

Foppiano
VINEYARDS
ESTABLISHED 1896



QUINTESSENTIAL
IMPORTER | DISTRIBUTOR | MARKETER
www.quintessentialwines.com



Our Story

The Story of Foppiano Vineyards

Foppiano Vineyards is an epic family proud of its Italian heritage, full of tradition, perseverance and contributions to the history of Sonoma County and the wine industry.

Founded in 1896 by Giovanni Foppiano, Foppiano Vineyards is one of Sonoma County's oldest continually-operated, family-owned wineries. Our family has supplied northern California with wine for over a century, surviving Prohibition in the 1920s by selling home winemaking kits.

We believe that through the strength of the family and a commitment to quality, our traditions can be maintained and thrive. We're proud to be one of the founding members of the Russian River Valley AVA, and continue to enjoy the fruits of our hardworking Italian heritage.

To stay on the cutting edge of quality winemaking, we've made important investments in infrastructure and winery equipment throughout the years. The vision of the fifth generation of Foppianos, together with Giovanni's foresight to purchase land in the Russian River Valley, guides our family into the future while creating a world class wine program representative of our history.



Our History

One of the Oldest Continually-Operated,
Family-Owned Wineries in Sonoma County!



ESTABLISHED 1896

QUINTESSENTIAL
IMPORTER | MARKETER | DISTRIBUTOR
www.quintessentialwines.com



Our History



Harvest 1933

What Sets Us Apart, Is Our History.
5 Generations and Counting

QUINTESSENTIAL
IMPORTER | MARKETER | DISTRIBUTOR
www.quintessentialwines.com



Our History



August 15th, 1926 – “When the River Ran Red”

Foppiano Survived Prohibition by selling ‘at home’ wine making kits.



Take a Journey Through Time



1855 – 1919 The Beginning

Giovanni Foppiano arrived in New York from Genoa, Italy in 1855 and traveled to California — by way of Panama — looking for the gold in them there hills. He settled in Healdsburg in what will become the heart of Sonoma County wine country. After a few years, Giovanni's wife, Rosa, gave birth to the first of many boys: Louis A. Foppiano. Eventually, their family grows to have eight children.



In 1896, Giovanni purchased a working winery known as “Riverside Farm” encompassing 80 acres, just south of Healdsburg. He established the Foppiano Wine Company and became an important supplier of bulk wine to Northern California customers. At this point, Louis A. joins the new family business: winemaking and, in 1900, takes over the winery and all account deliveries to San Francisco's Italian North Beach neighborhood. Then, in 1910, Louis J. Foppiano is born to Louis A. and his wife, Mathilda.



Take a Journey Through Time

1933 – 1950 The Beginning of Foppiano Leadership



After Prohibition is repealed in 1933, the shrewd Louis J. is ready for business and began selling the 83,000 gallons of wine he made in 1932 (illegally). In 1937, trailblazing Foppiano Wine Company began bottling wine under the Foppiano name — one of the first Sonoma County wineries to do so. And World War II was kind to California's wine industry — with European wine imports being cut off, Americans turned to domestic offerings and sales soared. In 1941, Louis J. helped found the Wine Institute of California, a powerful organization that continues to give a voice to California wineries and grapegrowers. Louis J. served as one of its directors for 45 years. Later that decade, Louis J. also started the Sonoma County Wine Growers Association — whose purpose is to promote Sonoma County wine — with 14 other wineries and became its first president.



1945 saw Foppiano Wine Company become the second largest bottler of wine in Sonoma County, and Louis J. purchased the Sotoyome Vineyard which adjoined the Foppiano property. The estate doubled in size to 200 acres. Louis M., son of Louis J. and Della, is born in 1947, followed by Rod Foppiano, father of current Vineyard Manager & President Paul Foppiano.



Take a Journey Through Time



1950 – 1985 Transitional Years: From Jug to Varietal Wines

In the mid-50's, Louis J. began removing the prune and apple trees on the property, replacing them with Cabernet Sauvignon and other grape varietals. He foresaw the popularity of cork-finished, varietal wines and changed the winery's focus from jug wines to these increasingly popular selections. In 1967, the first Foppiano Petite Sirah gets introduced to consumers, along with vintage-dated bottling of other Foppiano Vineyards varietal wines. The 1970's brought the sons, Louis M. and Rod, into the winery fulltime — Louis in sales and Rod as Winemaker. In 1975, Foppiano Vineyards increased production of white wines to meet growing consumer demand as California's wine boom caught its stride. Tragically, and after a long fight, Rod succumbs to leukemia in 1984.

1985 – 2002 The Rise of Foppiano Petite Sirah

From 1985, sales and critical praise of our high-quality Petite Sirah began to pile up. Louis M. now at the reins, Foppiano expanded to European and Asian export markets. In 1994, the fifth generation of Foppianos, Paul Foppiano (a grandson of Louis J. and son of Rod), began working in the estate vineyards and in the winery. New Petite Sirah vineyards are planted on the estate to accommodate demand. In a nod to Foppiano's history, research led by Dr. Carole Meredith of University of California at Davis began on the true identification of Petite Sirah; vineyards on the Foppiano estate are included in the evaluation process. The following year, a twenty year vertical tasting of Foppiano Petite Sirah was conducted in London, England to wide acclaim and in 1999, Foppiano won the coveted Civart award at Vin Expo in Bordeaux for its 1996 Petite Sirah — one of only two U.S. wines to be ranked among the top 13 in the world



Take a Journey Through Time



2002 – Today Foppiano: The Next Chapter

In 2002, Foppiano hosts the first Petite Sirah symposium at the winery. Following the event, a group was formed whose sole function is to support the marketing and public relations effort for Petite Sirah – this group is better known as [P.S. I Love You](#). Louis M. proudly becomes the first charter member.

The 2009 vintage launched the first of two new Foppiano Estate wines, Sauvignon Blanc and Chardonnay, and the bottles are released in 2010 with new branding. Vintage 2011 launched an Estate Zinfandel and vintage 2012 launched a very limited block collection only for the wine club. They include Gianna's block Petite Sirah, Nonno's block Zinfandel, River's Edge Pinot Noir, Della's block Chardonnay, and Grant Station Carignane. All of the Estate wines continue to receive critical praise.



The Future Generation - 6th Generation Foppiano

Paul's daughter, Gianna Foppiano



Today

The 5th Generation



Paul Foppiano,
President and
Vineyard Manager

Paul Foppiano was only nine years old when his father passed away in 1984. When Paul's passion for viticulture first kicked in, he went to work with the Demostene Family at Sausal Vineyard. Third generation viticulturists, David and Ed Demostene were eager to share their vineyard knowledge with Paul. "At a time in my life when I was really eager to learn, they taught me a lot about farming, and I respect them tremendously." It's ironic and worth noting that both Giovanni Foppiano's family and Manuel Demostene's family emigrated from Genoa, Italy; and together in California, they continued their bonds of Genoan ancestry, heritage, and friendship.

In 1999, Paul decided to rejoin the Foppiano Family vineyard operations in Healdsburg. In addition to what he had learned at Sausal, his craft had also been refined through Santa Rosa Junior College's well-respected viticulture program. Paul's return to Foppiano Vineyards prompted a Renaissance in the vineyard, with a fifth generation Foppiano taking over.

In bringing the knowledge that he had gained elsewhere, Paul has been able to take the vineyards to new heights, and is well-respected within his viticulture peer group. Today, Paul manages all aspects of vineyard operations and viticultural practices. His passion spans each vine, intimately knowing every single vine's history, growth patterns, and needs. Paul is also keenly looking toward the future, knowing which direction the winery needs to head and where vines should be planted, in order to meet the winery's plans for future growth.



The Winemaker

Experienced Winemaker, Nova Perrill Joined Foppiano in 2015

Our winemaker, Nova Perrill, joined Foppiano Vineyards in the beginning of 2015 and embodies the essence of what Foppiano represents: a commitment to quality in the cellar and vineyard. He brings with him not only the knowledge and experience gained from over 10 years of winemaking in Sonoma County, but also a strong desire to continue to enrich and expand the legacy of Foppiano Vineyards.

Often times likening wine to art, he recognizes the subjectivity of wine and strives to create a masterpiece that many, from those just starting to explore wine to the ultimate wine enthusiast, can enjoy. After having already earned his Bachelor of Science from California State University San Luis Obispo, Nova had decided to go back for his Master's degree in Crop Science when he found himself drawn to winemaking. At first attracted by the farming aspect, he quickly found himself intrigued by how, like art, this hands-on process could create such an enjoyable end result. This winning combination of education, inquisitiveness, and respect landed him in the role of assistant winemaker and viticulturist at Mount Eden Vineyards where he worked with small batches of award winning Pinot Noir and Chardonnay for four years.

Nova soon recognized that to become a well-rounded winemaker he needed to learn more about what winemaking and production involved beyond the realm of boutique winemaking. So in 2008 he moved on to become the Assistant Winemaker at Dry Creek Vineyards where he mastered making quality wine that was more widely available. Within his 7 years there he not only expanded his repertoire but also learned to quickly and accurately recognize which technique could make a wine truly shine. Nova brings to Foppiano Vineyards a very simple philosophy: to maintain the quality of the wine from grape to glass by letting the fruit guide the way. He does this by making sure he “stays in touch with the cellar” and employs the hands on technique that attracted him to this industry in the first place. It enables him to really get a feel for what is happening to the wine throughout every step of the winemaking process.

When speaking of the future of the Foppiano line-up of wines, Nova cites not only the quality of the fruit that comes from the vineyards, but also the successful legacy of the winery and family. “Not only does Foppiano have quality vineyards and good wines but it also has a rich history, and you can't buy history”.



The Wines



WINEMAKING: We don't want our wines to be over extracted with tannin and unbalanced flavors. Approachable fruit and elegance texture are our goals. Hand punch downs and light pump-overs are best for gentle extraction during fermentation. A long barrel cellaring period softens the finish and ages the wine so that it is ready to drink when released from the winery.

TASTING NOTES: *This 2015 Estate Petite Sirah* has aromas of blackberry and blueberry spice dominate the glass, with hints of floral jasmine. This wine develops across your palate with cassis and integrated oak spice. Concentrated fruit, balanced acidity and mature tannins will allow this wine to age for 10+ years.

HARVEST DATES September 10th – September 24th, 2015

ALCOHOL 14.9% **pH** 3.67 **TA** 5.88 g/L

CELLARING 22 MONTHS

18% New French, 15% New Hungarian, 5% New American Oak, 62% Neutral Oak

BOTTLED May 2018

Accolades

Estate Petite Sirah

Gold – Houston Rodeo, 2014
92 Points – Wine and Spirits, 2015



WINEMAKING: Every step in crafting our Pinot Noir is done with careful consideration. The grapes are harvested at night to fully capture their elegant fruit flavors and hand sorted to insure only the finest fruit goes into the fermenter. We use a gentle method of whole berry and whole cluster fermentation to maximize fruit aromatics and complexity. The wine is fermented in open top fermenters and punched down by hand. After gentle pressing, the wine is aged in only the best French oak barrels.

TASTING NOTES: *Our 2017 Estate Pinot Noir* shows a depth of color, aroma and flavor to rival the best producers in the Russian River Valley. A beautiful garnet color leads to aromas of red currant, earl grey, cinnamon, nutmeg, and cherry cedar . The flavors seamlessly match the aromatics . This wine effortlessly represents the varietal and our estate's legacy with its lovely aromatics and wonderfully layered complexity.

HARVEST DATES September 5th – September 10th, 2017

ALCOHOL 14.3% **pH** 3.69 **TA** 5.90 g/L

CELLARING 14 months 55% New French Oak

BOTTLED January 2019

QUINTESSENTIAL
IMPORTER | MARKETER | DISTRIBUTOR
www.quintessentialwines.com



The Wines



WINEMAKING: Whole cluster pressing is a tried and true technique to enhance the quality of barrel fermented Chardonnay. The grapes were harvested by hand in the early morning. The clusters were then pressed whole directly into a combination of new French oak and used barrels. We stirred the lees once a week, only during primary fermentation, to enhance the mouth-feel of the wine and to preserve fruit. After the primary fermentation, 48% of the wine went through malolactic fermentation.

TASTING NOTES: Wine aromatics are vital to the true enjoyment of any wine. They set a sensual stage for the flavors waiting in the glass. Our 2017 Chardonnay exhibit a lively mix of fresh picked pears and green apple fruit crisp. The palate is a balance of classic barrel fermented oak spices alongside caramel coated green apple. The wine finishes with a distinct creaminess and delicate grape cluster essence.

HARVEST DATES SEPTEMBER 8-11, 2017

ALCOHOL 14.3% **pH** 3.58 **TA** 5.9 g/L

CELLARING 28% New French Oak

BOTTLED May 2018

Accolades
Estate Chardonnay
Gold – Houston Rodeo, 2016



WINEMAKING: Sauvignon Blanc derives perceptibly pleasant aromas and flavor complexity from brief skin contact. Our grapes are machine harvested at night and early morning to ensure the fruit is cool. The lightly crushed grapes sit in ½ ton bins for 2 – 3 hours before being pressed into tanks for cold settling. 48 to 72 hours later, the cleanest juice is raked into tanks for a slow, cool fermentation. A small percentage of the finished wine goes to neutral oak barrels to make a nice round finish.

TASTING NOTES: *This 2017 Estate Sauvignon Blanc* showcases a blend of both the lush tropical style, and a brighter lemon grass character. The results are aromas of ripe lemon zest, and fresh cut grass. Kiwi lemonade, grapefruit and sweet tart passion fruit dominate the pallet, while a slight effervescence and long finish makes this the perfect wine for the warm days of summer.

VARIETAL 100% Sauvignon Blanc

HARVEST DATES SEPTEMBER 8, 2017

ALCOHOL 14.2% **PH** 3.37

TA 6.3 g/L

100% STAINLESS STEEL FERMENTATION

BOTTLED JANUARY 2017

Accolades
Estate Sauvignon Blanc
Triple Gold – Dan Berger International Wine Challenge, 2017
Best of Class – Dan Berger International Wine Challenge, 2017

QUINTESSENTIAL
IMPORTER | MARKETER | DISTRIBUTOR
www.quintessentialwines.com



The Wines



WINEMAKING: The grapes for this blend were machine harvested. Advancements in machine harvesting have provided a gentle method of getting the fruit off the vine and into the winery quickly and cleanly. In addition, we hand-harvested and co-fermented 5% Petite Sirah with the Zinfandel to accentuate the depth of color, white pepper aromas and structure. The grapes were fermented for 16 days. The wine was aged in 25% new French oak and 25% new Hungarian oak for 14 months.

TASTING NOTES: *Our 2016 Estate Zinfandel* expresses lavish red plum aromas, crushed blueberry mixed with white pepper and cedar. Red raspberry flavors with strawberry, huckleberry and Allspices, lead to a balanced wine with natural acidity and soft tannins.

HARVEST DATES SEPTEMBER 29TH – OCTOBER 1ST, 2016

ALCOHOL 14.9% **pH** 3.68 **TA** 5.9 g/L

CELLARING 14 Months in 25% New French and 25% Hungarian Oak, 50% Neutral French Oak

BOTTLED JANUARY 2017

Estate Zinfandel

Gold – San Francisco Chronicle, 2016

Gold, 92 points – Orange County Wine Society Competition, 2015

93 Points – Wine and Spirits, 2015



WINEMAKING: We believe that seeking out and blending varietal wines that complement each other in flavor, colors and aromas is the pinnacle or inspired winemaking. Each varietal is harvested and fermented individually using the latest techniques to extract complex flavors, pristine aromatics and bold colors. They are blended in just the right proportion to let the best characteristics of each be demonstrated. The finished blend enjoys extra enhanced by the individuals that created it.

TASTING NOTES: *Our 2016 Lot 96 Petite Sirah* is lavishly spicy and fruit-forward. Crushed blueberry and cinnamon flavors are complemented by deep shades of red and purple. This wine will be thoroughly enjoyed casually during a cocktail hour or with a fine meal.

VARIETALS 94% PETITE SIRAH, 3% ZINFANDEL, 3% CARIGNANE

ALCOHOL 14.5% **pH** 3.68 **TA** 5.9 g/L

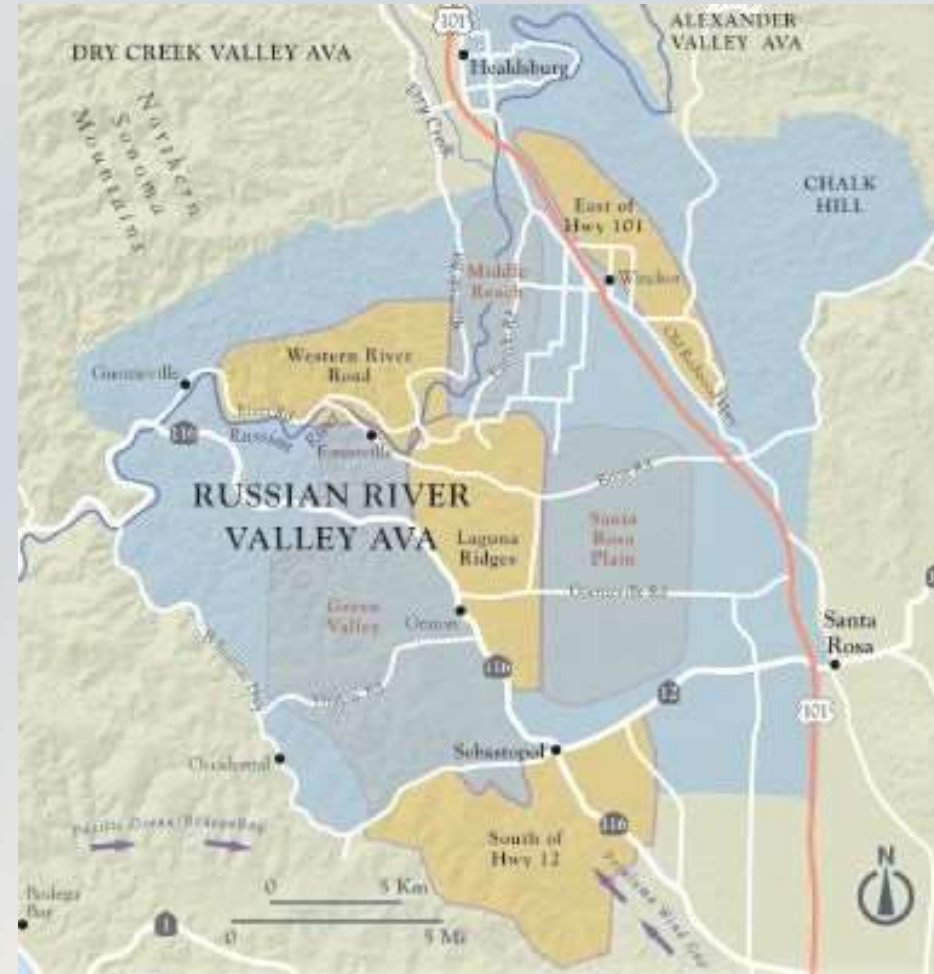
BOTTLED MAY 2018

QUINTESSENTIAL
IMPORTER | MARKETER | DISTRIBUTOR
www.quintessentialwines.com



Russian River Valley AVA

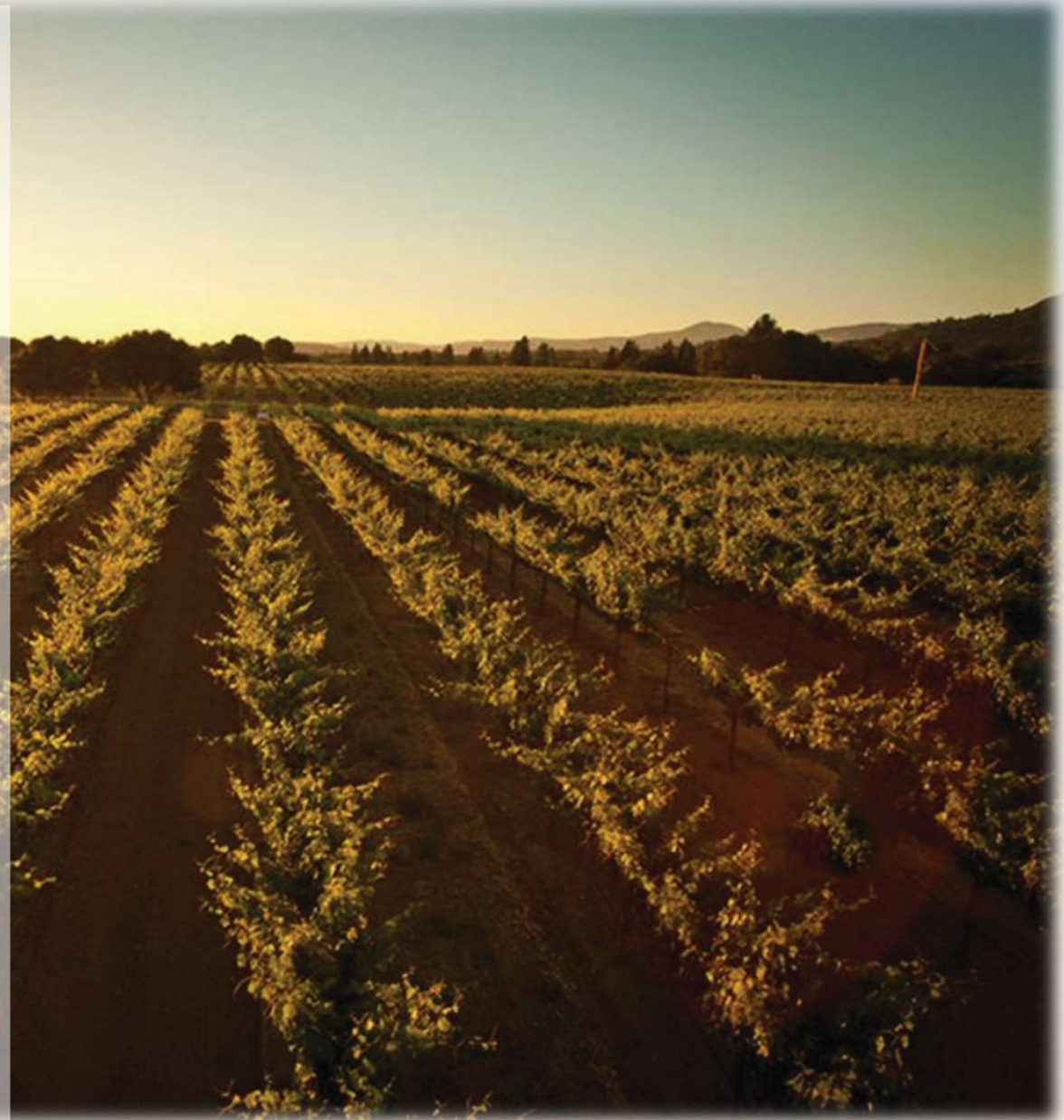
The **Russian River Valley AVA** is an American Viticultural Area (AVA) in Sonoma County, California. Centered on the Russian River, the Russian River Valley AVA accounts for about one-sixth of the total planted vineyard acreage in Sonoma County. The appellation was granted AVA status in 1983 and enlarged in 2005.^[1] The area generally lies between Sebastopol and Santa Rosa in the south, and Forestville and Healdsburg in the north.^{[1][3]} The Russian River Valley has a characteristically cool climate, heavily affected by fog generated by the valley's proximity to the Pacific Ocean. The area is known for its success with cool climate varietals, notably Pinot noir and Chardonnay.^[2]



Our Vineyards

Russian River Valley Estate Vineyard - 160 Acres

Foppiano vineyards sits on a 160 acre estate in Sonoma County's Russian River Valley, known as one of the most esteemed wine regions in the world. The family planted grape varieties that thrive in this temperate coastal region: Petite Sirah, Pinot Noir, and Chardonnay, among others. Paul Foppiano, grandson of patriarch Louis J. Foppiano, manages the vineyard and maintains superior vineyard practices. With a great respect for the earth and old world family traditions, the Foppiano family farms their land sustainably by limiting pesticide use and providing the highest level of care. The goal is to nurture the vineyards so they continue to produce quality fruit now, and for years to come.



Cool Foggy Mornings in the Russian River Valley



Philosophy & Practices

“It is our goal to farm our grapes in a sustainable manner to fit the terroir of our estate property and honor our ancestors while doing so.” – Paul Foppiano

Paul has worked hard to perfect the vineyards, with a respect for the terroir and a focus on farming varieties that thrive in the Russian River Valley. The plantings we focus on are Petite Sirah, Pinot Noir, Chardonnay, Sauvignon Blanc and Zinfandel. Paul’s commitment to sustainability is reflected in the quality of fruit produced. He has developed a cover crop program, whereby his planting a blend of natural field plants has re-energizing the natural organics of the soil, which has been farmed for over a century and therefore depleted of some nutrients. The cover crops house beneficial insects, allowing Foppiano to almost completely eliminate the use of insect sprays and pesticides. Paul also enjoys the wildlife that exists on his family’s ranch and he values the contribution nature provides to his vineyards. He and his vineyard team installed owl boxes to support the owl population that helps control insects and predators that are harmful to the vineyards.

The partnership and mutual respect between Paul and Nova Perrill, our winemaker, is essential to the success of the winery. The two have created a strong balance with their respective viticulture and winemaking expertise, forming a full circle relationship from earth to bottle and back again.

Our commitment to the foundation laid by our ancestors drives us to continue producing authentic estate wines from our premier vineyard location, a family tradition for over a century. Cheers!



It is all about Family!
We love what we do!



QUINTESSENTIAL
IMPORTER | MARKETER | DISTRIBUTOR
www.quintessentialwines.com





Cheers!

QUINTESSENTIAL
IMPORTER | MARKETER | DISTRIBUTOR
www.quintessentialwines.com

