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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 Winegrower and Winemaker, Senior Vice-President of Winemaking and Viticulture

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

Small Lot Winery: As part of The Nth Degree and Small Lot program, Fifth Generation Winemaker Karl Wente and his uncle Phil Wente **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

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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:

National & Internationally Distributed Wines

194,000 cases: Estate Grown series ~ U.S.

100,000 cases: Estate Grown series ~ International

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:

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 one-third of its branded production in more than 50 countries around the globe. The top markets are **Switzerland, Canada, Japan, Germany** and **Holland**. Wente Vineyards also enhances the perception of American cuisine around the world, with festivals of American wine and food, led several times a year by the chefs from The Restaurant at Wente Vineyards. (Is this still the case?)

Fine Dining:

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.

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 Scott Ritchie



leads the catering team. “Catering with Wente Vineyards” is coordinated by Sales Director 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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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 Tamás Estates 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 Winegrower and Winemaker, 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



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**WENTE VINEYARDS
EXPERIENCE THE LEGACY
Celebrating Five Generations in Wine**

Founded 128 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 Winegrowers Christine and 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 Winegrower and 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.*'