



Industry offering

GRAPPOLO



FOOD & WINE
SCHOOL

What we do

Grappolo Wine School specializes in developing comprehensive, customized curriculums and staff training that are tailored to your concept.

- **Wine education**
- **Beverage-focused hospitality education**
- **Consultation services**

Our approach is rooted in hospitality thanks to decades of experience in the industry. We design our classes to provide the latest information and knowledge with the end goal of helping your staff gain a deeper understanding and appreciation of wine.

Our options range from foundational knowledge to regionally specific classes to arm your team with the knowledge and skills to take wine sales (and the guest experience) to the next level.

After an initial consultation, we present a curriculum-based proposal catering to your goals and needs.



Staff Wine Training

Inclusive, Interactive, Experiential

Goals

to develop tasting skills, increase selling confidence, and deepen knowledge of the wines on your list

Examples of classes

Wine 101: from soil to glass

Old World vs. New World

Honing your wine vocabulary

Regional-specific classes: Italy, France, USA

Identify the structure of wine (acid, tannin, alcohol, etc)

Basics of food and wine pairing: what works, what doesn't

"I like Pinot Grigio".. alternative grape suggestions

Investment: starting at \$400 per class

includes up to a 2 hours class and digital training material. Host provides all the wine and printed material

prices subject to change until an official estimate is given

Staff Service Training

Hospitality with a capital H

We use your menu, wine list, and space as a guide to reinforce the art of taking care of the guest and guiding your team through role-playing while learning mechanics.

Focus on the guest experience

Proper table service
Upselling in disguise
Guiding the guest

Investment: starting at \$400 per class
includes up to a 2 hours class and digital training material. The host provides all the wine and printed material

prices subject to change until an official estimate is given



Aroma Workshop

Our most impactful experience is a journey through the nose. Experiential walk-around training learning to identify over 50 key aromas in wine, where they derive from, and how climate/grape/winemaking contribute to those aromas.

Blind-smelling singular components while expanding one's "taste memory" and wine descriptions. Great for teambuilding too.

Concluding with a blind tasting.

Investment: \$500

Up to 20 attendees

\$50 for every 5 additional

Can be scaled for up to 100+ people

includes a 2hr workshop, all the aromas,
and digital handouts.

The client provides sufficient space, wines for tasting, glassware,
and printed material

prices subject to change until an official estimate is given

LIST CONSULTATION + PROGRAM DEVELOPMENT



Don't have the time or the staff to build a profitable wine program? We can help.

Services

COGs evaluation

Profitability improvement

Building a list that reflects the concept

Wine dinner conception

Wine dinner guest speaking

Cost: initial consultation needed

Scott Thomas

Born into the restaurant industry, Scott brings decades of experience in hospitality and education. He has a results-based philosophy and believes wine education should be approachable, experiential, and unpretentious.

Scott's work history includes sommelier and wine director, distributor sales manager, and professor. Now a full-time wine educator.



Industry Credentials

Master's degree: Wine Culture and Communication -
University of Gastronomic Sciences

Italian Wine Ambassador - Vinalty International Academy

Official Orvieto Ambassador

Certified Wine Educator + Certified Specialist of Wine

Certified Sommelier

Vinalty International Academy Certified Italian Wine Educator

WSET III

Past Clients



RESTAURANT  OLIVIA



Why Choose Grappolo Wine School?

BECAUSE OUR
FOUNDATION IS ROOTED
IN HOSPITALITY



BECAUSE INVESTING IN
YOUR TEAM LEADS TO
STAFF RETENTION



BECAUSE WE UNDERSTAND
YOUR BUSINESS



BECAUSE A DIFFERENT
VOICE IN FRONT OF YOUR
TEAM RESONATES LOUDER



BECAUSE WINE IS
COMPLEX, WINE
EDUCATION SHOULDN'T BE



BECAUSE WE ARE PASSIONATE
ABOUT YOUR SUCCESS



BECAUSE ARMING STAFF
WITH KNOWLEDGE LEADS TO
A BETTER GUEST EXPERIENCE



BECAUSE OUR PROCESS
IS PERSONAL





We would be honored to work with you.
Contact us today for a
customized proposal

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