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WENTE VINEYARDS KEY FACT SUMMARY

Founded in 1883, Wente Vineyards is the country's oldest, continuously operated family-owned winery. Today, the winery maintains its leadership role in California winegrowing under the ownership and management by the 4th and 5th generations of the Wente family. Blending traditional and innovative winemaking practices, the winery draws from approximately 3,000 acres of sustainably farmed estate vineyards to create an outstanding portfolio of wines. Located just east of San Francisco in the historic Livermore Valley, Wente Vineyards is recognized as one of California's premier wine country destinations, featuring wine tasting, fine dining, concerts and championship golf.

Location: Headquarters/Estate Winery Tasting Room: 5565 Tesla Road, Livermore Valley
Restaurant/Event Center/Golf Course/Vineyard Tasting Room: 5050 Arroyo Road, Livermore Valley

Owners: Owned by the Fourth and Fifth Generation Wente family members

Family Working in the Business

- Eric Wente, Fourth Generation Winegrower, Chairman of the Board
- Philip Wente, Fourth Generation Winegrower, Co-founder of Murrieta's Well
- Carolyn Wente, Fourth Generation Winegrower, CEO
- Christine Wente, Fifth Generation Winegrower, President of Wente Foundation for Arts Education
- Karl Wente, Fifth Generation Winemaker, Senior Vice President

Grape Varietals: One of the top thirty winegrowers and producers in California, Wente Vineyards sustainably cultivates approximately 3,000 acres of vineyards in the Livermore Valley, San Francisco Bay, and Arroyo Seco, Monterey appellations, all within the larger Central Coast appellation. The Vineyard Selection and Heritage Block tiers of wines include Chardonnay, Cabernet Sauvignon, Merlot, Pinot Noir, Sauvignon Blanc, Riesling and Zinfandel, (export only). The Nth Degree wines include Chardonnay, Merlot, Syrah, Pinot Noir and Cabernet Sauvignon. As a result of cuttings being brought from Montpellier, France to Livermore in the 19th century, the Wente clone of Chardonnay is the most widely planted in California today.

Small Lot Winery: As part of The Nth Degree and Small Lot programs, Fifth Generation Winemaker and Senior Vice President Karl Wente selects the vine rows and often the individual vines that show the most promise. The vineyard blocks are meticulously farmed, handpicked, sorted and brought to the Small Lot Winery that Karl helped create within the family's Estate Winery facility. In this micro-winery, the work is done by hand and Karl oversees every step of the process. Karl and his team use 30 one-ton

fermenters to vinify small quantities of grapes, with a focus both on quality and experimentation. The wines are aged in different types of oak from several coopers. After aging, they blend the best of the barrels together and bottle them in small lots.

Production: 400,000 cases for National & Internationally Distributed wines
The Nth Degree & Small Lot Wines
3,000 cases: The Nth Degree (wine club and select markets)
5,000 cases: Small Lot wines (winery only)

International Presence: Wente Vineyards, one of America's leading premium wine exporters, plays a pivotal role in positioning California wines in the global market. The winery sells nearly 25% of its branded production in more than 70 countries around the globe. The top markets include Canada, Japan, China and the Caribbean.

Fine Dining: The Restaurant at Wente Vineyards is a reflection of the entire Wente Vineyards experience: estate grown, family owned, sustainable. When guests visit The Restaurant at Wente Vineyards, it is almost as if they have been invited into the Wente family dining room. Featuring ingredient-driven California Wine Country cuisine, Executive Chef Matt Greco offers seasonal dishes sourced from the Vineyard's magnificent herb and vegetable garden. With a wine list of 400 West Coast wines, The Restaurant provides guests with numerous wine pairing options for each dish. The Restaurant serves lunch and dinner, with brunch service on Sunday. The telephone number for reservations and information is (925) 456-2450 or online at www.wentevineyards.com. The Restaurant at Wente Vineyards is located at 5050 Arroyo Road in Livermore Valley, CA.

Catering: Serving the Greater Bay Area, Catering with Wente Vineyards provides a full range of personalized catering options. From intimate gatherings to large celebrations, family to corporate events, Wente Vineyards infuses its wine country style into every occasion. Wente Vineyards is pleased to bring these high standards directly to its guests at their chosen location. Catering with Wente Vineyards shares The Restaurant at Wente Vineyards' philosophy to use the very best sustainably and organically grown local ingredients to create sublime wine country fare. Catering Chef Jeff Farlow leads the catering team. "Catering with Wente Vineyards" is coordinated by Vice President of Hospitality Sales and Operations Robert Gundry.

Golf: The Course at Wente Vineyards opened in July 1998. Designed by golfing great Greg Norman, the 18-hole championship course is a picturesque 7,181-yard, par-72, upscale, daily-fee golf course tucked away in the scenic, rural Livermore Valley, 50 minutes east of San Francisco. With three distinct topographies--native woodlands, mature vineyard and rolling hills of natural grasslands--The Course at Wente Vineyards offers extraordinary visual panoramas and a diversity of play unmatched in the Bay Area. For tee times call (925) 456-2477 or visit online at www.wentegolf.com. The Course is located at 5040 Arroyo Road in Livermore, CA.

Concerts: Fine wine and food, complemented by gracious, personal service, are the hallmarks of the Wente Vineyards concert experience. Concerts are held adjacent to the

beautiful Wente Vineyards Restaurant and Event Center, located at 5050 Arroyo Road, in a picturesque valley a few miles south of the town of Livermore. Seating is in a terraced amphitheater surrounded by gardens, hillsides and tile-roofed winery buildings recreated in the style of old California. Patrons can choose either a four-course dinner in the award-winning The Restaurant at Wente Vineyards, followed by reserved, stage-front seating, or a buffet-style dinner at tables of ten on the lawn. The intimate nature and the limited number of tickets sold guarantee that every seat offers guests an outstanding entertainment experience.

Olive Oil:

Wente Vineyards estate-grown, Oro Fino extra virgin olive oil, produced from organic olive trees, has received the coveted seal of approval from the California Olive Oil Council. The nurturing of these ancient trees and an extensive olive tree-planting program are a testament to the Wente family's tradition of commitment to sustainable agriculture.

Wente Vineyards: (925)-456-2300, www.wentevineyards.com



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WINEMAKING AT WENTE VINEYARDS

Taking Winemaking to The Nth Degree

For five generations, the Wente family has been dedicated to the art of winemaking and to the philosophy that the quality of a wine originates in the vineyard. Today, Fifth Generation Winegrower and Winemaker Karl D. Wente carries on the family winemaking tradition. “There is no separation between what happens out in our vineyards and what takes place in the winery,” says Karl. “Winemaking has to be a collaborative effort, because you can’t make great wines without a mutual understanding of your objectives. We all recognize that our first priority is growing grapes that have the potential to become excellent wines. We then tailor our methods and techniques in the winery to preserve the delicate flavors in the fruit and to elevate an expression of the vineyard terroir.”

Estate grown wines and The Nth Degree

All Wente Vineyards wines are estate grown and carefully produced from the winery’s San Francisco Bay (Livermore Valley) and Monterey (Arroyo Seco) appellated vineyards. Under Karl D. Wente’s leadership, the Wente family has developed a rigorous program that represents “The Nth Degree” of Wente Vineyards winemaking. Named for the program, The Nth Degree portfolio of wines are produced in small lots in a specially built micro-winery.

Pampering vines

As part of The Nth Degree wine program, Karl and his uncle Phil select the vine rows and often the individual vines that show the most promise. Every vine receives at least fifteen passes by the vineyard team to prune, pull leaves, remove shoots, and thin clusters in an effort to ensure that the grape clusters remaining at harvest are of the highest quality. The vineyard blocks are meticulously farmed, handpicked, sorted and brought to the small lot winery Karl helped create at the family's estate winery facility. In this micro winery, the work is done by hand and Karl oversees every step of the process. Thirty one-ton fermenters enable Karl to vinify small quantities of grapes, with a focus both on quality and experimentation. The wines are aged in different types of oak from several coopers. After aging, Karl blends the best of the barrels together and bottles them in small batches.

“The Nth Degree vintages require careful treatment from vineyard to barrel because the lots are typically quite small and must be kept separate until blending,” says Karl. “We make every effort to express the distinctive vineyard and varietal characteristics of each wine.” Exacting and unrelenting in his approach, Karl is taking his winemaking to “The Nth Degree.”

The Livermore Valley: Beneficial marine climate

The Livermore Valley lies twenty miles east of the San Francisco Bay. The moderating effects of the Bay and the marine climate of the Pacific Ocean entering through the Golden Gate Gap along with the East-West orientation of the valley significantly influence the climate of the region. During the growing season,

cool and foggy mornings give way to warm midday temperatures. Then, early afternoon breezes and evening fog lower temperatures again, preserving the fruit's natural acidity. This climactic cycle is beneficial to wine grapes, which need warmth for healthy growth, maturation, and development, and cool nights and mornings to retain delicate flavors.

Microclimates matched with grape varieties

Though the region is influenced predominantly by this cool marine cycle, the bowl shaped Livermore Valley is over twenty miles in length and has numerous microclimates and varied soil types. The winery's estate vineyards are located on sloping hillsides, on ancient stony riverbeds, along fertile valley floors and at the base of steep sandstone cliffs. The microclimate of each of these locations is particularly suited to specific grape varieties. The morning fog that lingers over the valley floor makes it a superb location for Chardonnay, while warmer temperatures in the region's hillside vineyards allow varieties such as Merlot and Cabernet Sauvignon to develop to full maturity. "The incredible diversity of our vineyards allows us to cultivate wines with unique characteristics that tell the story of where they came from," says Fourth Generation Winegrower Phil Wenté.

Diverse soil types

Three distinct soil types also differentiate the Wenté family's Livermore Valley vineyards: deep-sandy loam, lean soil with large amounts of gravel and rock, and soil composed of red clay, rock, and gravel. "Whether vines are planted in gravelly, nutrient-poor soils where they struggle to survive or in richer soils where they yield more clusters, we cultivate each vine to produce fruit with concentration, high natural acidity and flavor complexity," says Phil. "Sometimes that means thinning clusters or lots of pruning. At other times, it means increasing irrigation or applying soil amendments from our sustainable 'Farming for the Future' program so that we consistently produce the finest wine grapes."

Over the past decade, the entire estate has been reevaluated in light of new farming data and methodologies that have come into the wine industry from around the world. The focus has been on determining which techniques and farming methods are most effective, studying the variety of microclimates, and matching the appropriate varieties to specific vineyard sites.

Arroyo Seco: Cooler climate and well-drained soils give intensely flavored berries

Karl L. Wenté, grandson of the winery's founder and grandfather of present winemaker Karl D. Wenté, pioneered winegrowing in Monterey County's Arroyo Seco district when he planted vineyards in the region in 1961. Like other winemakers to follow, he was impressed by the climate of the Arroyo Seco river region, the availability of excellent water, and the well-drained, rocky soils. The foresight of his decision is evidenced by the critically acclaimed wines from the area.

Arroyo Seco is a cooler region with an extended growing season, making it more favorable for cool-climate varieties. Soils replete with shale and limestone deposits provide excellent drainage and minerals that impart significant flavor components to the vines. These factors also result in smaller, more intense berries and concentrated flavors. Among the varieties planted are Chardonnay, Pinot Noir, Merlot and Riesling.

Certified Sustainable Winegrowing: Farming for the Future

More than 130 years of committed stewardship of the land has led to the development of Wenté Vineyards' *Farming for the Future* program, a system of sustainable viticultural practices designed to produce the best quality wines with the least environmental impact. During separate tenures as President of the California Wine Institute, Phil and Eric Wenté helped oversee the development of the non-profit trade organization's Code of Sustainable Winegrowing Practices, which promotes farming and winemaking practices that are sensitive to the environment and responsive to the needs and interest of society in general. Today, Karl D. Wenté leads the way in protecting the legacy and future ecological health of the family's nearly 3,000-acres of estate vineyards.

Winemaking: Tradition meets Technology

Tradition meets technology at the Wente Vineyards winery. This fusion of old and new is a Wente family legacy, from Third Generation Winemaker Karl L. Wente's adoption of stainless steel fermentation in the 1960s, to present-day experimentation with yeasts and unique red wine press designs. The willingness to innovate and experiment has been a hallmark of the Wente family operations since they introduced the first varietally labeled wines in the 1930s. Karl Wente is currently working with over 30 cultivars in his pursuit of excellence.

Today, the Wente family remains focused on their enduring winemaking philosophy of creating vintages that reflect vineyard origins and the unique qualities of the San Francisco Bay, Livermore Valley and Monterey, Arroyo Seco appellations.



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Celebrating Five Generations in Wine

Founded 130 years ago, Wente Vineyards is the country's oldest, continuously operated family-owned winery. Today, the winery maintains its leadership role in California winegrowing under ownership and management by the fourth and fifth generations of the Wente family. Blending traditional and innovative winemaking practices, the winery draws from approximately 3,000 acres of sustainably farmed estate vineyards to create an outstanding portfolio of fine wines. Located just east of San Francisco in the historic Livermore Valley, Wente Vineyards is recognized as one of California's premier wine country destinations, featuring wine tasting, fine dining and championship golf.

Dedicated to make superb, estate grown and sustainably produced fine wines

"California wine and the California wine country lifestyle are recognized and appreciated worldwide," says Fourth Generation Winegrower and CEO Carolyn Wente. "Our family is dedicated to making superb wines, estate grown and sustainably produced. We are equally dedicated to sharing the joys of wine country living – great wine and food, good times with family and friends, and the beauty of the land."

The family's vineyards, located in the Livermore Valley (San Francisco Bay) and Arroyo Seco (Monterey) appellations, are within the larger Central Coast appellation. The winery's Livermore Valley vineyards are part of the San Francisco Bay appellation. This region, distinguished by the marine influences of San Francisco Bay, is especially noted for Chardonnay, Cabernet Sauvignon, Merlot and Sauvignon Blanc, all wines that are in the Wente Vineyards portfolio.

Expanding property and exports

Eric Wente, Fourth Generation Winegrower and Chairman of the Board, has directed the company's diverse operations with the hands-on style that he shares with his siblings, Carolyn and Philip. Frequently overseas in meetings with importers in Wente Vineyards' international markets, he brings a true global perspective to the company. Eric received his masters in Enology from UC Davis and began his career at Wente Vineyards as winemaker.

In the Vineyards

Fourth Generation Winegrower and co-founder of the family's Murrieta's Well winery, Philip Wente focuses on community engagement and education, as well as supports Fifth Generation Winemaker, Karl Wente, on winegrowing decisions. Through the 1980s and 1990s, Phil spearheaded the expansion and redevelopment of the Wente family vineyards, replanting for better varietal location on new trellis systems that enhance the natural *terroir* of each vineyard block. In his role as manager of Wente Vineyards' land development, he has led a mission to preserve agriculture and open space in a region faced with urban development pressures. Phil's realization of the company vision include the Crane Ridge Vineyards working landscapes, an innovative harmonization of vineyard development and urban planning, and The Course at Wente

Vineyards, which brings private vineyard land into public use while maintaining the natural beauty of the surrounding terrain.

The Wine Country Experience

Carolyn Wenté, Fourth Generation Winegrower, brings her own style to her leadership role at the winery. In addition to her role as CEO, she is also an avid cook, accomplished hostess and author. Carolyn also co-authored a cookbook, *Sharing The Vineyard Table: A Celebration of Wine and Food from the Wenté Vineyards Restaurant*, with former Executive Chef of The Restaurant at Wenté Vineyards, Kimball Jones. Released by Ten Speed Press in fall 1999, the book is an inviting blend of recipes and ideas that reflect Carolyn's own wine country entertaining style. The follow-up book, *The Casual Vineyard Table*, was published in 2003.

Giving Back to the Community

Fifth Generation Winegrower, Christine Wenté, and Fifth Generation Winemaker and Senior Vice President, Karl Wenté, bring new ideas and perspectives to a family business in its second century of operation; they both are involved in programs that help educate and support the community. Christine Wenté joined the family business in 2000. Today, she serves as family ambassador and spokesperson as well as President of the Wenté Foundation for Arts Education, a non-profit foundation dedicated to raising money to support arts education programs in the Livermore Valley and throughout the United States.

Fifth Generation Taking it to the 'Nth Degree'

In 2002, Karl D. Wenté joined Wenté Vineyards as Fifth Generation Winemaker and today he also fills the position as Senior Vice-President of Winemaking and Viticulture. After graduating with degrees from UC Davis and Stanford University, he honed his skills at The Peter Michael Winery in Sonoma, then at Brown Brothers winery in northern Victoria, Australia. Karl's passion for making artisanal, handcrafted wines has resulted in award winning wines of the highest caliber. It has also led to the addition of "The Nth Degree" small lot wines to the Wenté Vineyards portfolio.

Farming for the Future™

Responsible stewardship of the land is a fundamental tenet that has been passed from one generation of the Wenté family to the next. One of the most important aspects of Wenté Vineyard's grape growing operation is its adherence to the principles of sustainable agriculture. Wenté Vineyards' cover crops are recycled into an organic fertilizer and soil enhancer used to create living soils—soils that renew themselves. Creative farming practices encourage bio-diversity in the vineyards, greatly minimizing the need for pest intervention. These practices also reduce the chance of water pollution from runoff, conserve water and energy, and control erosion in the vineyards. The family philosophy extends to the organically farmed gardens that supply produce and herbs for The Restaurant and catering kitchens. The Wenté Family has officially defined these innovative programs with a trademark phrase '*Farming for the Future.*'



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WENTE VINEYARDS A Five-Generation Family Chronology Since 1883

- 1883** Carl H. Wente, a German immigrant, purchases 48 acres of vineyard land in the Livermore Valley and builds a winery.
- 1918–1932** Wente produces sacramental wines to keep the winery and vineyards in production during Prohibition.
- 1933–1936** Wente Bros. produces and releases the nation’s first varietally labeled Sauvignon Blanc, Semillon and Chardonnay (then known as Pinot Chardonnay). Second generation winegrower Herman Wente helps found California’s Wine Institute.
- 1949** Third Generation Winegrower Karl L. Wente joins the winery, expanding national distribution and developing international markets for Wente and other California wines. He becomes a tireless spokesman for the California wine industry, and assists many fledgling growers and vintners.
- 1960** Guide Michelin and Look Magazine recognized Wente Bros. Chardonnay as the best in California.
- 1961-1963** Carl H. Wente’s son Ernest Wente and grandson Karl L. Wente pioneer new vineyard plantings in Arroyo Seco region of Monterey County including a certified plant nursery.
- 1966** Wente Vineyards Tasting Room opens- one of the first in California.
- 1969** Karl L. Wente produces first naturally botrytised late harvest Riesling in California.
- 1977** Fourth Generation Winegrowers Eric, Philip and Carolyn Wente head operations of the winery, continuing vineyard expansion in the Livermore Valley and Monterey appellations (now farming approximately 3,000 acres), expanding winery and related visitor facilities.
- 1985** The Wente family continues legacy and is proactive in land use issues, with the goal of balancing urban growth with economically viable agriculture. Key proponents of the South Livermore Valley Plan, a system that promotes permanent agriculture through controlled real estate development. At the same time, Wente Vineyards becomes one of California’s largest wine exporters.

- 1986** The Restaurant at Wente Vineyards opens California's third winery restaurant. The Concerts at Wente Vineyards annual series is launched, attracting top entertainers and thousands of guests annually.
- 1989-1990** The Wente family forms partnerships to launch Murrieta's Well and Tamás Estates in the Livermore Valley. They also expand international joint ventures and expand exports. Today Wente Vineyards exports to more than 70 countries.
- 1998** The Course at Wente Vineyards, an 18-hole championship golf course designed by Greg Norman, is opened, enhancing the wine country lifestyle of the Livermore Valley.
- 1999** Carolyn Wente, Fourth Generation Winegrower, wrote and published winery's first cookbook, *Sharing the Vineyard Table*.
- 2000** Christine Wente, Fifth Generation Winegrower, daughter of Eric and Arel Wente joins Wente Vineyards as Director of Marketing following graduation from Stanford and three years at E&J Gallo Winery. Today, Christine is President of the Wente Foundation for Arts Education.
- 2002** Karl D. Wente, Fifth Generation Winemaker and Senior Vice President, son of Eric and Arel Wente, joins Wente Family Estates following graduation from Stanford and U.C. Davis and after gaining experience at Peter Michael Winery in Sonoma and Brown Brothers winery in northern Australia. Carolyn Wente, Chief Executive Officer, writes and publishes second cookbook, *The Casual Vineyard Table*.
- 2004** The Wente family introduces The Nth Degree, a new line of luxury wines hand-crafted by Fifth Generation Winemaker Karl D. Wente.
- 2006** The Course at Wente Vineyards hosts the Nationwide Tour in (2006, 2007 & 2008).. The Restaurant at Wente Vineyards and The Concerts at Wente Vineyards celebrate their 20th Anniversaries.
- 2008** Wente Vineyards, the country's oldest continuously operated family owned winery, celebrates its 125th Anniversary and is inducted into the Culinary Institute of America's (CIA) Vintner's Hall of Fame. The Course at Wente Vineyards celebrates its 10th Anniversary.
- 2010** Wente Family Estates receives certification for its sustainability with respect to vineyard, winery and company practices with the Certified California Sustainable Winegrowing designation. The Course at Wente Vineyards receives Certified Audubon Cooperative Sanctuary status; the Wente Family receives the Lifetime Achievement award from the California State Fair; Wente Vineyards receives the California Travel Industry Award for Winery of the Year.
- 2011** Wente Family Estates is awarded American Winery of the Year by Wine Enthusiast magazine. Food Network partners with Wente Vineyards to create *entwine*, a new California wine portfolio.

- 2012** Wente Vineyards celebrates the 100th anniversary of the Wente family's involvement with Chardonnay after bringing cuttings from Montpellier, France to Livermore in 1912. Today, the Wente clone of Chardonnay is the most widely planted in California.
- 2013** Wente Vineyards celebrates its 130th anniversary and its 50th anniversary of farming wine grapes in Arroyo Seco, Monterey.



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Celebrating 100 Years of Chardonnay with Wente Vineyards

California's First "Family of Chardonnay" commemorates this special centennial of Chardonnay on June 18, 2012

Livermore, CA- In honor of the 100th Anniversary of the Wente family's historic connection to Chardonnay, Wente Vineyards will be hosting *A Century of Chardonnay Symposium* for trade and media on June 18th, 2012 at their Cresta Blanca Events Center in the Livermore Valley. For those that are unable to attend, one can view the symposium live on Wente Vineyards' U-Stream channel [here](#).¹ This event will explore all aspects of the Chardonnay grape varietal, including its history, the migration of the various Chardonnay clones, the diversity of the variety, its expression via different winemaking techniques and more.

Fourth Generation Winegrower Philip Wente, and Fifth Generation Winemaker Karl Wente will host the event, with Master Sommelier, Tim Gaiser serving as moderator. Several distinguished guests will be joining as panelists, including Nancy Sweet, Director of the Foundation Plant Services at University of California, Davis and Chuck Hayward, Wine Educator at JJ Buckley Fine Wines , in addition to two prominent winemakers.

The Wente family's connection with Chardonnay began with second generation Winegrower Ernest Wente, while he was a student at the University of California at Davis. In 1912, with the help of UC Davis employee Leon Bonnet, Ernest persuaded his father and winery founder Carl Wente, to import cuttings from the vine nursery at the University of Montpellier in France. Around the same time, Ernest Wente also sourced budwood from the Gier Vineyard in Pleasanton. He planted the two sources in his family's Livermore Valley vineyard and over the next 30-40 years, selected vines that showed favorable traits, and re-planted them to establish the Wente Clone of Chardonnay².

Starting in the 1940's and throughout the 1950's, the Wente clone began to spread across the state to other wineries, most notably Stony Hill, Louis Martini and Hanzell. The Martini family's Stanly Lane vineyard became the source for UC Davis trials in the late 1950's and 1960's, where Dr. Harold Olmo identified several selections that produced better yields and a more even crop. These were eventually taken to Foundation Plant Services (FPS) at UC Davis and heat-treated, becoming known as "heat treated Wente clones," which consisted of clones FPS 04, 05, 06 and 08.³

The Wente clone of Chardonnay lends its parentage to several other clones of Chardonnay that have been certified by FPS: FPS 09, 10, 11, 12, 13, 14, 17, 67, 72, 79, 80, 97 and Hyde. The most famous and widely

¹ Instructions to log on to U-stream and interact will be sent via invitation

² Philip Wente

³ Nancy Sweet 2007

distributed of all the clones that derived from the Wente plantings, FPS 04, eventually became the most widely planted Chardonnay selection in California.⁴

In 1976, the Judgment of Paris featured a 1973 Chardonnay from Chateau Montelena that was comprised largely of the Wente clone of Chardonnay. When that wine bested some of France's most prestigious whites in a blind tasting, California Chardonnay plantings grew exponentially from 2700 acres in 1970 to 11,000 acres in 1980 to 45,000 acres in 1988.⁵

Currently, there are almost 100,000 acres of Chardonnay planted in California and it has become the number one selling wine varietal in the US.⁶ With much of that Chardonnay originating from the original Wente clone, the family has certainly earned the title as "California's First Family of Chardonnay™".

Today, Fifth Generation Winemaker Karl Wente carries on the family tradition of crafting Chardonnay with four different styles of wine; the lush [Riva Ranch Chardonnay](#) from Arroyo Seco, Monterey, the bright and crisp [Morning Fog Chardonnay](#), the decadent and elegant [Nth Degree Chardonnay](#) and the Chablis-like [Small Lot Eric's Chardonnay](#).

For more information on the Wente family Chardonnay history, please visit www.wentevineyards.com/chardonnay. For media inquiries, interviews or to find out more about the Chardonnay Symposium please contact Charles Communications Associates 415 | 701-9463 or press@chalescom.com

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⁴ Nancy Sweet 2007

⁵ Wolpert et al. 1994; Robinson 2006

⁶ CDFA 2011



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Wente Vineyards Celebrates 130th Anniversary
Country's Oldest Continuously Operated, Family Owned Winery
Reviews Nearly a Century and a Half of Milestones

Livermore, CA – 2013 marks the 130th anniversary for the country's oldest, continuously operated family-owned winery, Wente Vineyards. The Wente family has played an integral role in the development of wine culture in America since the 19th century. Today, the company maintains its leadership role in California winegrowing under the ownership and management by the fourth and fifth generations of the Wente family.

“With such a longstanding history, we are happy to mark this milestone for both our family and our company,” states Carolyn Wente, CEO. “We are proud of our heritage and excited about the many new and innovative projects on the horizon.

Wente Vineyards is recognized as one of California's premier wine country destinations. Located just east of San Francisco in the historic Livermore Valley, the winery provides tastings, fine dining and championship golf, while serving as a venue for some of the finest outdoor concerts in California. In 2011, Wente Family Estates received the American Winery of the Year award from *Wine Enthusiast* magazine for its leadership role in the wine market, as well as its historical relevance to winemaking and production in the United States.

The company was founded in 1883 when German immigrant Carl H. Wente purchased 48 acres of vineyard land in the Livermore Valley. Blending traditional and innovative winemaking practices, today's winery draws from 3,000 acres of sustainably farmed estate vineyards, located in Livermore Valley and Arroyo Seco appellations.

Most notable within the historical Wente family history is the Chardonnay clone that was brought to California in 1912 from a vine nursery at Montpellier University in France. Planted in, what is now a heritage vineyard, along with cuttings from the historical Gier Vineyard in Pleasanton, CA, the Wente clone today comprises a majority of all Chardonnay plantings in California.

Wente Vineyards now operates under the direction of CEO and Fourth Generation Winegrower Carolyn Wente, along with Chairman of the Board and Fourth Generation Winegrower Eric Wente and Fourth Generation Winegrower Philip Wente. Fifth generation Karl D. Wente serves as SVP of Winemaking Operations and is lead Winemaker. He has brought innovation and modern style to the brand, particularly with the creation of The Nth Degree line of wines. Karl's sister, Christine Wente, Fifth Generation Winegrower serves as winery spokesperson and Director of the Wente Family Foundation for Arts Education.

Wente Vineyards continues to be known as one of America's leading premium wine exporters. The company plays a pivotal role in positioning California wines in the global marketplace, selling about 20% of its branded production in more than 70 countries, including Brazil, Canada, China, Japan, Germany, and the Caribbean. More than 300,000 estate grown cases are distributed on a national basis.

For more information, interviews and imagery, please contact Charles Communications Associates at 415|701-9463, or Kimberly Charles at press@charlescomm.com.

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Carolyn Wente Fourth Generation Winegrower and Chief Executive Officer



Carolyn Wente is one of the driving forces behind the expansion and growth of Wente Family Estates' portfolio of wines. She was also instrumental in the development of the Wente family's lifestyle business, which has brought Wente Vineyards worldwide renown and attracted visitors from all over the world. Today, Carolyn works with fourth and fifth generation family members and company executives to continue the growth of Wente Family Estates and their portfolio of wines. So far reaching are Carolyn's accomplishments that she was chosen as one of the honorees for the Leading Women Entrepreneurs of the World in 2002 in an event sponsored by J.P. Morgan Private Banking, Bacarrat, Hermes, among other leading luxury brands, receiving her award in Paris in April of that year.

"There are very few family businesses that survive past the third generation. I am proud to be a member of the fourth generation in a successful and growing family business in a very competitive global environment. Through my nearly 30 years in the business, I have built relationships with employees, customers and consumers. We are still a relationship-based business, so having visible family leaders who are in it for the long run is extremely important," says Carolyn.

When Carolyn joined the business in the early 1980s, the family made wine, grew grapes and raised cattle. Carolyn and her brothers envisioned a place where visitors could learn about wine; enjoy the pleasures of the table, and retreat to the scenic surroundings of the vineyard. The opening of the Wente Vineyards Restaurant and Visitors Center in 1986 was the first step in the realization of their dream. Under Carolyn's direction, The Restaurant at Wente Vineyards has become a culinary destination continuously rated among the top ten restaurants in the East Bay by a number of leading publications including the popular Zagat restaurant survey and the Wine Spectator Best of Award of Excellence. In the summer of 1986, The Concerts at the Vineyard entertainment series followed featuring world-renowned artists such as James Taylor, Elvis Costello, Sheryl Crow and Diana Krall, Now each summer, over 10,000 of San Francisco Bay Area concertgoers come to Wente Vineyards in the Livermore Valley to enjoy spectacular evenings of wine, food and world-class entertainment.

On July 15, 1998, Carolyn hit the ceremonial first golf ball at the opening of The Course at Wente Vineyards, an 18-hole championship golf course designed by Australian golfing great, Greg Norman. The Wente family created a course, which is beautifully located in the midst of the vineyards and offers exciting challenges to both male and female golfers, a destination to enjoy wine country. In 2006 through 2008, The Course at Wente Vineyards has hosted the Wine Country Championship, the 5th stop on the PGA's Nationwide Tour.

“As a family, we are always pushing the quality envelope for our wines. With our lifestyle businesses, the same holds true – providing a quality experience that exceeds our guests' expectations,” says Carolyn.

In 1999, Carolyn co-authored *Sharing the Vineyard Table: A Celebration of Wine and Food from the Wente Vineyards Restaurant* with Kimball Jones. Through her direction of The Restaurant and this book, Carolyn expresses her wide-ranging culinary knowledge. A second book, *The Casual Vineyard Table*, a less formal take on meal preparation and wine and food pairing, was published in May 2003.

As CEO, Carolyn is now heading the effort to meet the family's goals for Wente Family Estates: growing the business, strengthening the company's brand promise, and developing an enabled, high performing organization. An important part of this effort is to secure an efficient transition, where the fifth and future generations take over a healthy and profitable business with seasoned, trained and passionate leaders - both family and non-family members.

Carolyn was born and raised in the Livermore Valley, California. She earned a degree in history at Stanford University. She also studied in Europe and was a student intern on Capitol Hill in Washington, D.C. To broaden her experience in the business world, Carolyn spent three years working for Crocker Bank as a financial analyst before returning to the family winery. Carolyn makes her home in the scenic Livermore Valley with her husband, Buck Layton, and their son Buck IV.

Recent Awards:

- “20 Most Admired People in the North American Wine Industry” 2013- Vineyard & Winery Management
- Girl Scouts’ of America – Women Leadership Award, 2012
- Wine Enthusiast American Winery of the Year Award, 2011
- Women Who Could be President, League of Women Voters 2009
- World’s Leading Women Entrepreneurs –April 2002
- Women in Leadership Awards 2001, 2002, 2003, 2004, 2009, 2010, 2011, 2012 – San Francisco Business Times
- Woman of the Year Award, 2000 – California State Assembly
- Outstanding Service Member Award 2000, 2006 – Livermore Valley Winegrowers Association
- Sales and Marketing Entrepreneur of the Year 2000 – Sales and Marketing Executives, San Francisco

Board Service:

- Stanford Athletic Advisory Board, Director, 2011 – present
- United States State Department Fine Arts Committee, 2009 – present
- Wine Institute, Director 2007 – present, Vice Chairman, 2012
- Livermore Valley Winegrowers Foundation: Founder and first Boar President (president 3 more times during 12 years on the Board) 1994 – 2004
- Les Dames d’Escoffier, San Francisco Chapter, Founder and Board Member 1985; Treasurer (for 12 years, 1987-1999); President 2008
- Les Dames d’Escoffier International: Treasurer, 1995-1997
- Livermore Chamber of Commerce, Director 1983-86
- Society of Wine Educators, Director 1984-86
- Livermore Valley Winegrowers Association Board of Directors and President (4 times), 1980 – 2009
- Alameda County Agricultural Advisory Board 1982-1984
- ValleyCare Hospital Foundation 1983-1985

Eric P. Wenté

Fourth Generation Winegrower & Chairman of the Board



As a Fourth Generation Winegrower for California's oldest, continuously operated winery, Eric Wenté oversees his family's operations that include, in addition to the winery, nearly 3,000 acres of vineyards, an award-winning restaurant, a Greg Norman-designed championship golf course, a land and vineyard development company, and a working cattle ranch.

Being frequently overseas in meetings with importers in Wenté Vineyards' international markets, he brings a truly global perspective to the family business. Consequently, Eric is responsible for Wenté Vineyards' dynamic expansion into worldwide export markets beginning in the early 1980s. Today, Wenté Vineyards exports to more than 70 countries worldwide and is considered a leader in the export of ultra-premium wines.

During his tenure as CEO, Eric, with the support of the winery's staff, updated Wenté Vineyards winemaking practices by implementing innovative techniques and constructing state-of-the-art facilities. Under Eric's leadership, night harvesting, wine presses situated in the vineyards, sophisticated, gentle dejuicing methods, and increased use of oak barrels for aging were all improvements incorporated into a winemaking system that combines the best of the traditional and the modern.

'My generation's contribution to the family business has been and still is to maintain the high quality and great value, which have earned us the reputation as one of the leading wineries of California, and at the same time keep developing our business within areas such as winegrowing, winemaking, sustainability, hospitality, sales and marketing', Eric says.

From 2005 to 2006, Eric served as Chairman of the Board of Directors for the Wine Institute, the public policy advocacy association of California wineries. Eric also served as Chairman of the Wine Institute's International Policy Committee, a position, which he held for many years. He is also past Chairman of the Research and Education Committee.

'To me, the most important value of our family is to treat everyone in a reasonable and responsible manner - as if they were in fact members of our family. That's important both as one of the major employers in our local community and as a winery that takes a leading role in developing the California wine industry', Eric says.

Raised at the winery, Eric learned the art of winemaking from his father and grandfather. His interest in modern winemaking methods developed during his studies at Stanford University, where he majored in chemistry, and at the University of California at Davis, where he received a Masters of Science degree in food science, specializing in enology.

'The nature of a family business is that it impacts your day - every day. And I wouldn't want it any other way. But I do enjoy travelling, horseback riding, playing golf and spending time in Tahoe with my wife, children and grandchildren', Eric says.

Eric and his wife, Arel, have two children, Christine and Karl, both of whom are actively involved in the family business as Fifth Generation Winegrowers. Christine is a graduate of Princeton University and Stanford University's Graduate School of Business. She is an active spokesperson for the company and President of the Wenté Foundation for Arts Education. Her brother Karl, a Stanford University alumnus and a graduate of the University of California at Davis' enology and viticulture program, leads the winemaking team at Wenté Family Estates.

Philip R. Wente Fourth Generation Winegrower & Co-Founder of Murrieta's Well



Philip R. Wente is a Fourth Generation Winegrower, and for more than 25 years he has headed the operation, expansion and redevelopment of the Wente Family Estate vineyards and its land development programs. Under his supervision of agricultural operations, the winery's vineyard holdings increased significantly. He replanted the family's estate vineyards, utilizing the soil resources and new trellis system technologies to further enhance the natural distinctiveness of each vineyard block.

Philip is strongly committed to preserving and protecting the family's vineyards through the 'Farming for the Future' program dedicated to sustainable agriculture. This program is a system of practices that enhances the vitality of the soil, creating a harmony of sustainable ecology, minimal water use and reducing non-organic waste, all part of the family's ongoing focus on sustainability.

"Our vineyards are our heritage. We want to produce exceptional wines with the least environmental impact, and create vineyards that will endure and thrive," Philip explains.

Philip is a leading advocate for the Livermore Valley and Arroyo Seco as winegrowing regions and is actively involved in land use and planning issues in the Livermore Valley. In 1986, Philip spearheaded the South Livermore Valley Planning Process that created a General Plan Amendment adopted in 1993. One of the many tools developed during this planning progress was the formation of the Tri-Valley Conservancy, an innovative agricultural land trust that harmonizes real estate development and agricultural land preservation in Alameda County, California. These initiatives were so successful that they are being used as a model in many other areas of the country.

"I view it as a very important responsibility of my family to continue enhancing the development and branding of the appellations of the Livermore Valley, San Francisco Bay and Arroyo Seco, Monterey, ultimately positioning them among the most remembered and renowned appellations in California," Philip explains.

In 1990, Philip teamed up with winemaker Sergio Traverso to revive the historic winery, Murrieta's Well focusing on red and white blended wines produced from the sustainably farmed estate vineyards.

Following in the footsteps of his grandfather Ernest Wente, Philip pursued his love of viticulture at University of California at Davis. He graduated in 1975 with a degree in agricultural science and management, specializing in viticulture and enology. In recognition of his commitment to viticulture, Philip was elected to the Board of the Wine Institute in 1977, served as chairman in 1995, and continues as an ex-officio officer to the present time, a further tribute to his commitment to the stewardship of the California Wine Industry.

Philip lives with his wife, Julie, and their daughters in the Livermore Valley home built by his grandfather early in the last century.

Karl D. Wente

Fifth Generation Winemaker and Senior Vice-President of Winemaking



Fifth Generation Winegrower and Winemaker Karl D. Wente is responsible for all winemaking at Wente Vineyards. 2013 will be Karl's 14th vintage and the 12th at Wente Vineyards, working with the family's estate-grown vineyards.

"To me it is a source of pride that my family has been committed to the soil and climate of Livermore Valley for five generations and Arroyo Seco since the 1960's. And that we have always had a philosophy of delivering thoughtfully balanced, food-friendly wine, with a sense of place," says Karl.

Being highly educated and experienced in both winegrowing and winemaking, Karl maintains the traditional hands-on approach of previous generations of Wente family winemakers. In the vineyards he nurtures no less than 33 grape varieties while in the winery he takes great pride in making balanced and thoughtful wines out of each of them. "Continued emphasis on innovative farming and top quality fruit are the keystones of winemaking. Great wines truly do begin in the vineyard." Karl says.

Since joining Wente Vineyards in the summer of 2002, Karl has overseen the production of the winery's estate grown and small lot wines. His passion for artisanal, handcrafted wines has led to the addition of Small Lot wines, The Nth Degree series, as well as the development of a small lot winemaking facility within the main winery.

"Integrity, excellence, sustainability, and respect are truly the values that we share in my family. Integrity is simple. I can almost hear the words of Ernest Wente: 'you've got nothing without your word'. And sustainability has just been a part of our DNA since Carl Wente planted his first vine back in 1883," says Karl.

Along with his interest in the technical aspects of winemaking, Karl is also an ardent viticulturalist. And, thanks to the efforts of the previous generations, he enjoys the benefits of state-of-the-art winemaking facilities and nearly 3,000 acres of vineyard in two premier appellations. "We have a family legacy of innovation and accomplishment," he says. "It's a heritage that inspires me and I am honored to be part of this legacy."

Karl grew up working at Wente Vineyards and he chose to gain experience at other wineries, starting with The Peter Michael Winery in Sonoma. That was followed by a stint at Brown Brothers winery in northern Victoria, Australia, where Karl gained southern hemisphere experience before returning home to Wente Vineyards.

Karl graduated from Stanford University with a degree in Chemical Engineering, then went to graduate school at the University of California at Davis, where he earned two Masters degrees: one in horticulture (viticulture) and one in food science (enology). Studying winemaking and viticulture at U. C. Davis is another family tradition. Karl's father and uncle studied there, as did his great-grandfather in 1909, a year after the school was founded.

Karl is an avid skier, yogi, telemarker and mountain climber, and he loves playing tennis and basketball. He also has a passion for music, playing guitar, composing and performing with his band 'The Front Porch'.

Christine Wenté

Fifth Generation Winegrower & President of the Wenté Foundation Board



In 2000, Christine Wenté became the first member of the fifth generation to join the family business (her brother Karl Wenté, Fifth Generation Winemaker, joined in 2002), bringing new perspectives to the country's oldest continuously operated family-owned winery. She is an active spokesperson for the company, and a member of the Board of Directors.

"I am thrilled to be building on a tradition that has spanned five generations. We all work especially hard because we are contributing to each other's success and making an impact for previous and future generations. I think my family's dedication to the business is what creates the welcoming ambiance that our guests enjoy when visiting our properties," says Christine.

From 2000 to 2007, Christine focused on selling and marketing her family's wines in the United States and international markets with a sabbatical from 2002 to 2004 to attend Stanford University's prestigious Graduate School of Business, from which she received her MBA. As Senior Vice-President of Hospitality from 2008 through 2010, Christine oversaw the operations and marketing of the family's thriving lifestyle business. With her passion for wine and food and her dedication to creating world-class guest experiences, Christine is a dynamic spokesperson for the Livermore Valley.

In 2012, Christine helped establish The Wenté Foundation for Arts Education, a non-profit foundation dedicated to raising money to support arts education programs in the Livermore Valley and throughout the United States. Christine is President of The Wenté Foundation Board, and she serves on the Board of the Livermore Valley Winegrowers Foundation, planning the annual Livermore Valley Wine Auction. In addition, she is on the Board of the Piedmont Education Foundation, Wine Institute and Innovation Tri-Valley.

In the past, she has served on the Boards of the Livermore Valley Chamber of Commerce (2007 to 2012), Highlands Preschool (2011 to 2013), the Las Positas College Foundation (2008 to 2012), and The Cancer League, Inc. (2010 to 2012), a non-profit organization that raises funds for cancer research and patient care. In recognition for her contributions to the community, including advocacy for East Bay public schools, she received a "Best of the Best" award from Las Positas College in 2011.

"It is important to me to give back to our local community in the Livermore Valley, because it is an integral part of Wenté Vineyards and our family. I believe that we have the ability to improve our community through leadership, contributions, and involvement in local organizations," says Christine.

Prior to joining Wenté Vineyards, Christine gained additional wine industry experience by working in off-premise sales and later in international marketing for the Canadian market at the E. & J. Gallo Winery. Then she worked in on-premise key account sales, followed by a position on the brand marketing team for Gallo of Sonoma.

In addition to her MBA from Stanford University, Christine holds a bachelor's degree in politics from Princeton University. She also has a certificate in cuisine from Le Cordon Bleu in Paris, has studied sensory evaluation of wine and olive oil at U.C. Davis, and food writing through UC Berkeley's Extension Program.

“In my spare time, I love to entertain and be with my friends and family. I am fortunate to be in a role that is all about hospitality, so I am able to bring my personal experiences to work and my professional experiences home. I think that is why I view every event that we host as a company as if I am hosting it personally, in my home,” says Christine.

Christine resides with her husband, Roland, and their young son and daughter in the East Bay.

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