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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 Fourth and Fifth generations of the Wente family. Blending traditional and innovative winemaking practices, the winery draws from 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: Fourth Generation
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
Fifth Generation
Christine Wente, Fifth Generation Winegrower
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 Estate Grown series wines include **Cabernet Sauvignon, Merlot, Zinfandel, Pinot Noir, Syrah, Chardonnay, Sauvignon Blanc and Riesling**. The Nth D¹egree wines include Chardonnay, Merlot, Syrah and Cabernet Sauvignon. Wente Vineyards is the source clone for the majority of Chardonnay grapes grown in the United States with its historic

¹ CDFA 2011

clone brought in the 19th century to California from Montpelier in France.

Small Lot Winery: As part of The Nth Degree and Small Lot program, Fifth Generation Winemaker and Senior Vice President Karl Wenté and his uncle Phil Wenté select 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 batches.

Production: 325,000 National & Internationally Distributed Wines

The Nth Degree & Small Lot Wines

1,200 cases: The Nth Degree (wine club and select markets)

5,000 cases: Small Lot wines (winery only)

International Presence: Wenté 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 one-third of its branded production in more than 50 countries around the globe. The top markets are **Switzerland, Canada, Japan, Germany and Holland.**

Fine Dining: The Restaurant at Wenté Vineyards is an accurate reflection of the entire Wenté Vineyards experience: estate grown, family owned, sustainable. When guests visit The Restaurant at Wenté Vineyards, it is almost as if they have been invited into the Wenté family dining room. Featuring ingredient-driven California Wine Country cuisine, recently appointed 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 Wenté 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, designed by golfing great Greg Norman, is a **championship 18-hole public golf course** that traverses three distinct ecosystems—native woodlands, mature vineyards and rolling hills of natural grasslands. It was Audubon International certified in 2010 and 2011 recognizing its dedication to environmental preservation and sensitivity. The Grill at Wente Vineyards Grill, located in the clubhouse, serves casual American fare in a casual setting.

Concerts: Fine wine and food, complemented by gracious, personal service, are the hallmarks of the Wente Vineyards concert experience. Concerts are held at 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 century-old 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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FAQs & ANSWERS – 2012

Wente Family Estates

1. What is Wente Family Estates?

Wente Family Estates is the national and international sales and marketing organization representing Wente Vineyards, Double Decker, Murrieta's Well and Hayes Ranch wineries. Wente Family Estates sells to distributors in all 50 states, with regional sales directors and national accounts directors who call on key accounts throughout the United States. Wente Family Estates also has an export sales division responsible for major international markets, cruise lines and duty free channels. We export our wines to more than 50 countries worldwide.

2. Who from the Wente family is involved in the business today, and what does each of them do?

All members of the Fourth and Fifth Generations are involved in the day-to-day business operations:

Eric Wente, Chairman; Focused against building alternative channels

Phil Wente, Vice Chair; Focused against the wineries sustainability efforts and community outreach

Carolyn Wente, Fourth Generation Winegrower and CEO

Christine Wente, Fifth Generation Winegrower

Karl Wente, Fifth Generation Winemaker and Senior Vice President

Buck Layton; Focused on Wente Land Development projects

Julie Wente; Represents the winery at events and promotions

Arel Wente; Focused on wine education events

Jean Wente, Chairman Emeritus

3. How do the Wente Vineyards lifestyle businesses relate to the wine brand?

Our core businesses are growing grapes and making wine. Our lifestyle businesses – The Restaurant at Wente Vineyards, The Course at Wente Vineyards, The Concerts at Wente Vineyards, conference facilities and catering – incorporate wine into everyday life and attract visitors to the Livermore Valley, which is an essential part of our wine brands. What drives us in both our core business of growing and making wine and in our lifestyle business is

our family tradition of quality and our inherent striving for excellence in all that we do.

4. What is the annual volume of Double Decker, Murrieta's Well, Hayes Ranch and Wenté Vineyards?

Annually, Double Decker produces 40,000 cases, Murrieta's Well produces 10,000 cases, Hayes Ranch produces 50,000 cases and Wenté Vineyards produces 325,000 cases. Wenté Vineyards can also be described as a winery producing 250,000 cases for United States distribution and 75,000 cases for international distribution to more than 50 countries.

5. What is the Livermore Valley plan all about?

As residents of a great agricultural region, Wenté family members and others in the community worked together to ensure that the land of the South Livermore Valley was preserved for grape growing and other agricultural uses in perpetuity. This is known as the South Livermore Valley Plan, and one can see the benefits of it in the open spaces, recreation trails, and vineyards throughout the region. One of the many new tools that were developed as part of the plan was the Tri-Valley Conservancy, an agricultural land trust that harmonizes real estate development and agricultural land. These initiatives were so successful that they today are being used as a model in many other areas of the country.

Wenté Vineyards Winemaking

6. What is Wenté Vineyards' flagship wine?

Wenté Vineyards was the first winery in California to varietally label Chardonnay in 1936, and the Wenté Clone is the most widely planted Chardonnay clone in California. Wenté Vineyards has been producing benchmark Estate grown Chardonnays for nearly a century, and this is one of the wines we are most known for. (We now produce Riva Ranch Chardonnay from Arroyo Seco and Morning Fog Chardonnay from Livermore Valley.) However, for the past several decades we have made tremendous investments in our red wine program, from vineyard plantings to oak barrels, and we now produce approximately 50% red varietals.

7. How would you describe Wenté Vineyards' winemaking style and philosophy?

The wines crafted by Fifth Generation Winemaker Karl Wenté and his team are beautifully balanced, elegant and easily paired with food. Our winery creates wines that highlight the specific vineyard site selected to enhance the inherent fruit characteristics of each varietal as grown in the family's Estate vineyards.

8. What is The Nth Degree?

The Nth Degree represents our quest for the ultimate wine from our estate vineyards, varietal by varietal. Fifth Generation Winemaker Karl Wenté works closely with his uncle Phil Wenté, Fourth Generation Winegrower, and the vineyard managers to choose blocks of grapes that show exceptional promise, and these vineyards are farmed with a singular level of care and attention. The grapes are hand-harvested and then brought into the Small Lot winery, where they are hand-sorted and then carefully crafted to the “Nth Degree.” The Nth Degree wines are allocated and available for purchase for wine club members only (not sold to the public) and are also available in a very few specially selected restaurants and on and off-premise establishments in the US.

9. Are Wenté Family Estate wines organic?

No, our wines are sustainably farmed. Sustainable winegrowing integrates three main goals - environmental health, economic profitability, and social and economic equity. We believe sustainable winegrowing goes above and beyond many of the methods of organic farming by focusing on the long-term sustainability of the land. Sustainability by definition is much more encompassing and far reaching than organic farming, focusing on the entire environment, watersheds, habitats, and eco-systems within the entire operation.

10. What is sustainable agriculture?

Sustainable agriculture is farming with minimal impact on the land and with the goal of preserving the farming value and productivity of the land for the future. It includes beneficial practices such as cover cropping, composting, integrated pest management, and avoidance of chemicals whenever other options exist.

Over the long term, it:

- enhances environmental quality and the resource base on which agriculture depends.
- makes the most efficient use of nonrenewable resources and on-farm resources. It integrates, when appropriate, natural biological cycles and controls.
- is economically viable while using recognized best practices.
- enhances the quality of life for farmers, workers, and society as a whole.

During separate tenures as President of the California Wine Institute, Fourth Generation Winegrowers 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 interests of society in general.” Carolyn Wenté currently serves on the Wine Institute’s Sustainable Practices Certification Committee, helping steer the transition from the current

self-assessment program to a formal certification program in partnership with the California Association of Winegrape Growers.

11. Do you use pesticides on your vineyards?

We rarely use pesticides on our vineyards, and never when there is a better alternative. Instead, we use sustainable farming practices, such as planting cover crops that provide a natural habitat for beneficial insects. In 2000 we received an award from the state of California for innovation in “Integrated Pest Management,” i.e. using farming practices that minimize the need for pesticides by encouraging biodiversity in the vineyard.

12. What are the top export countries for Wente Family Estates?

Some of the top export markets for Wente Family Estates are Japan, Canada, United Kingdom and the Caribbean.

13. What is the retail price range of Wente Vineyards wines in the U.S.?

Wente Vineyards produces Estate Grown and Heritage Block wines as well as limited production Small Lot wines and The Nth Degree. The Estate Grown wines range from \$13 to \$15 per bottle, Heritage Block wines range from \$20 to \$25 per bottle, Small Lot wines range from \$20 to \$40 per bottle, and The Nth Degree wines range from \$40 to \$65 per bottle.

Our Vineyard Selection wines and Heritage Block wines are available nationwide. Look up a retailer near you at

<http://www.wentevineyards.com/wine/>

The Nth Degree series is available at the tasting room at Wente Vineyards and at selected outlets. The Small Lot series is created especially for our wine club members and availability is extremely limited.

14. What is the difference between wines from the Livermore Valley and wines from Napa or Sonoma?

All three are excellent coastal grape growing regions located in Northern California. The Livermore Valley has an east-west orientation, unlike Napa and Sonoma (which are north-south valleys), and is part of the San Francisco Bay appellation. The east-west orientation of the Livermore Valley allows marine breezes to come in from the Pacific Ocean through the Golden Gate Gap and cool the valley, creating an ideal grape growing region. The Livermore Valley has the heaviest concentration of gravelly soils of any of the coastal valleys in California. This is partly due to the many arroyos that run through the valley. The Livermore Valley also has less rainfall than Napa and Sonoma, which enables us to monitor and control the amount of water in the vineyards through irrigation, allowing for fuller flavor development in each varietal. All of these factors enhance the quality of our grapes.

15. Why was the San Francisco Bay appellation created?

The San Francisco Bay appellation (the northern-most subset of the Central Coast appellation) was established because the region is unified by common climatic characteristics – primarily the moderating influence of the San Francisco Bay and the cooling influence of the marine breezes that come inland from the Pacific Ocean through the Golden Gate Gap. The wineries within the San Francisco Bay appellation have historically been referred to as the “Bay Area wineries,” and the area encompasses vineyards that were previously part of the Central Coast, but not part of a larger sub-appellation.

16. What are the differences between the wines Wente Vineyards produces today and those you produced several decades ago?

Since it was established in 1883, Wente Vineyards has been recognized as one of the finest producers of white wine varietals in California. We were the first winery in California to varietally label Sauvignon Blanc, in 1934, and Chardonnay in 1936. Our rich history of producing handcrafted wines from the family vineyards continues today with emphasis not only on Chardonnay and Sauvignon Blanc but also on classic red varietals such as Cabernet Sauvignon, Merlot, and Pinot Noir. The fact that we have been farming our vineyards for 125 years assures that the finest varieties are planted in the soils and climates to which they are best suited. Through careful study and by monitoring each vintage, our vineyard practices are evolving, including new clonal selections, trellising, and more sophisticated water monitoring techniques. Our winemaking practices continue to be on the cutting edge and our small oak barrel capacity has increased ten-fold during the past decade.

17. Why doesn't Wente Vineyards produce Grey Riesling (and Le Blanc de Blancs) anymore?

Consumers' tastes have been changing since Wente Vineyards Grey Riesling was one of the most popular varietals in the United States. Tastes have evolved from blended wines to classic California varietals such as Chardonnay, Sauvignon Blanc, Merlot, and Cabernet Sauvignon. These are the varietals that make up the majority of the Wente Vineyards portfolio of wines today. We also have a tremendous heritage with these varietals, having grown them for 125 years, and having been the first winery in California to varietally label Sauvignon Blanc, in 1934, and Chardonnay, in 1936.

18. Do you add sulfite to your wines?

Sulfite is a natural by-product of yeast's interaction with wine during the fermentation process. No wine could ever be 'sulfite free'. We do add a minimal amount of sulfur dioxide to our wines, as most wineries do, because it acts as an antioxidant and anti-microbial agent, preserving the quality of the wine. Sulfur dioxide is very commonly used in the food industry. Many food

products such as dried fruits or canned tomato sauces contain higher sulfur dioxide levels than wine does.

19. Is your wine vegan, or vegetarian?

Yes, our wines qualify as both vegan and vegetarian.

20. What is Wente Family Estates' opinion about screw caps and synthetic corks?

Today, we exclusively use natural cork for all of the Wente Vineyards and Murrieta's Well wines. We use screw caps for the Hayes Ranch and Double Decker wines. We believe that screw caps are an excellent closure option because they protect wines' flavors and freshness very reliably. High quality cork is also an excellent option, and fits with the tradition of Wente Vineyards and Murrieta's Well.

The Concerts at Wente Vineyards

21. Why are the concert series tickets so expensive? Perhaps an explanation of the tiers of tickets available for staff reference

Actually, we have worked to make the tickets very affordable for the caliber of entertainment experience we deliver. Our guests see top-name performers in a small, outdoor venue (approximately 1,700 seats), while enjoying a gourmet dinner in either our Restaurant or from a lavish wine country buffet.

22. What are some of the acts you've had at the winery?

We've hosted some top name performers, including Seal, Tony Bennet, B.B. King, Train, Boz Scaggs, Kenny G., Hootie & the Blowfish, Chris Isaak, The Doobie Brothers, Diana Krall, Dana Carvey, Bill Cosby, Willie Nelson, Z.Z. Top, Natalie Merchant, and many others.

The Restaurant at Wente Vineyards

23. What type of cuisine does The Restaurant serve?

Featuring ingredient-driven California Wine Country cuisine, recently appointed Executive Chef Eric Berg 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.

24. Are you opening a hotel?

We have discussed developing a small luxury inn to accompany The Restaurant, Events Center, and Golf Course. We are still in the exploration stages and do not have a definitive timeline or business plan to do so.

The Course at Wente Vineyards

25. Is your golf course public or private? Describe the terrain and yardage.

The Course at Wente Vineyards is a public daily-fee golf course. Open seven days a week, it has many of the amenities of a private course. Designed by Greg Norman, The Course plays through the natural landscape, with three distinct topographies - native woodlands, mature vineyard and rolling hills of natural grasslands. It is par 72 and approximately 7,200 yards, with slopes of 122 on red tees, 124 on white tees, 131 on blue tees, and 141 on gold tees and is suited very well for both male and female players. The Course has been the site for the PGA Nationwide Tour, 2006-2008. It was granted Certified Audubon Sanctuary status in 2010 and 2011.

Double Decker Wines

26. What differentiates Double Decker wines from other wines?

Take the trip! Double Decker produces Estate Grown, hip and adventurous wines from The Livermore Valley, San Francisco Bay and Arroyo Seco, Monterey appellations. The wines of Double Decker are crafted to be approachable and food friendly wines at a price point that allows for everyday enjoyment. Double Decker specializes in Pinot Grigio, Zinfandel, Sangiovese, Barbera and the blend called Double Decker Red. These wines retail for about \$10-15.

27. Who owns Double Decker, and who is the winemaker for Double Decker?

The Wente family owns Double Decker. The winemaking team at Wente Family Estates craft wines from grapes grown in Estate vineyards specifically designated for Double Decker under the direction of Karl Wente.

Murrieta's Well

28. What is the retail price range of Murrieta's Well wines in the U.S.?

The retail prices of Murrieta's Well wines range from \$22 to \$35 per bottle.

29. What makes wines from Murrieta's Well significant?

Murrieta's Well wines are produced from grapes grown on a sustainably farmed 92-acre Estate Vineyard and the adjacent historic Raboli vineyard. The flagship wines are distinctive blends, handcrafted in both French and Spanish traditions. Murrieta's Well The Whip and The Spur are Bordeaux blends.

Zarzuela, a blend of Spanish and Portuguese varietals, is modeled after the famed Spanish wines of Ribera del Duero and Rioja. Estate grown, old-vine Zinfandel from the renowned Raboli Vineyard, and small-lot Los Tesoros de Joaquin wines round out the diverse portfolio.

30. What does Vendimia mean?

Vendimia means “harvest” or “vintage” in Spanish. Vendimia was used on the first releases of Murrieta’s Well as a proprietary name. Today, the red and white Bordeaux-style blends are labeled Meritage while the word Vendimia is in direct conjunction with the vintage date.

31. Who owns Murrieta’s Well, and where are the wines made?

Murrieta’s Well Winery was founded by Sergio Traverso and Philip Wenté in 1990, and is owned by the Wenté family. Sergio is a consulting winemaker and brand ambassador with a passion for the exquisite blended wines. The wines are made from grapes grown on the sustainably-farmed 92-acre Murrieta’s Well Estate vineyard. The wines are made at the Wenté Vineyards Small Lot winery under the direction of Phil and Sergio.

32. What is Hayes Ranch?

Hayes Ranch is a collection of premium wines that embody the spirit of the American West. The wine packaging has playful western icons on the front label with descriptions about the wine flavor and style providing the consumer education on wine style. The Chardonnay, Cabernet Sauvignon, Merlot, Syrah and Pinot Grigio, all from vineyards in the Central Coast appellation, are crafted to be bright, vibrant and appealing to many palates. Retail prices range from \$7.99 to \$9.99. Hayes Ranch is the quality wine you expect; available at an excellent value.

Questions about Listing Wenté Family Estates Wines on Wine Lists

1. How should I list Wenté Vineyards wines on a wine list?

When listing Wenté Vineyards wines on a wine list, please include the winery name and the proprietary name, such as:

- *Wenté Vineyards Riva Ranch Chardonnay 2007, Arroyo Seco, Monterey*

The appellation should be selected based on what will be most recognizable to the consumer. If you think San Francisco Bay will be more recognizable to consumers, use that appellation. In the United States, it is preferable if there is enough room on the list to use both. Please do not list the wine/winery as just “Wenté”, Vineyards should always be included as this is our brand name.

2. Please note that wines from Double Decker should be listed with that winery name. We no longer use the name TAMÁS Estate. For instance:

- *Double Decker Pinot Grigio 2007, Monterey*

3. Please list Murrieta's Well wines as:

- Murrieta's Well, The Whip, 2010 Livermore Valley
- Murrieta's Well, The Spur, 2009, Livermore Valley



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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, naming it Wente Bros. |
| 1918–1932 | Wente produces sacramental wines to keep the winery and vineyards in production during Prohibition. |
| 1933–1936 | Wente 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
- 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
- 1969** Karl L. Wente produces first naturally botrytised late harvest Riesling in California
- 1977** Fourth Generation Winegrowers Eric P., Philip R. 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 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 Double Decker Winery in the Livermore Valley. They also expand exports and today Wente Vineyards exports to more than 50 countries
- 1991** The Wente family creates Crane Ridge Vineyards, an innovative real estate project combining planted vineyards with home sites to create working landscapes. The progressive zoning allows each parcel to have: a home among the vineyards, a working winery, and a bed & breakfast inn

- 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
- 2000** Christine Wente, Fifth Generation Winegrower, daughter of Eric P. & Arel Wente joins Wente Vineyards as Director of Marketing following graduation from Princeton and Stanford and three years at E&J Gallo winery. Today, Christine is Senior Vice-President of Hospitality and as such oversees the family's lifestyle businesses
- 2002** Karl D. Wente, Fifth Generation Winemaker and Senior Vice President, son of Eric P. & Arel Wente, joins Wente Vineyards following graduation from Stanford and U.C. Davis and several years gaining experience at Peter Michael Winery in Sonoma and Brown Brothers winery in northern Australia
- 2004** The Wente family introduces The Nth Degree, a new line of wines hand-crafted by Karl D. Wente
- 2006** The Course at Wente Vineyards celebrates its 20th Anniversary, and hosts the newest Nationwide Tour event, The Livermore Valley Wine Country Championship at Wente Vineyards, with the Livermore Valley Winegrowers Foundation named the host organization. The Concerts at Wente Vineyards celebrates its 20th season
- 2007** Introduction of Wente Vineyards Estate Grown wines, with new packaging focused on proprietary names relating to vineyard blocks' historic and geographic origins
- 2008** Wente Vineyards, the country's oldest continuously operated family owned winery, celebrates its 125th Anniversary. The Course at Wente Vineyards celebrates its 10th Anniversary
- 2010** The Course at Wente Vineyards receives Certified Audubon Cooperative Sanctuary status
- 2010** The Wente Family receives the Lifetime Achievement award from the California State Fair
- 2010** Wente Vineyards receives the California Travel Industry Award for Winery of the Year
- 2011** Wente Family Estates receives the American Winery of the Year award from Wine Enthusiast magazine

2012

Wente Vineyards celebrates its 100th year anniversary since the Wente family first brought cuttings from France to Livermore, CA in 1912. More than 75% of the Chardonnay planted in California today is derived from the Wente clone

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VINEYARDS

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WENTE VINEYARDS
EXPERIENCE THE LEGACY
Celebrating Five Generations in Wine

Founded 129 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, affordable and sustainably produced wine

“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, sustainably produced and affordably priced. 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.

Fourth Generation Winegrower and co-founder of the family's Murrieta's Well winery, Philip Wente oversees the winery's land development programs. 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.

Leading hospitality

Carolyn Wente, Fourth Generation Winegrower and CEO, brings her own style to her leadership role at the winery. In addition she is an avid cook and accomplished hostess, Carolyn co-authored a cookbook, *Sharing The Vineyard Table: A Celebration of Wine and Food from the Wente Vineyards Restaurant*, with former chef 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.

Fifth Generation Winegrower Christine Wente and Fifth Generation Winemaker and Senior Vice President Karl Wente bring new ideas and perspectives to a family business in its second century of operation. Christine Wente joined the family business in 2000. She took a sabbatical from her position as Vice President of Marketing to attend Stanford University's prestigious Graduate School of Business, from which she received her MBA in June of 2004. Today, Christine serves as family ambassador and spokesperson after working as Vice President of Hospitality for the past several years.

Fifth generation taking it to the 'Nth Degree'

In 2002, Karl D. Wente joined Wente Vineyards as Fifth Generation Winemaker and today he also fills the position as Senior Vice-President of Winemaking and Viticulture. Karl graduated from Stanford University with a degree in Chemical Engineering, followed by graduate school at UC Davis, where he earned two Masters degrees: one in viticulture and one in enology. After school, 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 led to the addition of "The Nth Degree" small lot wines to the Wente Vineyards portfolio during his tenure.

Farming for the Future

Responsible stewardship of the land is a fundamental tenet that has been passed from one generation of the Wente family to the next. One of the most important aspects of Wente Vineyard's grape growing operation is its adherence to the principles of sustainable agriculture. Wente 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 Wente Family has officially defined these innovative programs with a trademark phrase '*Farming for the Future.*'



FAMILY OWNED.
ESTATE GROWN.
SUSTAINABLY FARMED.



Wente Vineyards Celebrates 100 Years of Chardonnay in 2012

Vision of Ernest Wente in 1912 set the stage for Best Selling Wine in the United States today



2012 marks the 100th Anniversary of the Wente family's involvement with Chardonnay, beginning with Second Generation Winegrower Ernest Wente's interest in Chardonnay while attending UC 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. 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.

² Philip Wente

Post-prohibition, Chardonnay had a limited presence in California with much of it having been destroyed due to the fact that the thin-skinned delicate grape could not withstand shipment to the East Coast for home winemakers.³ At the time, the Wente's vineyard represented one of only two commercially viable vineyards in the state. 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 08.⁴

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 distributed of all the clones that derived from the Wente plantings, FPS 04, eventually became the most widely planted Chardonnay selection in California.⁵

In 1976, the Judgment of Paris featured a 1973 Chardonnay from Chateau Montelena that was comprised of Wente clone grapes. 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 1988.⁶

Currently, there are almost 100,000 acres of Chardonnay planted in California and Chardonnay has become the number one selling wine varietal in the US.⁷ 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](#).

To commemorate this special centennial of Chardonnay, the Wente family plans on putting on several symposia for trade and consumers in 2012 focusing on the history both past and present of this varietal. The panel will include a Master Sommelier,

³ Olmo 1971

⁴ Sweet 2007

⁵ Sweet 2007

⁶ Wolpert et al. 1994; Robinson 2006

⁷ CDFA 2011

several notable winemakers who've worked with the clone over time, Phil Wente, 4th generation winegrower, and other key stakeholders.

About Wente Vineyards

Founded in 1883, Wente Vineyards is the oldest continuously-operated, family-owned winery in the country; owned and managed by the fourth and fifth generations of the Wente family. The winery draws from nearly 3,000 acres of Estate vineyards in the Livermore Valley, San Francisco Bay and Arroyo Seco, Monterey appellations to create an outstanding portfolio of fine wines. Wente Vineyards is distributed in all 50 states and in over 70 countries worldwide. In 2010, Wente Vineyards was among the first wineries to receive the Certified California Sustainable Winegrowing designation, and one of the only wineries to certify every aspect of its business. In 2011, Wente Family Estates was named American Winery of the Year by Wine Enthusiast and a top 30 wine company by Wine Business Monthly. 2012 marks the 100th anniversary of the Wente family bringing Chardonnay cuttings to California. Today, a majority of all California Chardonnays derive from the Wente clone.

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, world class concerts, fine dining at the award-winning Restaurant at Wente Vineyards, and championship golf at the Greg Norman designed Course at Wente Vineyards. For more information, visit www.wentevineyards.com.

The Restaurant at Wente Vineyards: Ingredient-driven California Wine Country cuisine

The Restaurant at Wente Vineyards is an accurate 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, recently appointed Executive Chef Eric Berg 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.

About Catering with Wente Vineyards: Serving the Bay Area

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 Scott Ritchie leads the catering team. "Catering with Wente Vineyards" is coordinated by Sales Director Robert Gundry.

About The Concerts at Wente Vineyards

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

About The Course at Wente Vineyards

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. Designed for both novice and pro, The Course is host of the Livermore Valley Wine Country Championship, part of the PGA Tour's Nationwide Tour. Additionally, it was certified by Audubon International in late 2009 for its commitment to environmental sensitivity and conservation. For tee times call (925) 456-2425 or visit online at www.wentegolf.com. The Course is located at 5040 Arroyo Road in Livermore, CA.

About the Livermore Valley Winegrowers Foundation

The Livermore Valley Winegrowers Foundation was founded in 1994 as way for the Valley's wine industry to give back to the community and increase awareness of this generous wine region. Through its primary activities, the Livermore Valley Wine Auction and the Wine Country Championship, the Foundation has contributed more than \$3 million dollars for local charities ranging from providing funds for the pediatric unit at ValleyCare Medical Center, to funding the Oakland East Bay

Symphony's programs for underserved children, and supporting Camp Arroyo, a summer camp for children with life-threatening illnesses.



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Carolyn Wente
Fourth Generation Winegrower and Chief Executive Officer



Carolyn Wenté is one of the driving forces behind the expansion and growth of Wenté Family Estates portfolio of wines. She was also instrumental in the development of the Wenté family's lifestyle business, which has brought Wenté 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 Wenté 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 Wenté Vineyards Restaurant and Visitors Center in 1986 was the first step in the realization of their dream. Under Carolyn's direction, The Restaurant at Wenté 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. 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 300,000 of San Francisco Bay Area concertgoers come to Wenté 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 Wenté Vineyards, an 18-hole championship golf course designed by Australian golfing great, Greg Norman. The Wenté 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. For the past three years The Course at Wenté 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:

- 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 – 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

Eric P. Wente Fourth Generation Winegrower & Chairman of the Board



As a Fourth Generation Winegrower for California's oldest, continuously operated winery, Eric Wente 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 Wente Vineyards' international markets, he brings a truly global perspective to the family business. Consequently, Eric is responsible for Wente Vineyards' dynamic expansion into worldwide export markets beginning in the early 1980s. Today, Wente Vineyards exports to more than 50 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 Wente 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.

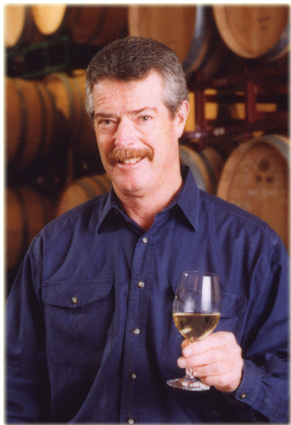
Raised at the winery, Eric learned the art of winemaking from his father and grandfather. His interest in modern winemaking methods developed during his studies at Stanford University, where he majored in chemistry, and at the University of California at Davis, where he received a Masters of Science 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 Taboe 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 provides marketing leadership for the Wenté family's hospitality, entertainment and golf operations, including The Restaurant, The Concerts, and The Course at Wenté Vineyards. 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 Vineyards.

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



Philip R. Wenté is a fourth generation winegrower, and for more than 20 years he has headed the operation, expansion and redevelopment of the Wenté 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 92-acre Estate Vineyard and the adjacent historic Raboli vineyard.

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**



Fifth Generation Winegrower and Winemaker Karl D. Wente is responsible for all winemaking at Wente Vineyards. 2010 will be Karl's 11th vintage and the 9th at Wente Vineyards, working with the family's estate-grown vineyards.

- *"To me it is a source of pride that my family has been the 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 limited release 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, 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 Wente **Fifth Generation Winegrower & Director**



In 2000, Christine Wente became the first member of the fifth generation to join the family business (her brother Karl Wente, Fifth Generation Winemaker, joined in 2002), bringing new perspectives to the country’s longest 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 continuously works to improve and increase awareness of The Tasting Rooms, The Restaurant, The Course, Catering, and The Concerts at Wente Vineyards.

Christine is a dynamic spokesperson for the Livermore Valley and currently holds Board positions on the Livermore Chamber of Commerce (2007 to present, Chairman in 2011), Highlands Pre-School (2011 to present), the Las Positas College Foundation (2006 to present), and The Cancer League, Inc. (2010 to present), a non-profit organization that raises funds for cancer research and patient care. She served on the Board of the Livermore Valley Winegrowers Foundation (2005 to 2007), planning the Livermore Valley Wine Auction to raise money for local children’s charities. 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 Wente 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 Wente 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.

Matt Greco **Executive Chef at Wente Vineyards**



Wente Vineyards is pleased to welcome Chef Matt Greco direct from the East Coast as the new Executive Chef at The Restaurant at Wente Vineyards. Beginning October 1, 2011, the fall season introduces a new talent to the kitchen at Wente Vineyards. Looking forward to putting his spin on California cuisine, Chef Greco brings excellent technique, passion and creativity to his new role.

Born and raised in Texas, Chef Greco began his career at an organic market in his hometown. His insatiable hunger continued to propel his budding chef talents and he moved to New York to study at the Culinary Institute of America in Hyde Park. Following culinary school, Matt was offered a job at Cafe Boulud, Daniel Boulud's restaurant on the Upper East Side of Manhattan. There he spent four years learning and perfecting the art of French cuisine under the guidance of Andrew Carmellini, before assisting in the launch of Café Gray. Working as a Sous Chef at the prestigious restaurant, A Voce, for a year, Chef Greco then returned to Café Gray in 2007 where he was appointed Sous Chef. There he played an integral role developing the menus and running the kitchen.

During this time, New York's casual dining scene was starting to gain ground and Matt was inspired to embrace his Southern roots for a casual dining concept. In June 2008, Matt launched the southern inspired restaurant, Char No. 4 in the trendy Brooklyn quarters. Designing both kitchen and menu, Matt let the kitchen operations

and launched the restaurant to great acclaim, earning a spot in New York Magazine's 'Top Ten Best New Restaurants 2009', and Michelin Guide Bib Gourmand 2009-12.

Following three years at the helm of the kitchen, Chef Greco was inspired to move west and try his hand at California cuisine. "I have always been extremely influenced by the Bay Area food Scene," says Greco. Excited to begin his life and career in the Bay area with his wife and son by his side, Chef Greco joins the team at the restaurant at Wentz vineyards with new ideas and creativity.

"I love that the restaurant has its own garden and am excited to source unique local products and take full advantage of California's bounty," says Chef Greco. His role as Executive Chef will include working closely with Master Gardener, Diane Dovoluk to decide what produce to plant and source for the seasonally changing menu.

Matt's warm demeanor is a perfect fit for the family owned and run Wentz Vineyards. The restaurant at Wentz Vineyards is delighted to bring Matt's creativity, love of food and new ideas to the restaurant. His enthusiasm for food and hospitality will be a great addition to the team, where he will collaborate with Carolyn Wentz to continue delivering a memorable dining experience for guests at The Restaurant at Wentz Vineyards.



The founding Wente Family, circa 1895

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