



CAPABILITY STATEMENT

The Wachira Group began with a product, but it evolved by solving problems. What started with Wachira Wines revealed a series of constraints familiar to many growing businesses: producing a distinctive product was only the beginning. Reaching customers required distribution. Distribution required market access. Market access created opportunities for experiences. Building across each of those environments generated knowledge that could help other leaders and organizations. Each constraint exposed the next capability we needed to build.

Product → Distribution → Market Access → Experiences → Advisory → Systems Transformation

Core Values: Diversity, Service, Integrity, and Quality (DSIQ)

VERTICALS

Wachira Wines is a certified woman and minority owned winery; the first Kenyan-American winemaker in the U.S. Borne of a passion for pairing fine Californian wines with African cuisine. Wachira Wines are multi-medalists having garnered thirty three (33) medals from wine competitions across the U.S.

Highlights

- Wachira Black Label Chardonnay – **Gold, LA Invitational Wine Challenge; rated 92 points**
- Wachira Black Label Cabernet Sauvignon – **Double Gold, SF Chronicle Wine Competition; rated 90 points Vinepair**
- Wachira Black Label Zinfandel – **Silver, LA Invitational Wine Challenge**
- Wachira Black Label Muscat – **Gold, LA International Wine Competition; rated 90 points**
- Wachira Black Label Sparkling white – **Double Gold, CA State Fair Wine Competition; rated 99 points**

Capabilities include:

- E-Commerce retail Sales www.wachirawines.com

- Wine Tasting and Wine Education - Virtual and/or In-person; private and corporate events
- Private Label production
- Consulting Services - From concept development through product launch

SOKO Distributors, is a **Tier 1 supplier** and the first black-owned and woman-owned distributor, importer, exporter, of wine, beer, and liquor licensed in California. Distributing to the following states to nationally to chain stores. Warehousing in both Northern & Southern CA.

Capabilities include:

- Fulfillment of wholesale orders www.sokodistributors.com
- Distribution in CA for out-of-state distributors and chains of wine, beer, and liquor
- Online E-commerce facilitation
- Import and Export of wine, beer, and liquor

SOKO KORNER, Built on the Belief That Spaces Shape Experiences. It was born from a vision to

transform the spaces where people gather through exceptional hospitality creating elevated experiences that bring people together with intention.

Capabilities include:

- E-commerce Services www.sokokorner.com
- Hospitality Activations
- Hospitality Consulting
- Community & Non-profit engagement



COMPANY DETAILS

Websites

<https://www.wachirawines.com>
<https://sokodistributors.com>
<https://sokoretail.com>
<https://sokokorner.com>

Headquarters

Oakland, California
+1-510-995-8261
admin@wachirawines.com
<https://www.thewachiragroup.com/>

Year founded

2017

Company Info:

The Wachira Group
Wachira Wines | SOKO Distributors | SOKO Korner
CAGE: 8BGE5
DUNS: 012339855
NAICS: 312130

CA ABC licenses:

02, 9, 12, 17, 18, 20, 81

Distribution Licenses:

TX, NC, GA, PA, KT, MI, DC,
WA, OR, NV, CA, NJ & NY (pending)

Certifications:

WBENC/WBE Certified
NMSSDC/MBE Certified
ACSLEB Certified

Chamber of Commerce Memberships:

- Oakland African American Chamber of Commerce

Instagram:

<https://www.instagram.com/wachirawines/>
<https://www.instagram.com/soko3.0/>
<https://www.instagram.com/sokokorner/>

Facebook:

<https://www.facebook.com/wachirawines/>
<https://www.facebook.com/sokokorner/>

Twitter:

<https://twitter.com/wachirawines?lang=en>

LinkedIn:

<https://www.linkedin.com/company/the-wachira-group/>

YouTube:

https://www.youtube.com/channel/UC9Pjd0NtH5k8GZ5JG7_sdpw/videos

Industry Memberships

BlackVines