

LEONARD J. LAW

633 Lewis St, Walla Walla, WA 99362 ▪ leonard.j.law@gmail.com ▪ 509-992-7992

PROFILE

Highly positive person with more than 25 years of leadership experience, transitioning to a career in the viticulture and wine industry. Experienced in building and leading teams, developing business strategies, identifying organizational strengths and opportunities, communicating, supply chain management, and process improvement.

RELEVANT EXPERIENCE

ENOLOGY AND VITICULTURE STUDENT/INTERN

WALLA WALLA COMMUNITY COLLEGE, WALLA WALLA, WASHINGTON
STAN CLARKE, MYLES ANDERSON, CENTER, AND DRIVEWAY VINEYARDS

June 2016 to PRESENT

Enology –

- Developed plan and produced the College Cellars 2016 Estate Merlot, 2016 Golden Ridge Cabernet Sauvignon, 2016 Golden Ridge Merlot, and the 2017 Estate Semillon
- Conducted primary laboratory analysis for all assigned wines, including pH, TA, VA, Free and Total SO₂, heat and cold stabilization, malic acid chromatography, and % alcohol

Viticulture – Monitored and addressed all aspects of vineyard maintenance to include:

- Cold damage assessments, bud damage analysis
- Fungal, weed and mammal pest control
- Applied organic preparations in the vineyard to control weeds and fungal diseases
- Controlled mammal pests through natural deterrents and physical trapping
- Controlled insect pests through organic sprays
- Maintained trellises, replacing posts and wires as necessary
- Installed new underground irrigation system for new planting, maintained existing systems and replaced drip lines as needed
- Oversaw removal of substandard vineyard and removal of waste
- Maintained all vineyard equipment to include tractors, sprayers, tillers, and mowers
- Primary equipment operator for tractors, sprayers, tillers, and mowers
- Pruned assigned sections according to winemaker goals
- Shoot thinning and positioning, leaf pulling, cluster thinning
- Pesticide - Private Applicator License

ENOLOGIST INTERN

ARTIFEX WINE CO., WALLA WALLA, WASHINGTON

August – November 2017

Responsible for tank and barrel samplings, Brix readings, yeast inoculations, nutrient additions and chemical analysis for an 800+ ton custom wine production facility. Report directly to the lab manager, and work with wine makers and cellar master as assigned. Conducted daily juice, wine, and barrel sampling on over 300 lots of fruit, fermentations, and ageing wine, working 60 – 70 hours per week during peak of harvest.

- Performed over 5000 Brix and temperature readings on active fermentations
- Performed over 75 primary yeast inoculations, over 500 chemical and nutrient additions
- Performed over 500 barrel samplings
- Performed over 4000 barrel toppings

ADMINISTRATIVE ASSISTANT AND TASTING ROOM LEAD

WALLA WALLA VINTNERS

JUNE 2017 – AUGUST 2017

Led the DTC sales team at Walla Walla Vintners during a critical transition period from Wine Tracker to Vin65. Assisted the General Manager in preparing Wine Club accounts for the transition, maintaining the Wine Club Wait List, and contacting potential customers by phone to complete the transition to full members.

- Added over 200 members to the Wine Club in under 3 months
- Trained tasting room staff on new point-of-sale system

ADMINISTRATIVE ASSISTANT

THE WALLS VINEYARDS WINERY, WALLA WALLA, WA

JUNE 2016 TO JUNE 2017

Provide assistance to the General Manager and Winemaker in all aspects of the winery business office. Manage accounts payable, conduct market research, analyze sales trends, ensure contract compliance, prepare marketing materials, manage event registrations, arrange logistics for wine transfers, ensure all compliance documents are up to date.

- Coordinated all logistics and registrations for 11 tasting events
- Managed all orders and shipments for winery distributor
- Coordinated and shipped samples to wine reviewers and bloggers
- Developed, implemented, and maintained company filing system
- Reviewed invoices, forwarded to bookkeeper, printed and mailed all accounts payable checks

PREVIOUS EXPERIENCE AND ACHIEVEMENTS

ENGINEER PLANS AND OPERATIONS MANAGER (DEPUTY ASSISTANT CHIEF OF STAFF)

NATO RAPID DEPLOYABLE CORPS - ITALY, Solbiate Olona, Italy

Mar 2014 to Dec 2015

Provided collaborative planning and execution environment for operational support to NATO. Provided expertise and direct approaches necessary for accomplishment of NATO objectives.

DEPUTY CHIEF OF PLANS

NATO INTERNATIONAL SECURITY ASSISTANCE FORCE (ISAF), Kabul, Afghanistan

Jun – Dec 2013

Led and coordinated in-country U.S. Central Command strategic and operational planning support for Afghanistan.

DEPUTY CHIEF ENGINEER/PROGRAM MANAGER

U.S. SOUTHERN COMMAND, Doral, FL

Aug 2010 to May 2013

Coordinated and managed \$345M Department of Defense (DOD) construction program in support of assigned U.S. Embassies and partner-nation defense departments.

EXECUTIVE DIRECTOR (BATTALION COMMANDER)

U.S. ARMY RECRUITING BATTALION - PORTLAND, Portland, OR

Jun 2008 to Jul 2010

Directed daily operations and activities of 245 recruiters in 3 States, 2 U.S. territories, the Philippines, Marshall Islands, Federated States of Micronesia, Japan, and Korea.

CHIEF OF STAFF

U.S. ARMY CORPS OF ENGINEERS (USACE), New York, NY

May 2006 to Jun 2008

Administered a 700-person organization of engineers and other professionals with an annual operating budget of \$650M+. Directly supervised a staff of over 200.

EDUCATION, TRAINING, CERTIFICATIONS and AFFILIATIONS

EDUCATION **AAAS ENOLOGY AND VITICULTURE (GRADUATION JUNE 2018)**
WALLA WALLA COMMUNITY COLLEGE, WALLA WALLA, WASHINGTON
Master of Business Administration, Finance
UNIVERSITY OF COLORADO – COLORADO SPRINGS, CO
Master of Military Art and Science
SCHOOL OF ADVANCED MILITARY STUDIES, Fort Leavenworth, Kansas
Bachelor of General Studies
UNIVERSITY OF IDAHO, MOSCOW, ID

LICENSES **Pesticide/SPI License, WSDA, #95211**
Class 12 Mixologist Permit #120646567
WA State Food Worker #1182607LIIQEUQL1
Certified Project Management Professional #1532834