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Costco Wholesale is the 2nd largest global retailer. Costco is the dominant membership warehouse club operator. Costco operates 715 warehouse stores in 9 countries. Sales totaled \$116.4 billion in 2016 fiscal year (ending August 28, 2105).

Costco has over 85 million cardholders with a 90% renewal rate (US & CN). The average member has a household income of \$92k. 35% of the Costco members have an income greater than \$100k, 41% are college graduates and 86% own their own home.

Costco warehouses carry a limited number of SKUs (stock keeping units) – approximately 4,000 – compared to the 30,000 found at traditional supermarkets. Costco members will find a wide range of product categories (food and sundries, hardlines and softlines) that offer quality and value. Costco features National brands and selected private label, Kirkland Signature.

Costco's global beverage alcohol department sales totaled \$3.8B in fiscal year 2016. The average number of items carried is approximately 225. Costco carries a wide range of price points from everyday wines to first growth Bordeaux, premium spirits and beer.

Annette oversees the Wine, Beer and Spirits department for the United States. Responsibilities include: direct and assist 12 US regional and corporate buyers with implementation of corporate directives, along with assisting 8 international buyers. Lead development of new wines, spirits & beer for the Kirkland Signature program. Develop new supplier relationships, while working directly with National account representatives, suppliers and distributors to strengthen sales relationships. Interact with the Media and Analysts, assist legal, accounting, and marketing concerning all aspects of beverage alcohol departments. In addition, Annette produces six columns annually for in-house publication, *The Costco Connection*.

Annette is an Associate member of the Institute Wine and Spirits Education Trust and holds the Diploma certificate (AIWS), also holds the Certified Wine Educator (CWE) certificate from Society of Wine Educators.

Costco has been recognized as Retailer of the Year by Wine Enthusiast (2015), Washington State Wine Industry (2015), and MarketWatch (2011). In addition, has been named on the biennial Decanter's Powerlist from 2005-2013 and in Fortune/Food & Wine Top 25 Innovative Women, Food & Drink (2014).