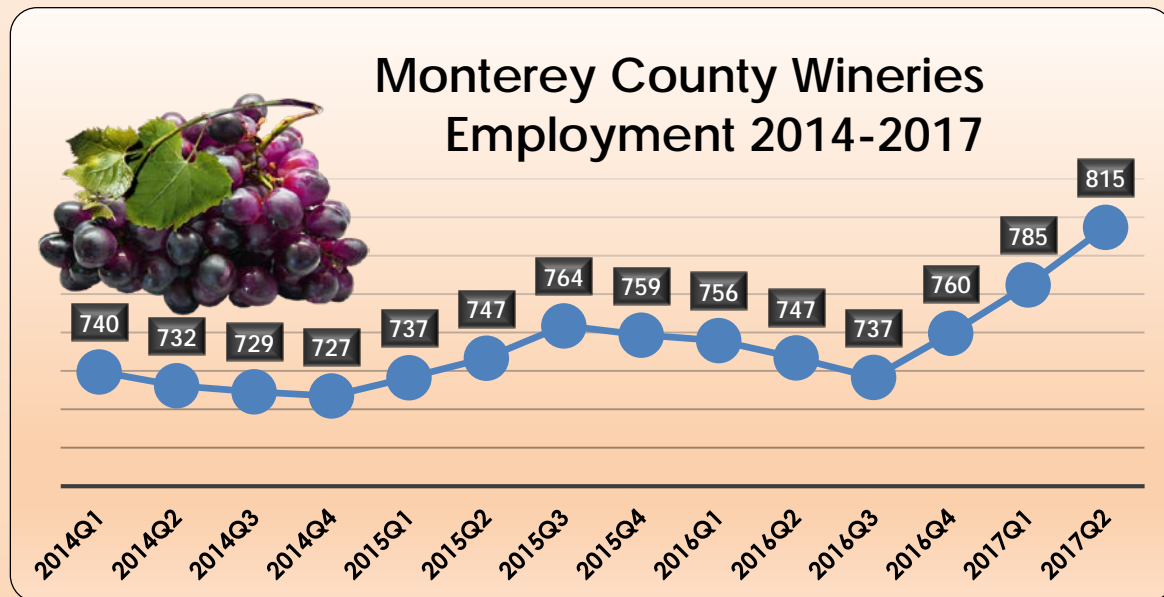
Source Wine Folly Magazine 2016

MONTEREY COUNTY LABOR MARKET SNAPSHOT

September 2017

Wine Industry in Monterey County

Total economic impact from the 2016 wine grape crop is over **\$750 million**. Approximately 45-50% of Monterey County wine grapes are procured by out-of-county brands. The **economic value** of the grapes sold to other wineries in 2016 was over **\$376 million**. (Monterey County 2016 Crop Report)

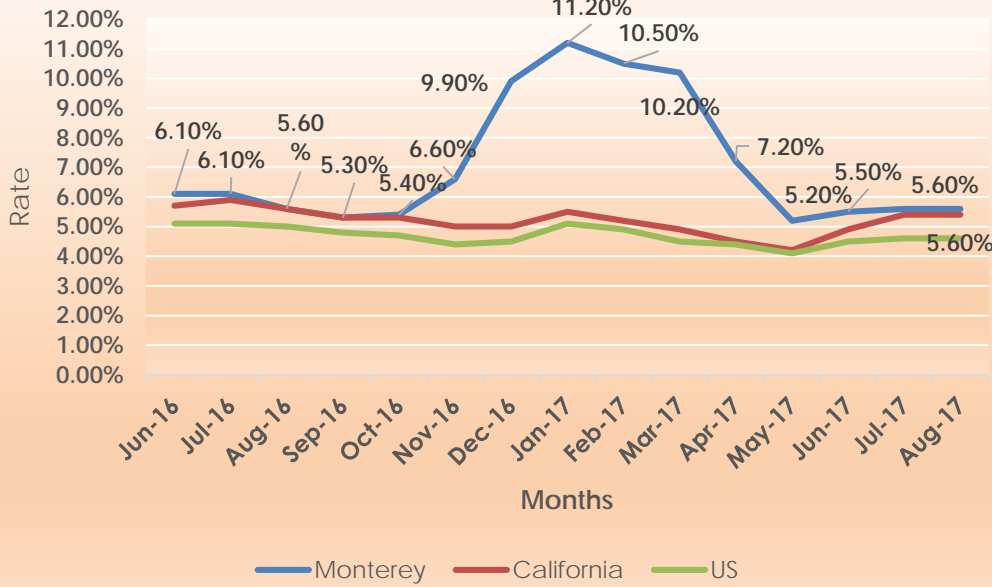


MONTEREY COUNTY LABOR MARKET SNAPSHOT

September 2017

Employment Summary*

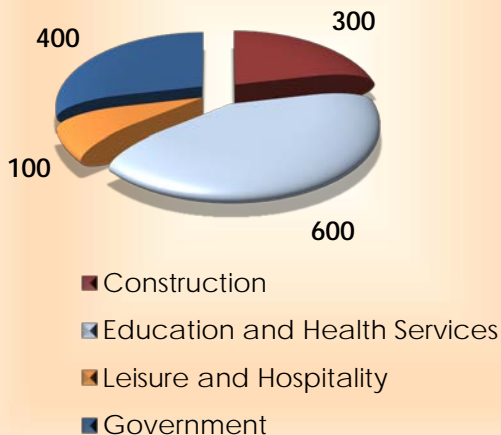
Monterey County Unemployment Rate



The unemployment rate in the Monterey County was 5.6% with 12,500 unemployed in August 2017, unchanged from a revised 5.6% in July 2017, and above the year-ago estimate of 5.5%. This compares with an unadjusted unemployment rate of 5.4% for California and 4.5% for the nation during the same period.

Employment Gains and Job Ads

Job Gains August 2016-August 2017



Occupations	Job Ads
Social/Human Service Assist	77
Maintenance/Repair Workers	77
Waiters and Waitresses	77
First-Line Sups/Office /Admin	86
Maids and Housekeeping Cleaners	91
First-Line Supervisors/Retail Sales	107
Heavy/TractorTrailer/Drivers	111
Retail Salespersons	133
First-Line Sups/Food Preparation	160
Registered Nurses	201
CA. EDD Help Wanted August 2017	

*Data Released on September 17, 2017 August 2017/MCWDB Special Projects 2017
Source: EDD Labor Market Information Division, Jobs Eq. August 2017

MONTEREY COUNTY LABOR MARKET SNAPSHOT

September 2017

800-895-9463

WINE BUSINESS.com Classifieds

Central Coast Regional Edition

September 18, 2017

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Winejobs.com

CELLAR, LAB AND PRODUCTION

General Technician - Barrel Room

DELICATO FAMILY VINEYARDS
KING CITY, CA
[CLICK REF TO VIEW ONLINE.....144712](#)

Vineyard Maintenance Supervisor

DELICATO FAMILY VINEYARDS
KING CITY, CA
[CLICK REF TO VIEW ONLINE.....144617](#)

Harvest Interns -- Monterey, Ca

SEABOLD CELLARS
MARINA, CA
[CLICK REF TO VIEW ONLINE.....143719](#)

Harvest Cellar - Trinchero Central Coast Winery

TRINCHERO FAMILY ESTATES
PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....144250](#)

Maintenance Mechanic, Paso Robles

TREASURY WINE ESTATES
PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....144091](#)

Lab Technician

SVP WINERY
SHANDON, CA
[CLICK REF TO VIEW ONLINE.....144021](#)

Mechanic I

CONSTELLATION BRANDS
TEMPLETON, CA
[CLICK REF TO VIEW ONLINE.....144508](#)

Production Assistant

ANDREMILY, INC.
VENTURA, CA
[CLICK REF TO VIEW ONLINE.....143951](#)

VINEYARDS

Vineyard Manager

SANTA BARBARA COUNTY, CA
[CLICK REF TO VIEW ONLINE.....144438](#)

SALES AND MARKETING

Sales Administrator

This position will be responsible for a wide range of administrative duties including, but not limited to, report creation, calendar management, correspondence, and meeting and event coordination.

SCHEID FAMILY WINES
GREENFIELD, CA
[CLICK REF TO VIEW ONLINE.....143944](#)

Wine Club and DTC Sales Assistant Manager

RIDEAU VINEYARD
SOLVANG, CA
[CLICK REF TO VIEW ONLINE.....144887](#)

FINANCE

Accounts Payable/Receivable Associate

PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....143718](#)

Budget Analyst II

CENTRAL COAST WINE SERVICES
SANTA MARIA, CA
[CLICK REF TO VIEW ONLINE.....141499](#)

Chief Financial Officer

SANTA YNEZ VALLEY, CA
[CLICK REF TO VIEW ONLINE.....142721](#)

DTC, TASTING ROOM AND RETAIL

Wine Club Coordinator

Alma Rosa Winery and Vineyards is looking for a key member to join our small but mighty hospitality team.

ALMA ROSA WINERY
BUELLITON, CA
[CLICK REF TO VIEW ONLINE.....143918](#)

Tasting Room Associate - Part Time

LOMPOC, CA
[CLICK REF TO VIEW ONLINE.....144715](#)

Part-Time Tasting Room Associate - Byron

JACKSON FAMILY WINES
LOS OLIVOS, CA
[CLICK REF TO VIEW ONLINE.....144099](#)

~hospitality and Retail Sales Manager~

Sextant Wines is seeking an energetic & efficient Hospitality and Retail Mgr to oversee both locations. This individual would be responsible for achieving sales goals & world class guest experience.

SEXTANT WINES
PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....143686](#)

Assistant Tasting Room Manager

This position will assist in providing a professional operation that ensures exceptional service to customers and reflects superior leadership while supervising and mentoring the sales staff.

OPOLO VINEYARDS
PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....144331](#)

Concierge

JUSTIN VINEYARD & WINERY
PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....141860](#)

Direct to Consumer & Signature Club Sales Manager

VINA ROBLES VINEYARDS & WINERY
PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....144612](#)

Hospitality & Sales Manager

Caliza Winery is searching for a full-time person to join their team to lead the tasting room, wine club, events and much more. Inquire to learn more.

CALIZA WINERY
PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....144112](#)

Tasting Room Hospitality Manager

DAOU VINEYARDS
PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....144348](#)

Tasting Room Manager - Justin Winery

JUSTIN VINEYARDS & WINERY
PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....144436](#)

Tasting Room/Wine Club Manager

LUSSO DELLA TERRA
PASO ROBLES, CA
[CLICK REF TO VIEW ONLINE.....143998](#)

Tasting Room Rep. 2

E. & J. GALLO WINERY
SAN LUIS OBISPO, CA
[CLICK REF TO VIEW ONLINE.....144582](#)

Winery Concierge

TOLOSA
SAN LUIS OBISPO, CA
[CLICK REF TO VIEW ONLINE.....143996](#)

P/T Temp Tasting Room Associate - Cambria Winery

JACKSON FAMILY WINES
SANTA MARIA, CA
[CLICK REF TO VIEW ONLINE.....144025](#)

Part Time Tasting Room Associate

KENNETH VOLK VINEYARDS
SANTA MARIA, CA
[CLICK REF TO VIEW ONLINE.....143766](#)

Associate, Visitor Center

CONSTELLATION BRANDS
TEMPLETON, CA
[CLICK REF TO VIEW ONLINE.....144530](#)

GENERAL ADMINISTRATION AND OTHER

Administrative Assistant

LUTUM WINES
LOMPOC, CA
[CLICK REF TO VIEW ONLINE.....143688](#)

Executive Director

SANTA BARBARA VINTNERS
SANTA BARBARA, CA
[CLICK REF TO VIEW ONLINE.....143859](#)