

Productivity-enhancing and cost-saving solutions for innovative alcoholic beverage brands



VISIT OUR WEBSITE



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# Platform for Innovators

Park Street helps emerging and established alcoholic beverage companies build and manage successful brands by leveraging technology solutions, delivering exceptional service, and utilizing Park Street's scale advantages.

"Park Street is a small brand's dream come true. Their back-office services allow us to focus on growing our brand. Their working capital solutions helped us scale quickly and use our capital much more efficiently."

**John Rexer**  
Founder, Illegal Mezcal

"Park Street's team is there to assist us through the complex regulatory compliance and logistics in the U.S. at a reasonable price. Their expertise and professionalism help us develop and expand our U.S. business."

**Andres Tauber**  
President, VSPT US

"Casa Azul's success story wouldn't be complete without Park Street. Their meticulous approach to logistics, compliance, and accounting solutions ensures seamless operations. Whether you are a start-up or established brand, Park Street delivers reliable support when you need it most."

**Vishal Patel**  
VP Operations, Casa Azul Spirits

"I am impressed with Park Street's responsiveness, diversity of solutions, and in-depth knowledge of the market. They are a 'ready-to-go' platform for brands wishing to enter the U.S."

**Markus Kramer**  
Managing Director, William Grant & Sons  
Former GM, Diageo

## 22,500+ Brands

Park Street serves over 22,500 brands from more than 110 countries

## 1,400+ Distributors

Park Street works with over 1,400 licensed distributors in the U.S.

## 100% Transparency

Park Street's cloud-based system offers suppliers 100% transparency

## 500+ Professionals

Founded in 2003, Park Street has been serving satisfied suppliers for over 20 years



- ◆ National Importing
- ◆ Distribution
- ◆ Exporting
- ◆ Logistics Management
- ◆ Digital Wallet
- ◆ FET and Duty Drawback Services
- ◆ Warehousing (Tax Paid, Bonded, FTZ)
- ◆ Regulatory Compliance
- ◆ AI-Driven Process Management
- ◆ Customs Brokerage
- ◆ Freight Forwarding
- ◆ Direct-to-Retail Sales
- ◆ Customer Service
- ◆ Customs Brokerage
- ◆ Full-Service Accounting
- ◆ Working Capital Solutions
- ◆ Real-Time Reporting
- ◆ Supply Chain Management
- ◆ Depletion and Retail Account Data
- ◆ License Management
- ◆ Distributor Chargeback Management
- ◆ Advanced Analytics
- ◆ Business Management Tools
- ◆ Educational and Advisory Services
- ◆ Introductions and Access to Networks
- ◆ Negotiation Support

"With Park Street we saw an opportunity to reduce cost and increase efficiency in the U.S. back-office. Park Street offers a compelling combination of advanced systems, professional service, and alcoholic beverage sector expertise."

**Nick Garland**  
COO, Whyte & Mackay  
Former Beam Suntory

"Park Street enables us to focus our resources on strategic priorities rather than managing the complexities of back-office operations and regulatory compliance. They are industry experts and leaders."

**Chris Jebbia**  
CFO, WES Brands

## The Park Street Advantage



Innovation through technology investment



Commitment to extraordinary service



Unmatched range of fully integrated solutions

Park Street invests heavily in AI-driven systems to streamline importing, distribution, logistics, and back-office operations and provide suppliers a cost-effective, compliant, and secure route-to-market platform. Park Street was founded on the professional service standards of McKinsey & Company, and its talented people – from software engineers to U.S. customs specialists – distinguish the company through their expertise, responsiveness, and commitment to putting suppliers' interests first. Park Street provides a fully integrated route-to-market solution, which in addition to importing, distribution, and logistics, includes working capital offerings, tax and duty drawback services, tariff management, customs brokerage, and educational and advisory services. With more than 100 years of combined senior management experience, Park Street leverages its scale advantages and expertise in operations, strategy, logistics, systems development, finance, regulatory compliance, deal structuring and negotiation, and network and database security to help suppliers overcome challenges, accelerate growth, and capitalize on opportunities.

"As a key partner for Pollen Projects in the U.S., Park Street offers 360 support for all elements of compliance, freight, and distribution. They played an essential role in our U.S. success with Seedlip and know that it will be the same for Pollen Projects."

**Emma Wykes**  
Founding Partner, Pollen Projects  
Former COO, Seedlip

"With Park Street as our back-office provider, our team can focus on growing our brands. The results are evident in our increased sales and our pipeline ahead. It was an amazing decision to go with Park Street."

**Tunch Doker**  
President & Co-Founder,  
Turquoise Life

"Park Street was instrumental in launching MALFY GIN and SPYTAIL RUM in 40 states in under a year. Their cloud-based system makes data available 24/7. They allow brands to keep overhead low and focus on selling and marketing. Highly recommend Park Street."

**Elwyn Gladstone**  
Founder, Biggar & Leith  
Former CMO, Proximo Spirits





# Domestic & Imported Brands

"A great partner to help manage the regulatory, administrative and logistical complexities in the U.S. Park Street also provides insightful input on growth strategy, execution, and market trends. They are a trusted sounding board."

**Nick Papanicolaou**  
Founder, No Sleep Beverage  
Former Head of M&A, Pernod Ricard

"It's up to suppliers to initiate market penetration and demonstrate sustainable organic growth, and we did that through Park Street. As a supplier, compliance is not something you can afford to get wrong. Park Street's built-in compliance department saved us a lot of money."

**Andrew Merinoff**  
CEO & Co-Founder, Chinola  
Former Proximo Spirits

"Park Street is quite simply the best back-office partner for any beverage alcohol company in the U.S. We view them not as a third party but as an extension of our own company, dedicated to providing great customer service."

**Robert Furniss Roe**  
CEO, Samson & Surrey  
Former CEO, Bacardi USA

"Park Street has been an invaluable partner for our explosive growth. They have helped us navigate industry complexities and scale in the competitive ready-to-drink and spirits markets. They offer operational excellence and strategic insights. A trusted advisor through every stage."

**Jared Poe**  
CFO, Gin & Juice By Dre and Snoop

"Park Street's platform enables us to streamline the complex back-office needs and focus on critical priorities. We have the full support of their team, including direct contact with executive management."

**Andrew Chrisomalis**  
Co-Founder, Betty Booze,  
Pantalones Tequila, Davos Brands

The Park Street platform is a cost-effective, secure, and compliant route-to-market for alcoholic beverages in the U.S. and EU. Park Street's AI-driven systems, together with its specialized professionals, manage the thousands of complex details required to successfully import and distribute alcoholic beverages, including logistics and freight, insurance, warehousing, data management and reporting, accounting, regulatory compliance, network and database security, and more.

The three core benefits to Park Street's suppliers from the U.S. and around the globe are: (i) cost-effectiveness through scale, including AI-powered applications, purchasing leverage, and extensive subject matter expertise, (ii) operational performance, including data-driven learning, essential capabilities redundancies, and network and database security, and (iii) optimized supplier resources for high-value activities (e.g., demand generation, brand building, product innovation). Park Street's operations and technology integrate seamlessly with production facilities in the U.S., EU, or anywhere in the world, resulting in cost savings, enhanced performance, and risk mitigation for suppliers.



## Distribution: Direct-to-Retail (U.S. only)

In select U.S. markets (FL, NY, NJ, CA), Park Street provides a route-to-market directly to retailers, including restaurants, bars, liquor stores, big-box chains, and more. This distribution model is attractive to both established and emerging brands. It allows established brands to lower costs by leveraging the wholesale clearing model and enables emerging brands to enter new markets quickly and inexpensively in order to demonstrate initial market traction (i.e., test market campaign) before scaling production volumes and sales and marketing operations. Brand owners also utilize Park Street's distribution capabilities to sell additional products not supported by their traditional distributor (i.e., supplementary distribution).

# Compliance Management

Park Street offers a full suite of turnkey compliance set-up and management services to help U.S. and non-U.S. alcoholic beverage companies rapidly access U.S. and EU markets and operate in adherence with all applicable alcoholic beverage laws and regulations, including tariffs, taxes and duties, formulation, licenses and permits, organic certifications, and FDA requirements. The company's compliance setup and management services deliver an easy and cost-effective U.S. and EU solution that enables suppliers to avoid costly delays and penalties and remain focused on core competencies that drive brand growth.



"Park Street has a remarkable depth of industry knowledge and consistently provides best-in-class insights and analysis."

**Ernest J. Gallo**  
CEO, Gallo

"Park Street has an outstanding IT platform that gave us a high degree of transparency. Emphasis on service and strong capabilities make them a superior solution for brands that want to focus on growth. Park Street is best in class."

**Tom Mooney**  
Founder, Westward Whiskey  
Founding President, ACSA

"Park Street streamlined our launch and saved us a lot of time, frustration, and money. Highly responsive, professional, and enjoyable to work with."

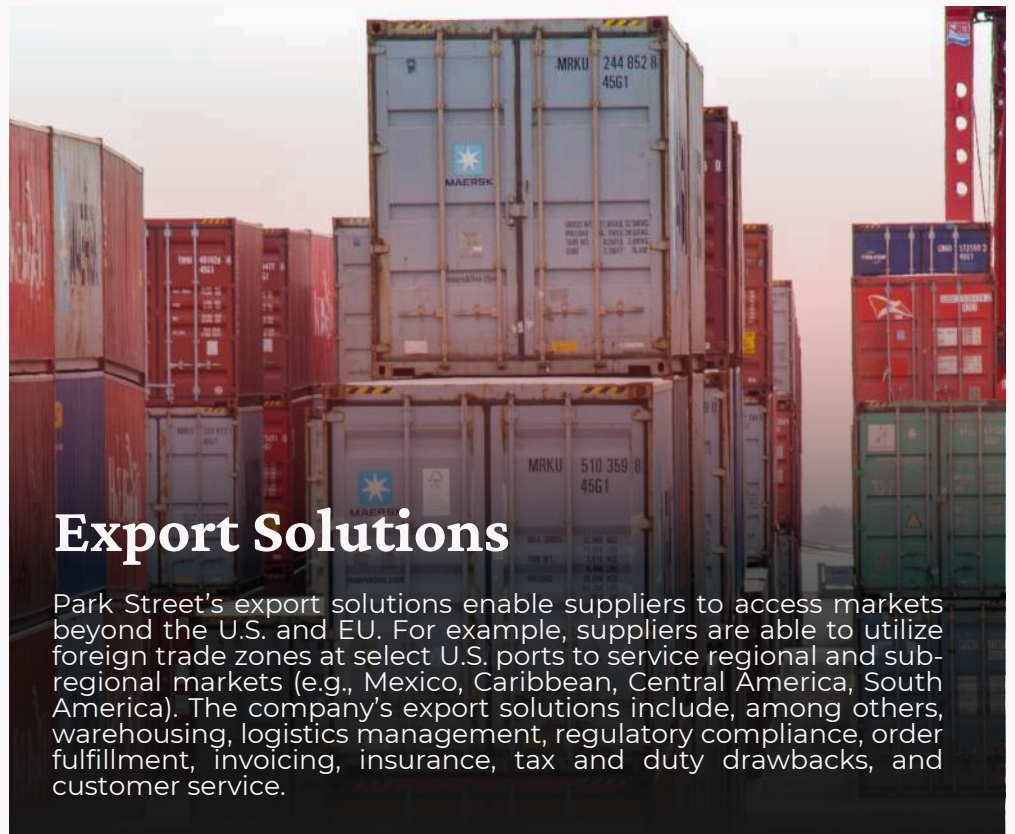
**Bob Gaudreau**  
CEO, Provence Rose Group

"Having Park Street as our partner allows our brands to approach the U.S. market strategically. Their expertise in spirits compliance and supply chain complexities frees us to focus on our core strengths. Park Street doesn't just handle logistics; they provide the insights that help our brands thrive in an increasingly crowded marketplace."

**Michelle Ivey**  
CEO, Chicas Divertidas  
Former COO, Illegal Mezcal

## Ancillary Services

Park Street provides a range of ancillary services that enable suppliers to leverage the company's scale and extensive subject matter expertise across the alcoholic beverage industry, including specialized logistics, working capital solutions, systems integration, full-service accounting, customs brokerage, freight forwarding, tax and duty drawbacks (e.g., CBMA), and more. These services help suppliers to reduce costs, streamline operations, and accelerate growth and profitability.



## Export Solutions

Park Street's export solutions enable suppliers to access markets beyond the U.S. and EU. For example, suppliers are able to utilize foreign trade zones at select U.S. ports to service regional and sub-regional markets (e.g., Mexico, Caribbean, Central America, South America). The company's export solutions include, among others, warehousing, logistics management, regulatory compliance, order fulfillment, invoicing, insurance, tax and duty drawbacks, and customer service.



T E S L A



De Soi



Gato Negro





"Thanks to Park Street's professionalism and expertise, we are able to focus on the growth of our company and brands. We established such a great partnership that we consider Park Street an extension of our team!"

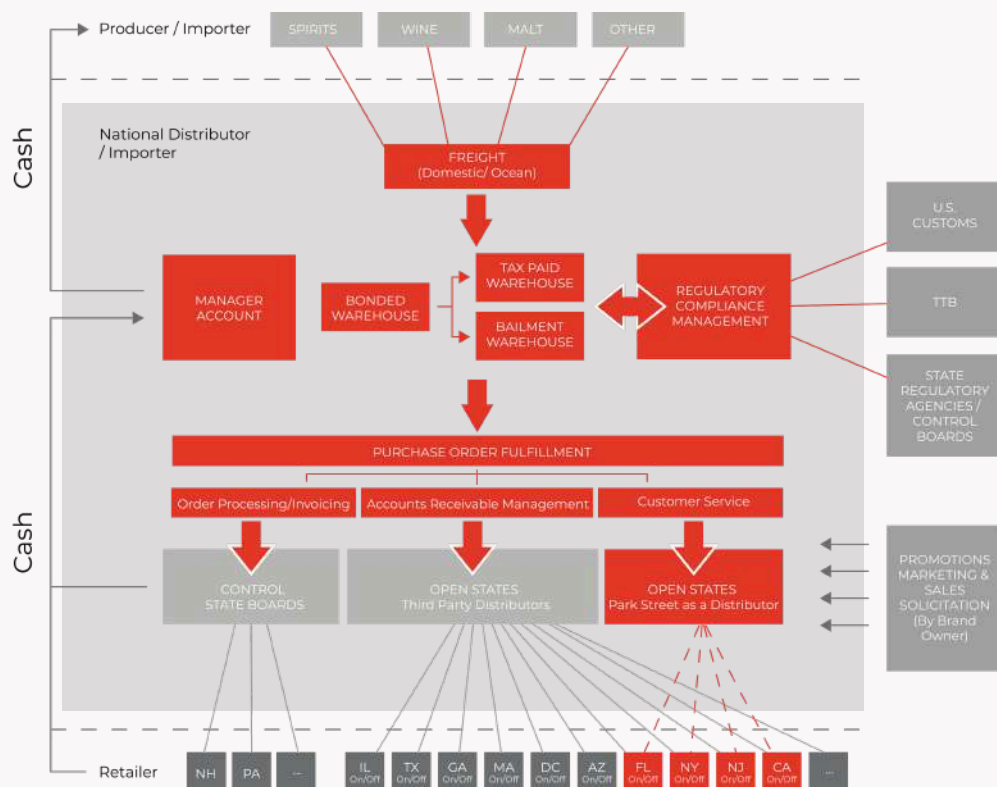
**Katia Montresor**  
VP Operations, Branca USA

"Park Street has been instrumental in helping Du Nord scale its business. Their comprehensive services and industry expertise enable us to focus our energy on innovation and brand development. Park Street is our trusted partner as we grow in the competitive spirits market."

**Chris Montana**  
Founder & CEO, Du Nord Social Spirits  
Former President, ACSA

"Park Street's team consistently demonstrates exceptional portfolio knowledge and meticulous attention to detail. Their dedication to service excellence makes them an invaluable long-term partner."

**Matt Appleby**  
CEO, Zamora USA / Licor 43

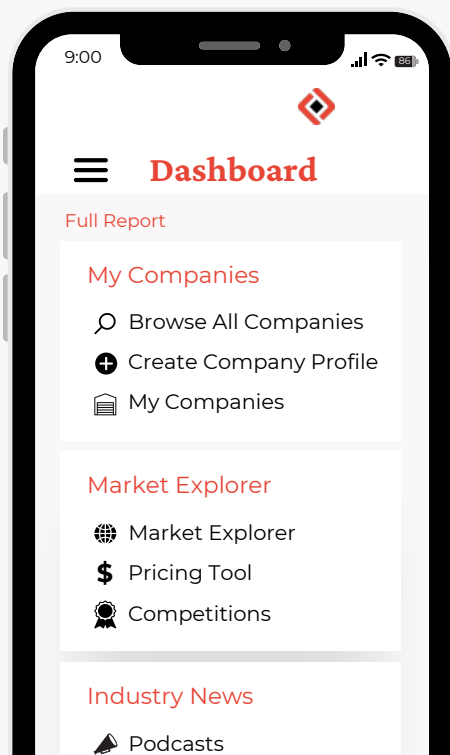


*Simplified Representative Workflow*

## Working Capital Solutions

Park Street offers flexible working capital solutions that enable suppliers to fund growth, meet seasonal liquidity demands, optimize production runs, and more. Programs include, among others, advance payments and purchases, inventory finance, receivables finance, and purchase order finance. The underwriting process focuses on, among other factors, the quality and liquidity of the assets, the financial and operational stability of the supplier, and the quality and track record of other relevant stakeholders (e.g., producers, distributors, vendors).





# Tools to Drive Performance

Navigator, an AI-driven platform powering leading alcoholic beverage companies from emerging entrepreneurs to multi-brand global suppliers

- ◆ Management Dashboard
- ◆ Interactive Pricing Tool
- ◆ Account Universe Management
- ◆ Sales Tracker
- ◆ Expense Management
- ◆ Cash Flow Management
- ◆ Digital Wallet
- ◆ Park Street University
- ◆ Product/SKU Management
- ◆ Flexible User Permissions
- ◆ Multi-Account Navigation
- ◆ iOS and Android App Environments
- ◆ Notification Center
- ◆ Industry News
- ◆ Chargeback Tracker
- ◆ Depletion and RAD Tracker
- ◆ Collections Report
- ◆ State Registration Management
- ◆ COLA and Formula Management
- ◆ Inventory Reporting
- ◆ Shipment Tracker
- ◆ Trend Analysis

"With Park Street's reporting system, I know exactly where my brand stands on inventory, sales, cash balance, and collections from anywhere in the world 24/7."

**Guillermo Erickson Sauza**  
Founder, Tequila Fortaleza

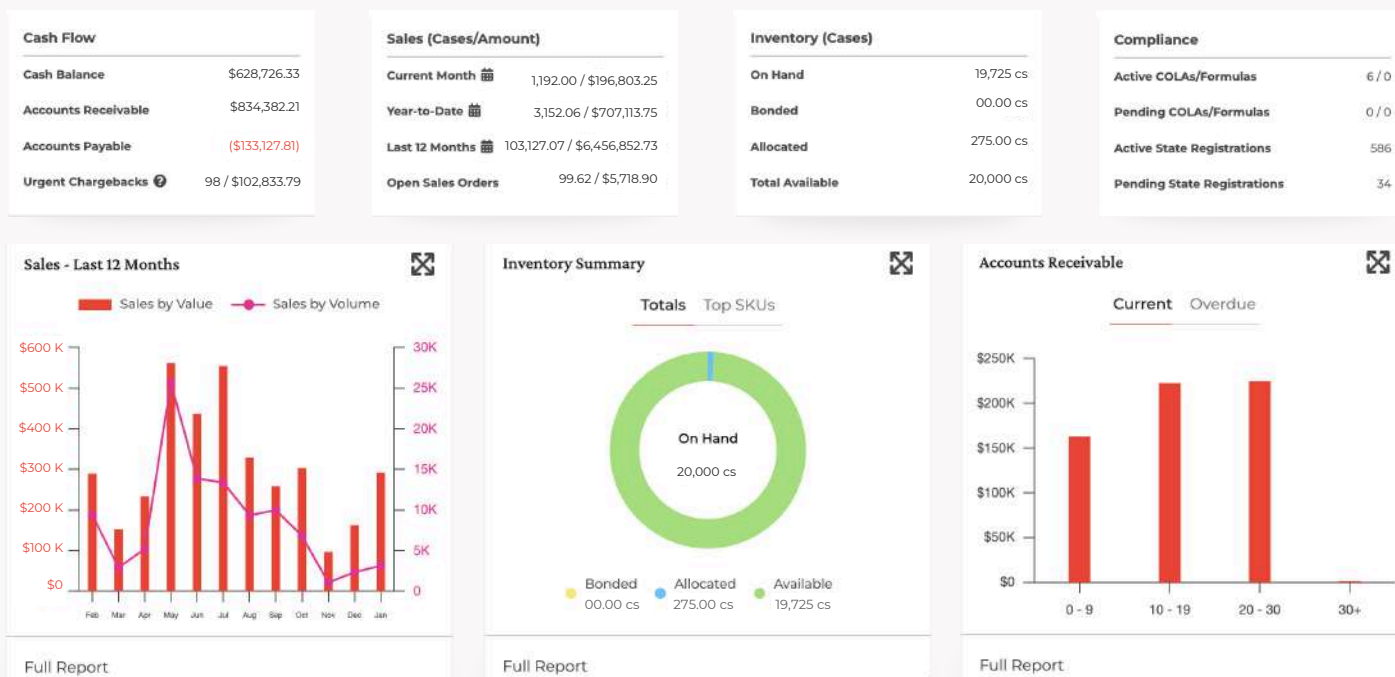
"Park Street is more than a service provider. They are a partner in the truest sense of the word. Their knowledge, leadership, and commitment to our success is felt, meaningful, and unparalleled."

**Jason LeVecke**  
Executive Director, LeVecke

"Park Street offers its suppliers the right level of service and the right products at the right price for the right stage of a brand's life cycle development."

**Britt West**  
Co-Founder, Eppa Sangria  
Former Bacardi USA

## One Dashboard to Manage Your Business





## OFFICIAL IMPORT PARTNERS

- ◆ San Francisco World Spirits Competition
- ◆ San Francisco International Wine Competition
- ◆ New York World Wine & Spirits Competition
- ◆ Finger Lakes International Wine & Spirits Competition
- ◆ New York International Spirits, Wine, Beer & Cider Competitions
- ◆ SIP Awards
- ◆ BCB Brooklyn



## OTHER INDUSTRY AFFILIATES

- ◆ BCB Brooklyn, Berlin & London
- ◆ IWSR Drinks Market Analysis
- ◆ American Craft Spirits Association
- ◆ Beverage Media Group
- ◆ Wine and Spirits Shippers Association
- ◆ National Alcohol Beverage Control Association
- ◆ Distilled Spirits Council of the United States
- ◆ Wine & Spirits Wholesalers Of America

## Park Street University and Insider Podcast

The #1 educational platform for the alcoholic beverage industry in the U.S. and EU

2,000+ content pieces across video, live events, podcasts, research, and news publications

Featured presentations at industry events, including ACSA, DISCUS, and BCB Brooklyn, Berlin & London

Featured guests and contributors from Suntory Global Spirits, Diageo, Bacardi, Pernod Ricard, Southern Glazer's, Sazerac Company, Constellation Brands, Breakthru Beverage Group, and Campari Group, among others, including:

- |                                       |   |                              |
|---------------------------------------|---|------------------------------|
| ◆ Richard Black, Teremana Tequila     | ◆ Derek Correia, ReserveBar                   | ◆ Britt West, Gallo          |
| ◆ Robert Furniss Roe, Samson & Surrey | ◆ Jennifer Evans, Constellation Ventures      | ◆ Jacob Briars, Bacardi      |
| ◆ Simon Ford, Fords Gin               | ◆ Heather Boyd, Beam Suntory                  | ◆ John Rexer, Illegal Mezcal |
| ◆ Kat Hantas, 21 Seeds                | ◆ Fawn Weaver, Uncle Nearest                  | ◆ Dia Simms, Lobos 1707      |
| ◆ Patrick Halbert, Gin & Juice        | ◆ Guillermo Erickson Sauza, Tequila Fortaleza | ◆ Andrea Sengara, Campari    |

"Having Park Street in your corner is a great feeling. They are an extension of your team with people working around the clock for your brand. Nosotros has been able to punch above its weight thanks to Park Street."

**Carlos Soto**  
CEO & Co-Founder, Nosotros Tequila and Mezcal

"Park Street enables me to control inventory and payments, which is a key benefit over traditional importers. Park Street also has lower costs than traditional importers, which allows me to access the market with better pricing."

**Baptiste Cuvelier**  
President, Cuvelier Los Andes

"Park Street has been a great partner to Código 1530 from prelaunch to sale to Diageo. Their services are invaluable for a start up, and their Navigator data portal provides daily key performance indicators critical to running a business."

**Ron Snyder**  
Exec Chairman, Código 1530  
Former CEO, CROCS

"The Park Street platform has been a game-changer for our team — intuitive, efficient, and incredibly user-friendly. It gives us real-time visibility into key operations. It's an indispensable tool that brings peace of mind and efficiency to a complex part of our business. Park Street clearly understands the needs of growing beverage companies."

**Olena Gololobova**  
Senior Manager, Mark Anthony Group

"Park Street is a great partner for brands who are to looking to scale in the U.S. Their holistic suite of services provides suppliers with 'ready-made' operational and supply chain expertise. Knowledgeable and informed, the whole Park Street team is great to work with."

**Laurence Wolfe**  
COO, Elevated Spirits  
Former SVP, Heineken USA

"The team at Park Street has a genuine passion for the industry, that's one of the things that truly sets them apart. They're constantly striving for excellence and consistently stay ahead of the curve with the latest technology and trends. More than that, they're true advocates for the bar industry community."

**Simon Ford**  
Co-Founder, Fords Gin  
Former Pernod Ricard

