

# *The True Cost of Compliance*

*Presented by: Wesley Paul  
Compliance Manager  
Oregon Wine Services and Storage  
[w.paul@oregonwineservices.com](mailto:w.paul@oregonwineservices.com)  
503-883-4385*



# *Topics*

---

- *Compliance: More than Direct to Consumer (DTC) rules*
- *The true cost of compliance*

# *Compliance: More Than Just DTC Rules*

---

- *The current emphasis...*
  - *Recent focus on changes in DTC shipping*
- *DTC answers easy to find, many others not*
  - *Samples*
  - *Direct to distributor/retail*
- *Import/Export rules*
  - *Exports are growing*

# *The True Cost of Compliance*

---

- *What is your time worth?*
  - *Very difficult to gauge in small operations*
- *Cost of DTC compliance alone*
  - *Estimates of 1,100 hrs/yr spent on State reporting*
  - *@ \$25.00/hr = \$27,500.00*
- *Other factors to consider*
  - *Permitting, constantly changing laws*



*Oregon Wine*  
*Services and Storage*