

Success Story: Miller Family Wine Company

# International Sales Help Family-Owned Winery Toast Success

## Challenge

Recognized as one of California's most respected winegrowing families, the Miller family is a fifth-generation farming family with agricultural roots on the Central Coast tracing back to 1871. In 1973, the family developed a vineyard in the Paso Robles highlands. Today, the Miller Family Wine Company oversees 1,400 acres with the highest quality fruit sources that help to create the highest quality wines.

## Solution

In the world of wine, where the grapes are grown matters. The Miller Family Wine Company recognized the global demand for wine produced in its Central Coast region. To capitalize on that opportunity, the winery needed protection for the risk of nonpayment. It turned to EXIM in 2022, relying on Export Credit Insurance, which covers up to 95% of a invoice if a buyer doesn't pay and provides the ability to offer credit terms.

## After Working With EXIM

"As our export channels have grown, the orders have become bigger, and the importer wanted to have terms as opposed to being 100% pre-paid. EXIM stepped in as the perfect partner for us to bridge our customers' desire for terms and our comfort level with shipping our wines to a foreign country in which we are unfamiliar with the process and laws of receivables."

**Nicholas Miller**, Chief Sales & Marketing Officer of  
Miller Family Wine Company

## Make Your Own Success Story:

For more information about EXIM programs and connecting with a minority & women-owned business (MWOB) specialist visit us at [EXIM.gov/mwob](https://www.exim.gov/mwob)

*This is a descriptive summary to be used only as a general introductory reference tool. The complete terms & conditions of the policy are set forth in the policy text, applications, and endorsements.*



**MILLER FAMILY**  
WINE COMPANY



Santa Maria, CA



Exports to Canada, Norway,  
South Korea



Uses Export Credit Insurance

## Results



Expanded globally into 15  
countries



Extends credit terms to  
international buyers

