WINE BUSINESS MONTHLY

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The Industry's Leading Publication for Wineries and Growers

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SALARY SURVEY

Salaries Up Amid Tight Labor Supply

New Ways to Recruit Talent to the Wine Industry

Wineries Adopt New Technology for Hiring Efficiency

WBM
Solution
Make Wine
Scheid Vineyards
Reinvents Itself

plus:

The Changing Role of Trade Tastings

Trial: Effects of Maceration Timing on Smoke Taint Perception

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.

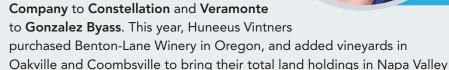


Agustin F. Huneeus

proprietor, Huneeus Vintners

One of the most successful companies in the wine business

Agustin Francisco Huneeus 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



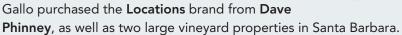
to over 500 acres. In 2016, Agustin purchased the old Belvedere Winery from Bill Hambrecht on Westside Road in Healdsburg, as well as the St. Clement Winery Estate from Treasury Wine Estates.

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





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.

