



DISTILLERY SCHOOL

## **2-DAY INTRODUCTION TO DISTILLING COURSE AND WORKSHOP**

The two-day introductory course covers the beginnings of commercial distilling logistics from building codes to regulations through sales and distribution, which is followed by a hands-on workshop that covers commercial production from top to bottom.

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**WE ARE OFFERING 3 COURSE DATES:**

**JULY 8-9**

**AUGUST 12-13**

**SEPT 9-10**

Sign up at [www.FCDistillers.com](http://www.FCDistillers.com), or on Eventbrite before slots run out!  
Venue will be at 442 S. Washington Street, Ste A, Falls Church VA 22046



# EXPAND YOUR KNOWLEDGE

## Introduction to Distilling Day 1: Distillation

### **Pre-Production**

Water quality, water testing, and pH adjustments  
Grain mashes and sugar washes  
Enzymes, yeast, and infusions  
Record keeping and data management  
Malting vs. cereal mashing  
Temperature and time management

### **Distillation**

Types of stills, columns, and infrastructure  
Types of runs, stripping, and proof  
Heads, hearts, and tails  
Whiskey, gin, rum, and vodka runs

### **Post-Production**

Filtration of vodkas and rums  
Infusion of vodkas and rums

## Introduction to Distilling Day 2: Logistics

### **Commercial Logistics**

Facilities selection, building, and fire codes  
Regulatory jurisdictions, and Federal/State licensing  
Local rules, self-distribution rights, and tasting rooms

### **Marketing**

Developing a budget, pricing and promoting your spirits  
Defining your market, reaching your market  
On-premise and off-premise, promotions and product placement

### **Sales & Distribution**

Supplier responsibility, distributor expectations  
Distribution types, selection, forms, and channels  
Contract, franchise, and control states

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This workshop will be led by Mitch Abate, Head Distiller at Down Slope Distilling in Colorado and Dr. Kallie Stavros from Falls Church Distillers

Accommodations will be available at the Hilton Garden Inn - 706 W Broad St, Falls Church, VA 22046