

WINE BUSINESS MONTHLY

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Wine Industry 2018 Leaders



2018 SALARY SURVEY → Report

Salaries Up Amid Tight Labor Supply

New Ways to Recruit Talent to the Wine Industry

Wineries Adopt New Technology for Hiring Efficiency

plus:

The Changing Role of Trade Tastings

Trial: Effects of Maceration Timing on
Smoke Taint Perception

How the
WBM
50
Make Wine

Scheid Vineyards
Reinvents Itself

Tony Correia

principal, The Correia Co.

Most well-known vineyard and winery appraiser

It's often said, "You can't get the deal done without Tony." **Tony Correia** specializes in the appraisal of large, complex agricultural properties and difficult appraisal assignments. He is a frequent instructor of appraisal courses and seminars throughout the nation, and a public speaker on agricultural, appraisal, taxation and estate planning issues, and the vineyard and wine industries.



Agustin F. Huneus

proprietor, Huneus Vintners

One of the most successful companies in the wine business

Agustin Francisco Huneus is a second-generation vintner who owns **Quintessa, Faust, Flowers Vineyard & Winery** and **Benton-Lane**, and is partners with **Andy Erickson** on **Leviathan**. Agustin and his father have a record of buying, building and selling premium wineries and brands, most recently selling **The Prisoner Wine Company** to **Constellation** and **Veramonte** to **Gonzalez Byass**. This year, Huneus Vintners purchased Benton-Lane Winery in Oregon, and added vineyards in Oakville and Coombsville to bring their total land holdings in Napa Valley to over 500 acres. In 2016, Agustin purchased the old **Belvedere Winery** from **Bill Hambrecht** on Westside Road in Healdsburg, as well as the **St. Clement Winery Estate** from **Treasury Wine Estates**.



Jeff Menashe

founder and CEO, Demeter Group

Advising some of the industry's most important mergers and acquisitions

Jeff Menashe has played an advisory role in more than \$3.5 billion of deals, including the sale of **Layer Cake, Cherry Pie** and **If You See Kay** to **Vintage Wine Estates**, as well as **Woodinville Whiskey Company** to **Moët Hennessy**. He's been involved in recognizing other wine industry leaders too, supporting **Sonoma State University's** Business of Wine Video Series and conceiving the Business of Wine Leadership Dinner.



Roger Nabedian

senior vice president, premium wine division, E&J Gallo Winery

Overseeing E&J Gallo's high-end expansion

E&J Gallo, the world's largest wine company, operates in 100 countries, focusing on all price tiers, from \$4 per bottle every-day wines to \$150-per-bottle vineyard-designates. **Roger Nabedian** runs the premium wine group, consisting of at least 45 brands, and he's overseen a range of acquisitions of premium wineries and vineyards. Nabedian is responsible for consumer products insights and marketing services. In 2018, Gallo purchased the **Locations** brand from **Dave Phinney**, as well as two large vineyard properties in Santa Barbara.



Robert Nicholson

principal, International Wine Associates

Guiding some of the largest M&A deals

Robert Nicholson has completed more than 55 separate transactions with a combined value of more than \$1.5 billion, including sales of many well-known wine estates, vineyards and businesses.



Alex Ryan

CEO, Duckhorn Wine Company

Top seller of luxury wine

Duckhorn Wine Company is on the move. In the 12 years **Alex Ryan** has been running Duckhorn, it has grown to be a top seller of luxury wines, has seen two ownership changes, and most recently acquired two important brands—**Sonoma's Kosta Browne** and the Central Coast's **Calera Wine Company**—adding to Duckhorn's high-end Pinot Noir portfolio.



Mario Zepponi

founder, Zepponi & Co.

Helping premium wineries find appropriate buyers

Mario Zepponi's firm has served as a transaction advisor to several companies with recent transactions such as **Meiomi, Kenwood Vineyards, Chalk Hill Estate, Murphy-Goode, Siduri, Goosecross Cellars, Robert Hall** and **Four Vines**.

