



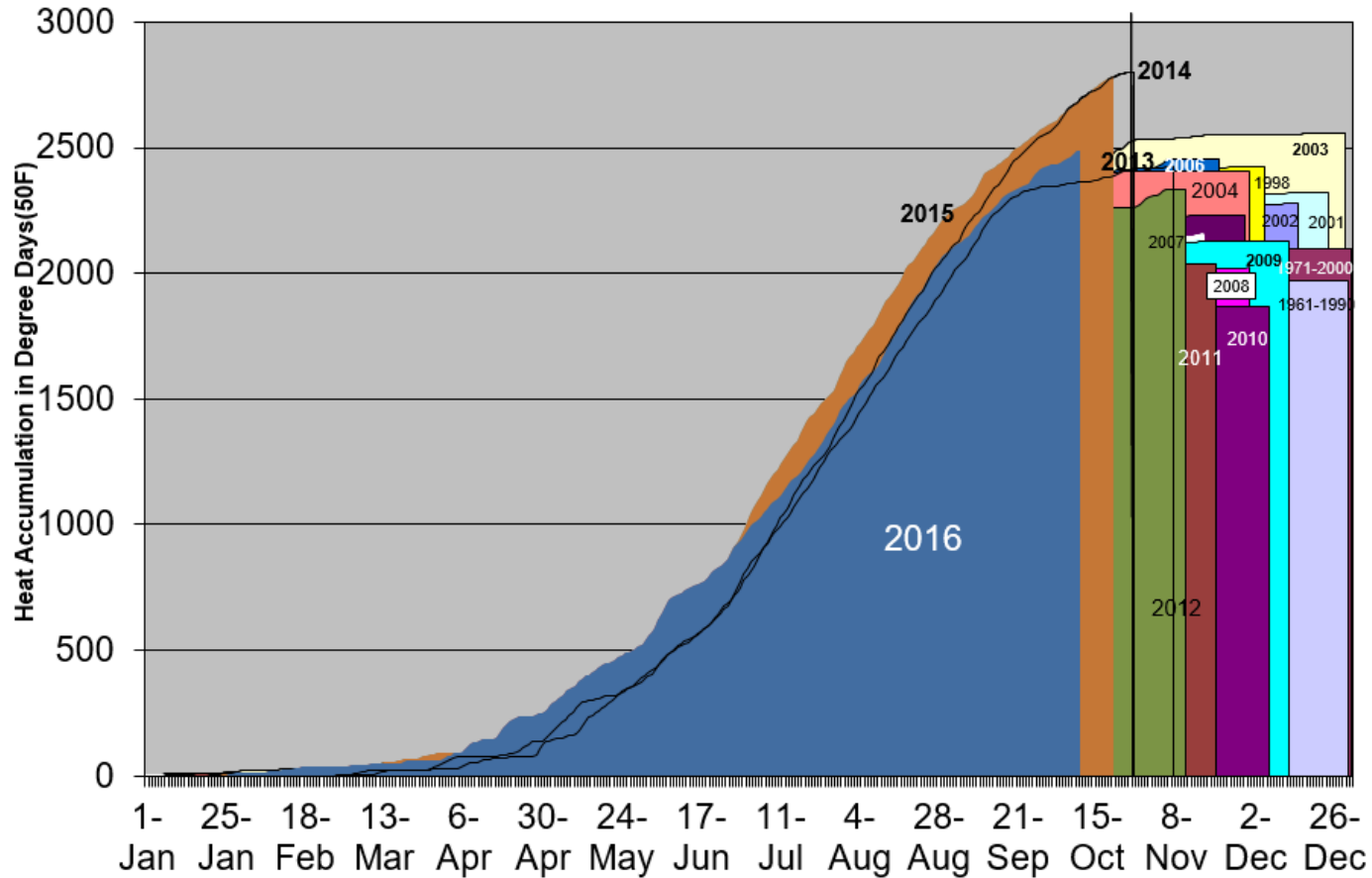
*EMBRACING VINTAGE VARIATION
IN THE WINERY*

MICHAEL DAVIES, A TO Z WINeworks, MODERATOR
STEVE PRICE, PRICE RESEARCH SERVICES & ETS LABORATORIES
ISABELLE MEUNIER, LAVINEA
TONY RYNDERS, TENDRIL WINE CELLARS



A TO Z WINEWORKS

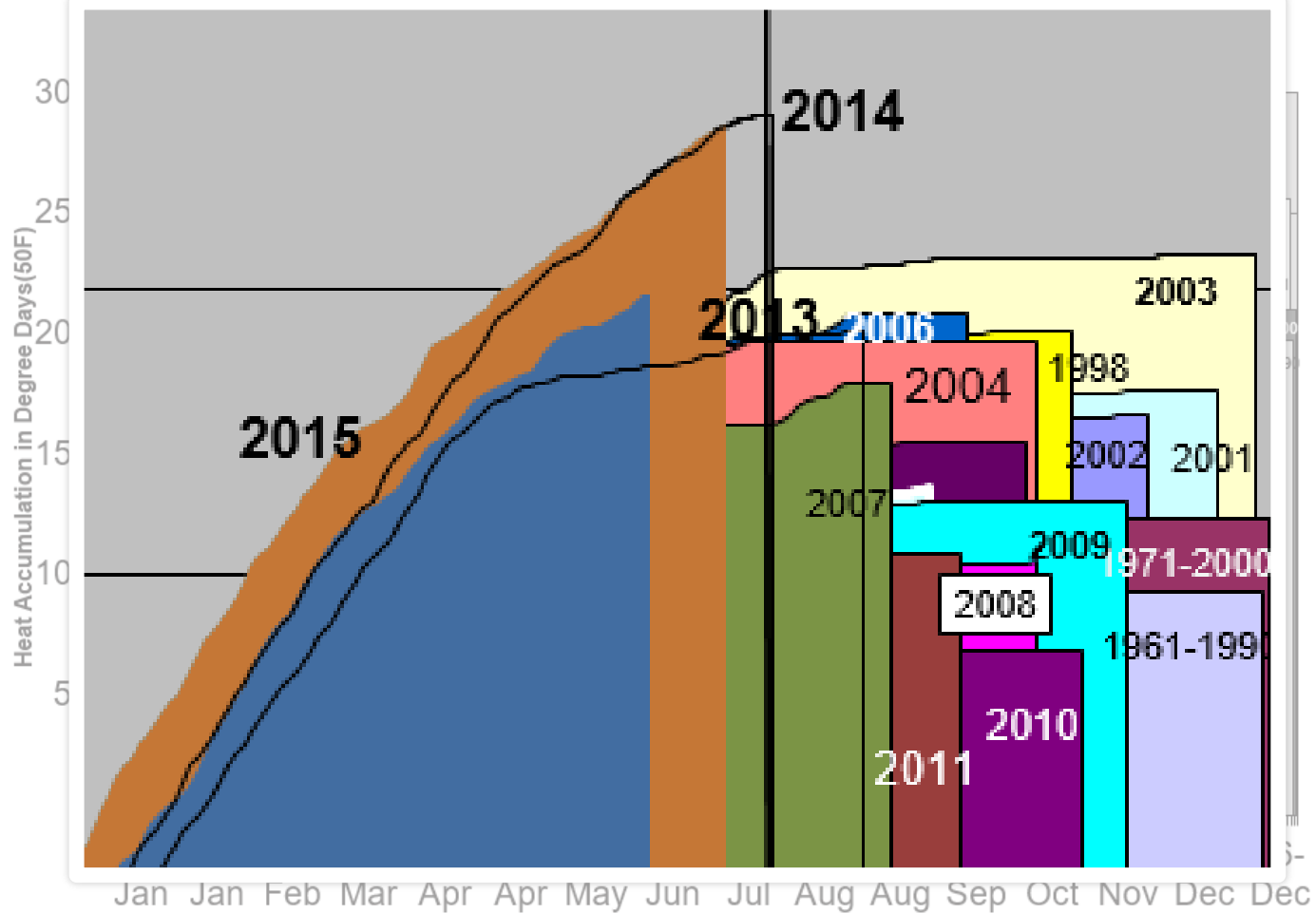
Heat Accumulation in Recent Vintages Compared to Average
McMinnville, Oregon Station



GRAPHIC BY HARRY PETERSON-NEDRY, CHEHALEM

A TO Z WINEWORKS

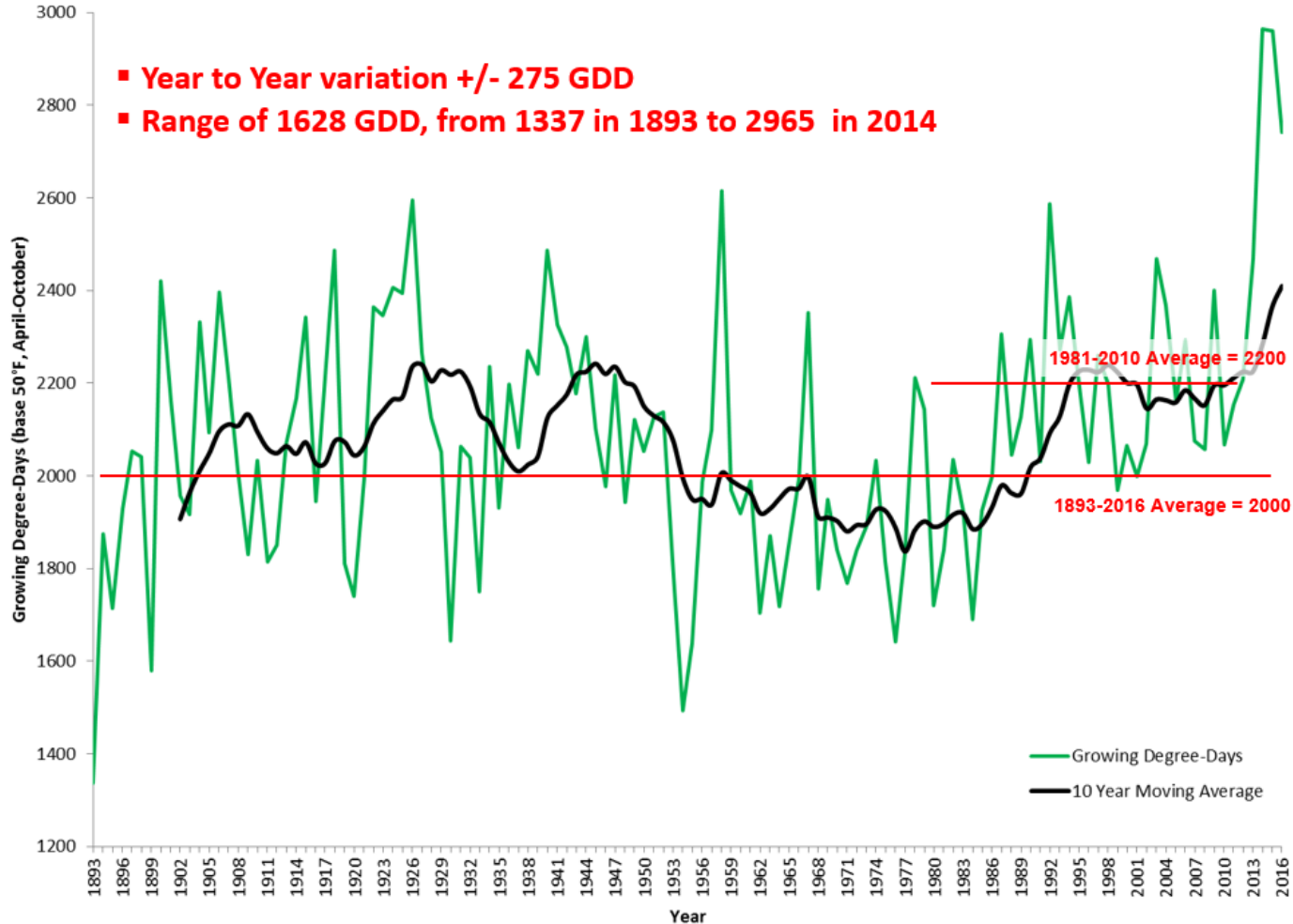
Heat Accumulation in Recent Vintages Compared to Average



GRAPHIC BY HARRY PETERSON-NEDRY, CHEHALEM

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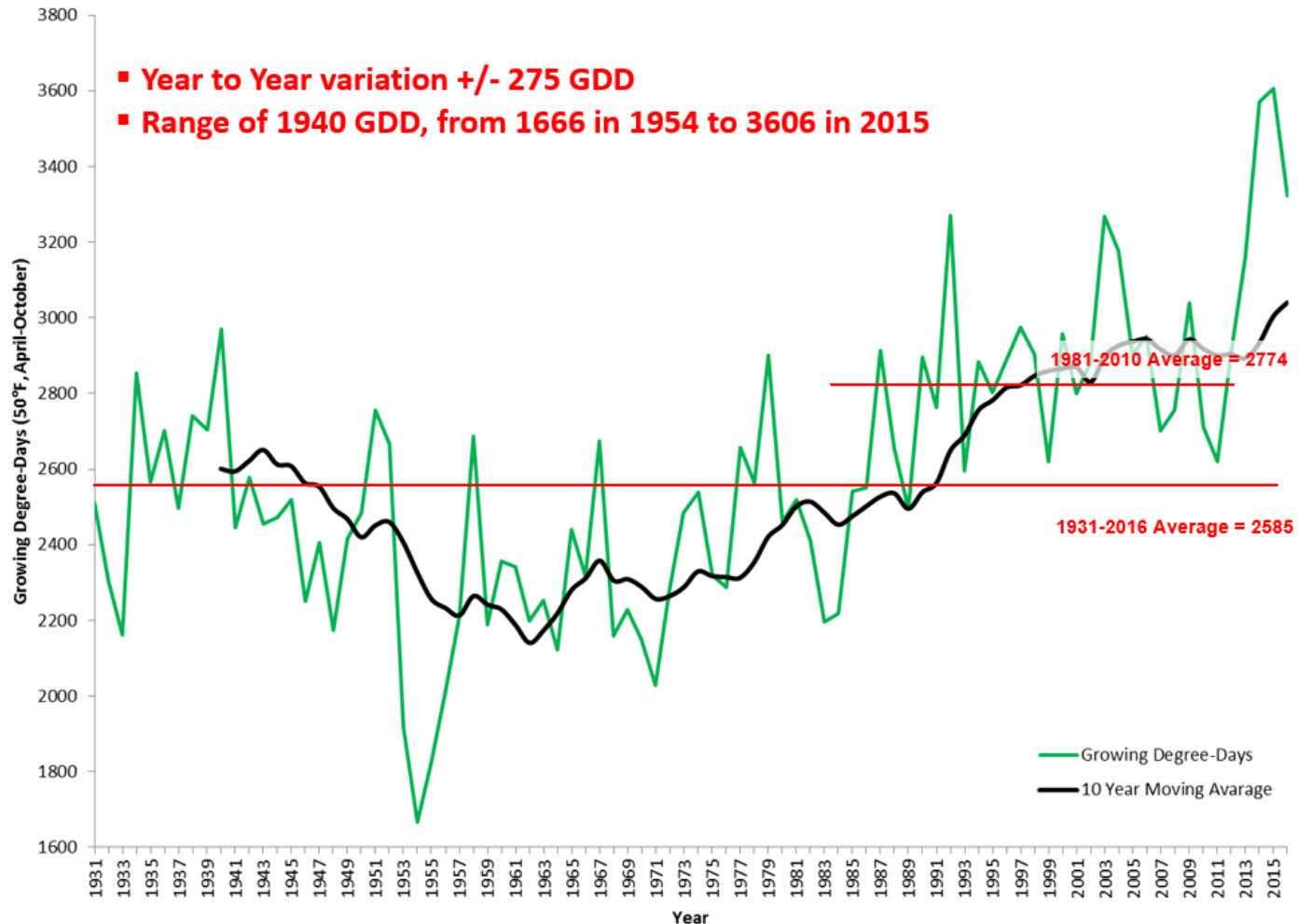
Salem 1893-2016 – Growing Degree-Days



GRAPHIC BY GREG JONES, SOUTHERN OREGON UNIVERSITY

A TO Z WINEWORKS

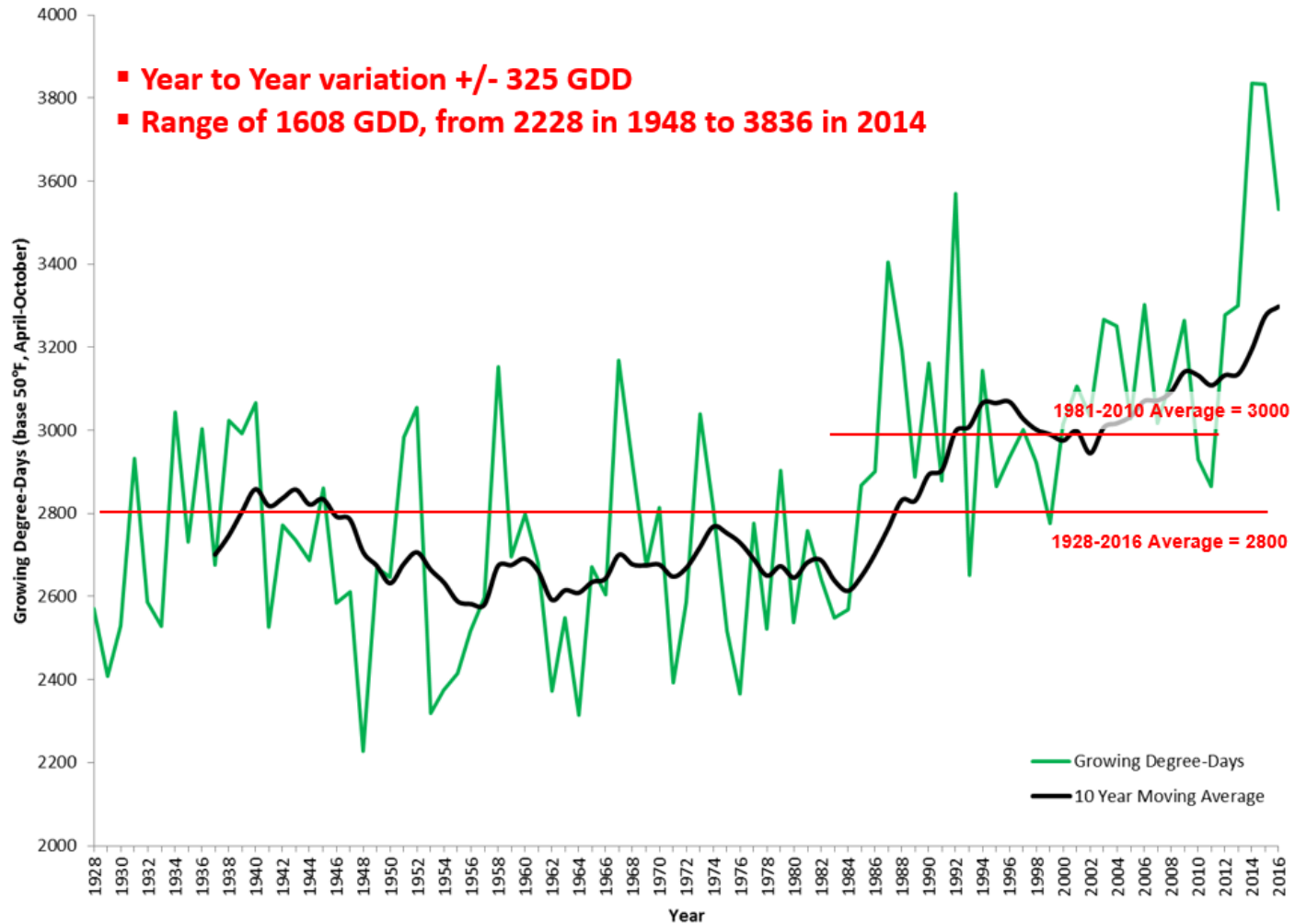
Roseburg 1931-2016 – Growing Degree-Days



GRAPHIC BY GREG JONES, SOUTHERN OREGON UNIVERSITY

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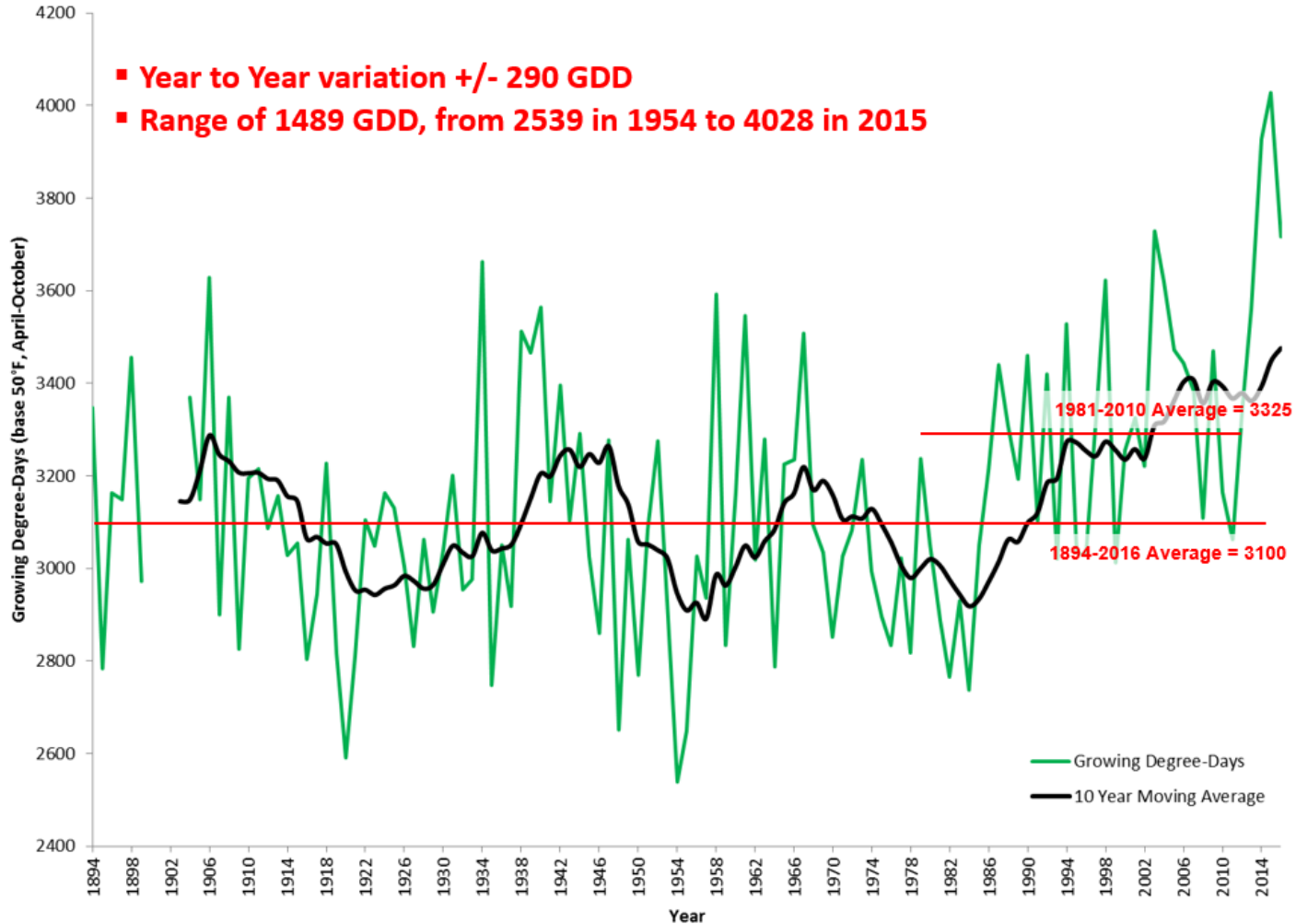
Medford 1928-2016 – Growing Degree-Days



GRAPHIC BY GREG JONES, SOUTHERN OREGON UNIVERSITY

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Kennewick 1984-2016 – Growing Degree-Days

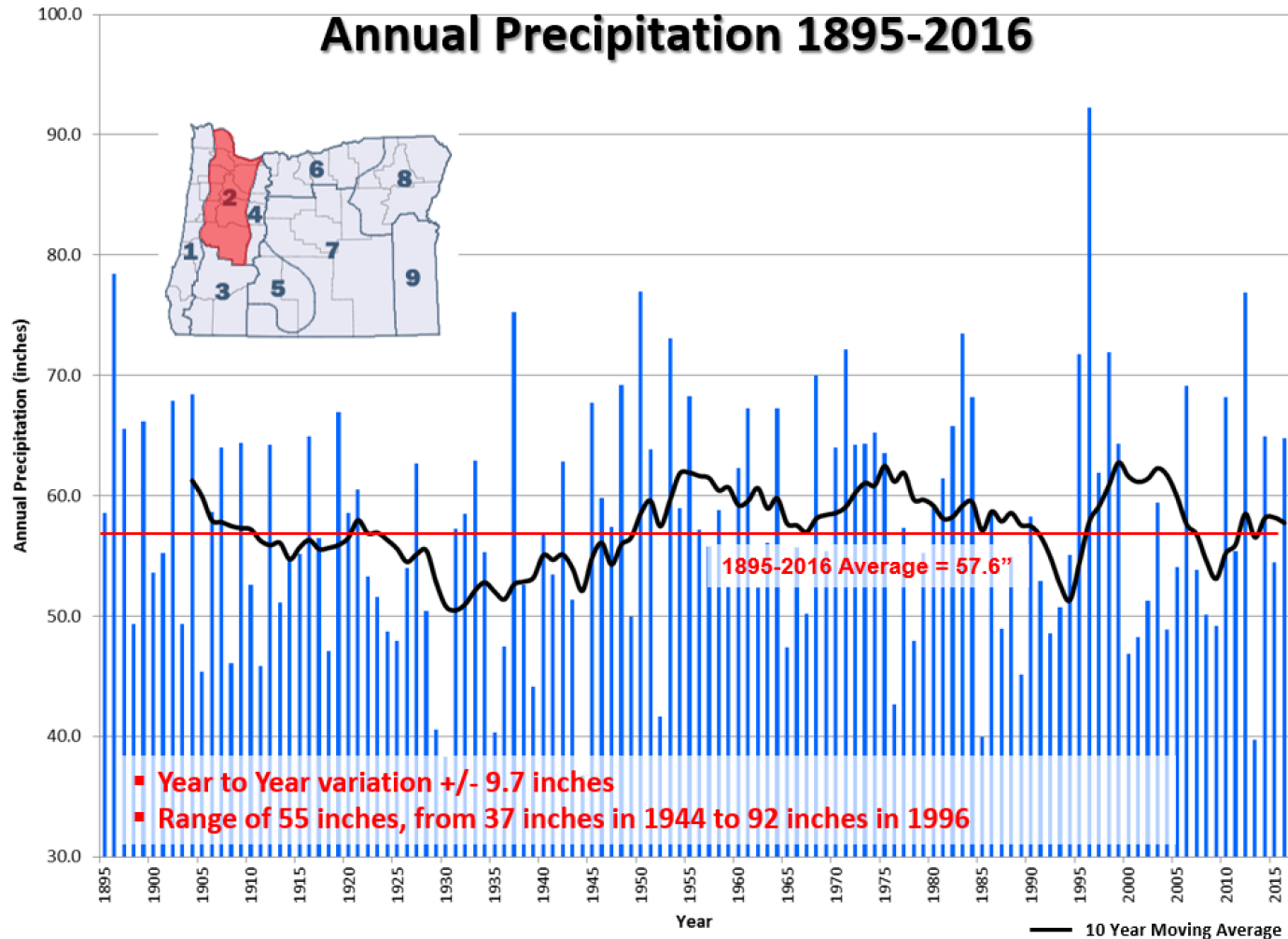


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A TO Z WINEWORKS

Willamette Valley Climate Division #2

Annual Precipitation 1895-2016

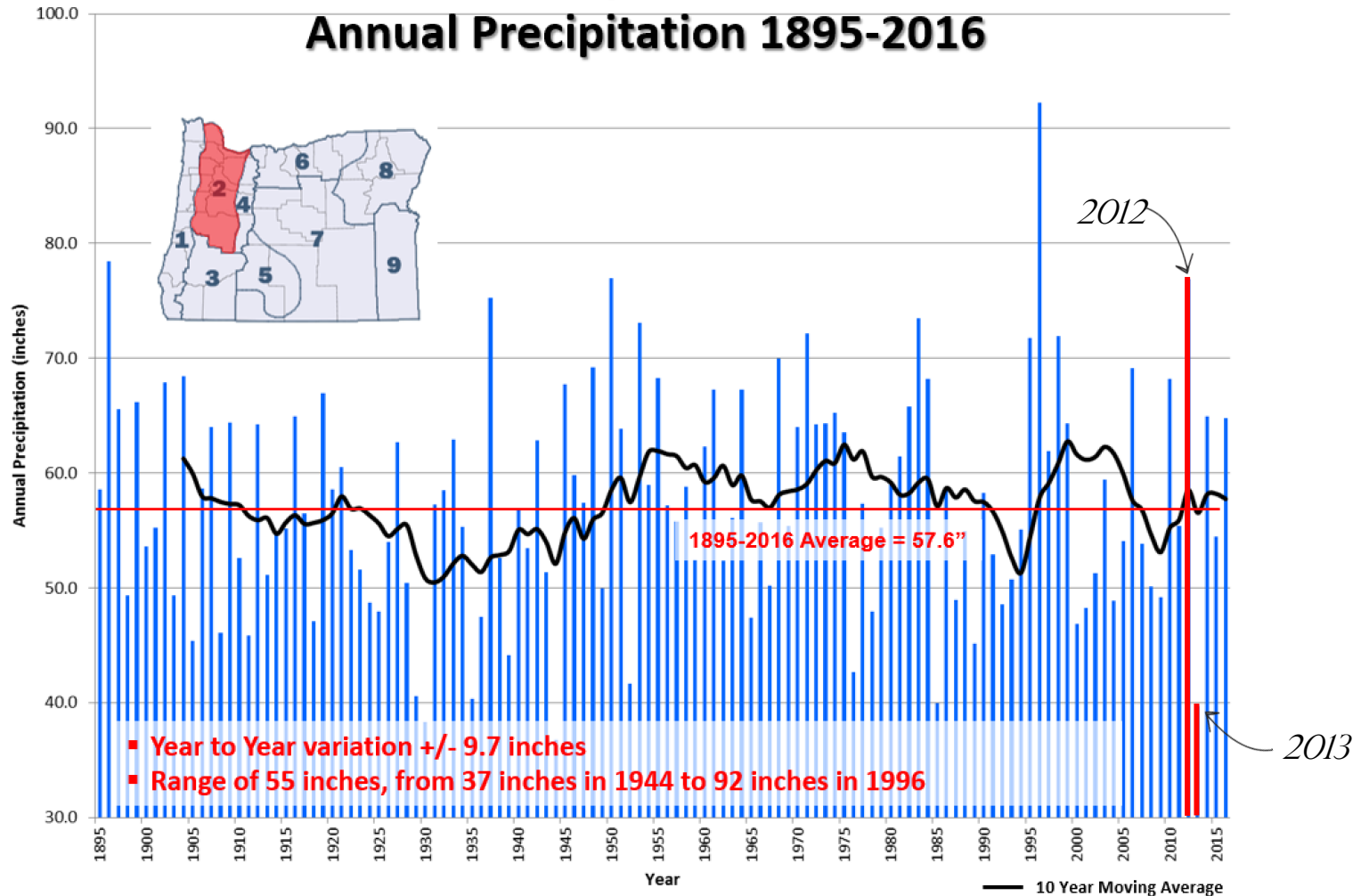


GRAPHIC BY GREG JONES, SOUTHERN OREGON UNIVERSITY

A TO Z WINEWORKS

Willamette Valley Climate Division #2

Annual Precipitation 1895-2016



GRAPHIC BY GREG JONES, SOUTHERN OREGON UNIVERSITY

A TO Z WINEWORKS

TEMPERATURE MEAN AND EXTREMES, PLUS RAINFALL
MCMINNVILLE, OR AIRPORT

DAY COUNT

	MEAN HIGH	MAX TEMP	>80F	>90F	RAINFALL (IN)
MAY	62	76	0	0	
JUNE	69	82	4	0	2.4
JULY	81	96	17	5	0.1
AUGUST	80	99	14	6	0.0
SEPTEMBER	74	89	7	0	1.8
OCTOBER	64	80	1	0	5.0
TOTAL			43	11	9.3
MAY	71	85	4	0	1.2
JUNE	83	99	21	9	0.5
JULY	88	106	25	12	0.0
AUGUST	85	103	26	5	0.7
SEPTEMBER	76	96	9	2	0.9
OCTOBER	69	96	3	0	4.6
TOTAL			88	28	7.8

2010

2015

DATA PROVIDED BY HARRY PETERSON-NEDRY, CHEHALEM

A TO Z WINEWORKS

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A TO Z WINEWORKS

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2010

2015



STEVE PRICE

PRICE RESEARCH SERVICES & ETS

LABORATORIES



LAVINEA

Single Vineyard Wines

EST.  2014

The Original Tualatin Estate * Lazy River Vineyard * Nysa Vineyard * Elton Vineyard * Temperance Hill Vineyard

LAVINEA

THE NAME

LAVINEA is prefixed to the Latin “*vinea*”, defined as “*made of the vineyard*” or “*belonging to wine*”. Such as in our wonderful collection of single-vineyards wines.

OUR STORY

Founded in 2014 on the belief that the celebrated wine regions of the world achieved their stature by discovering and revealing, through exceptional wines, their greatest vineyards.

We are committed to advancing the reputation of Oregon Pinot Noir and Chardonnay by bringing to the attention of the world the Willamette Valley’s finest vineyard sites.

OUR WINEMAKING PHILOSOPHY

Create **WINES WITH ENERGY, PURITY, TRANSPARENCY and ELEGANCE** with insistence on true appreciation of site

We strive to make each wines a **REFLECTION TO THE ESSENCE OF THE VINEYARD** – the unique conjunction between a place, nature, and time. Nothing is added; nothing is removed

Let the land express itself and **EMBRACE THE UNIQUE CHARACTER OF EACH VINTAGE**

The Original Tualatin Estate * Lazy River Vineyard * Nysa Vineyard * Elton Vineyard *
Temperance Hill Vineyard

LAVINEA

OUR WINEMAKING PHILOSOPHY (CONT'N)

POINTS OF DISTINCTION:

- All vineyard practices based on vintage conditions, and set to promote sense of place by embracing older established vines & sustainable and organic practices.
- Apply winemaking practices that allows our vineyards to shine by:
 - Repeatable winemaking techniques from year to year.
 - Gentle and consistent handling between the sites to suit vintage conditions
 - Promote co-fermentation of vineyard blocks to create wholesome cuvees from the start
 - Native fermentations, natural malolactics, unfiltered and unfined.
 - Consistent and minimal oak profiles on the long elevage.
 - Promote ageability and cellaring potential throughout.

Elton Vineyard * Lazy River Vineyard * The Original Tualatin Estate * Nysa Vineyard *
Temperance Hill Vineyard

LAVINEA

THE 2014 VINTAGE

- The 2014 season is one of the greatest Oregon and the Willamette Valley has seen in recent history, and was most welcomed for our debut vintage.
- We had a relatively warm winter and enough rain events to warm up the soils and create the perfect environment for growth.
- An early budburst and warm spring started the season perfectly two weeks ahead of normal without any frost issues.
- A few but welcomed rain events throughout the growing season provided the vines with enough water to mitigate the drought effects.
- The warmer than average temperature keep the vineyards growing at a steady pace and promoted healthy vines and great conditions for ripening.
- Bloom in early June was slightly cool with random isolated showers that produced good set overall, some hens and chicks and promoted site-to site differences in cropping levels, weather dependent.

The Original Tualatin Estate * Lazy River Vineyard * Nysa Vineyard * Elton Vineyard *
Temperance Hill Vineyard

2014 VINTAGE STRATEGIES

- Promoted leaf coverage to minimize extensive sun exposure & potential shrivel
- Promoted slightly shorter canopy heights and late hedging as feasible to balance out photosynthesis
- We took great care with a timely green harvest at veraison to “even out the crop”, promote balanced yields and flavor development. Wings or no wings?
- The harvest was relatively condensed, but a bit later “number’s wise” to allow physiological ripeness to come together at slightly higher sugar levels. We picked between September 15th and September 23rd.
- In the winery, we hand sorted, destemmed and focused on removing green chicks.
- Held pick fractions in cold soak and co fermented blocks of same site to create the single vineyard cuvee from the start.
- Fermentation strategies included short cold soak; targeting medium extraction, with regular punch downs and early pump overs; longer post ferment time on skins and nutritional additions to supplement for low yans/promote healthy native ferments. No saignee, no water back, no enzymes, no commercial yeast added.
- Gentle pressing with press fraction combined with free run, barreled with 30% new oak, and same oak profiles.
- As a result, we crafted fruity textured and elegant wines with great aging potential.

LAVINEA

TUALATIN ESTATE, WILLAMETTE VALLEY



- One of the most historic sites in Oregon, it followed the first wave of planting alongside Ponzi and Eyrie Vineyards.
- Our area was planted in 1974 on its own roots, and produces a Pinot Noir of great vibrancy and length, with that extra dimension on the palate that only 40 + year old vines typically achieves.

The Original Tualatin Estate * Lazy River Vineyard * Nysa Vineyard * Elton Vineyard *
Temperance Hill Vineyard

LAVINEA

2014 TUALATIN ESTATE PINOT NOIR

Elevation: 350 – 900 feet Density: 12 X 6 Clones: Pommard/SR & 667 /CH SR
Exposure: South Row Orientation: North/South Soils: Laurelwood Soils
Planted: 1974

2014 VINTAGE & WINEMAKING FACTS

Pick date: September 17th & 23rd, 2014

Harvest Data: 23.8 brix, pH 3.52, TA 5.2, Malic 2.9 g/l, YAN 175 mg/l, K 1158 mg/l

Cold Soaked: 6 days

Fermentation: Native fermentation, mix punch downs or pump over twice per day

Pressed: October 8th

Barreled: October 11th with 30% New French Oak

Malolactic : Indigenous and 100% complete by May 1th, 2015

210 cases bottled 03/01/16

The Original Tualatin Estate * Lazy River Vineyard * Nysa Vineyard * Elton Vineyard *
Temperance Hill Vineyard

LAVINEA

NYSA VINEYARD, DUNDEE HILLS



- Nestled at very high elevation between Domaine Drouhin Oregon and Archery Summit on either sides, Nysa follows a gentle east facing slope.
- Farmed organically, this is one of our latest ripening vineyard which sets naturally low yields on intense volcanic Jory soils.
- Planted in 2003, this is the youngest of the portfolio, yet one of the most complex capturing the typical cherry notes of the area completed by earthy characters with wonderful textures and a long vibrant finish.

LAVINEA

2014 NYSA VINEYARD PINOT NOIR

Elevation: 750-900 feet

Density: 7 X 5

Clones: Pommard/3309

Exposure: East

Row Orientation: North/South

Soils: Volcanic Jory

Planted: 2003

2014 VINTAGE & WINEMAKING FACTS

Picking date: September 23rd, 2014

Harvest Data: 23.7 brix, pH 3.30, TA 5.5, Malic 2.44 g/l, YAN 104 mg/l, K 1020 mg/l

Cold Soaked: 6 days

Fermentation: Native fermentation, gentle punch downs or pump over twice per day

Pressed: October 10th

Barreled: October 15th with 30% New French Oak

Malolactic fermentation: Indigenous and 100% complete by May 5th, 2015

262 cases bottled 03/01/16

The Original Tualatin Estate * Lazy River Vineyard * Nysa Vineyard * Elton Vineyard *
Temperance Hill Vineyard



TENDRILL

WINE CELLARS

OUTSTANDING OREGON PINOT NOIR AND CHARDONNAY

Crafted by Tony Rynders



WHY TENDRIL?

Tendrils is a small family-owned winery, started in 2008 by veteran winemaker, Tony Rynders. The name, Tendril, was chosen because we believe that truly great wine begins in the vineyard.

A tendril is an integral part of the grapevine. This humble yet visually appealing curly “appendage” is how the young shoots attach to the trellis and pull themselves up. Without tendrils, the shoots would simply crawl along the ground. And the grapes would perish long before ripening.



ITS ALL ABOUT THE GRAPES

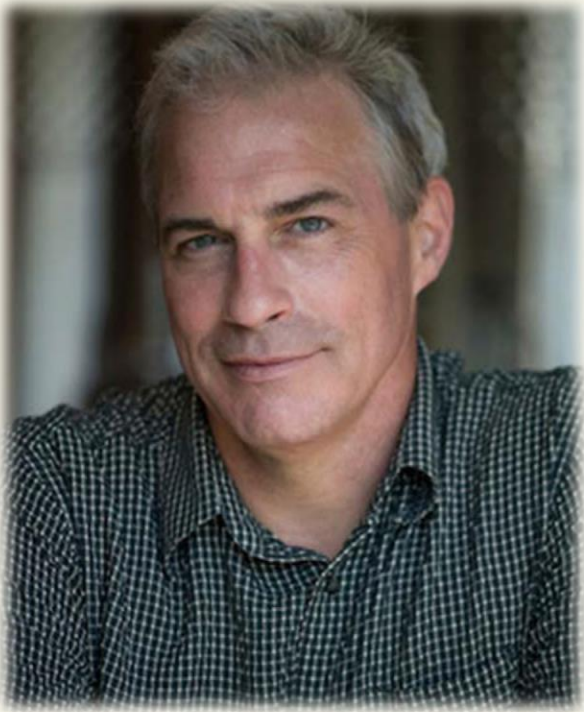
The fruit that goes into Tendril wines are sourced from various regions within the Willamette Valley. This allows for the opportunity to create wines that give the consumer an overview of some of the best fruit the Willamette Valley has to offer.

Saffron Fields Vineyard (*Yamhill-Carlton District*), Guadalupe Vineyard (*Dundee Hills*), Carabella Vineyard (*Chehalem Mountains*) and Schindler Vineyard (*Eola-Amity Hills*) are just a few of the sites we partner with.

The fruit is hand-sorted and fermented in small lots. A combination of new and used French Oak barrels are used to age the wine. The Pinot Noir and Chardonnay are aged over 15 months in barrel before bottling. Production at Tendril wines is less than 1,000 cases.



WINEMAKER TONY RYNDERS



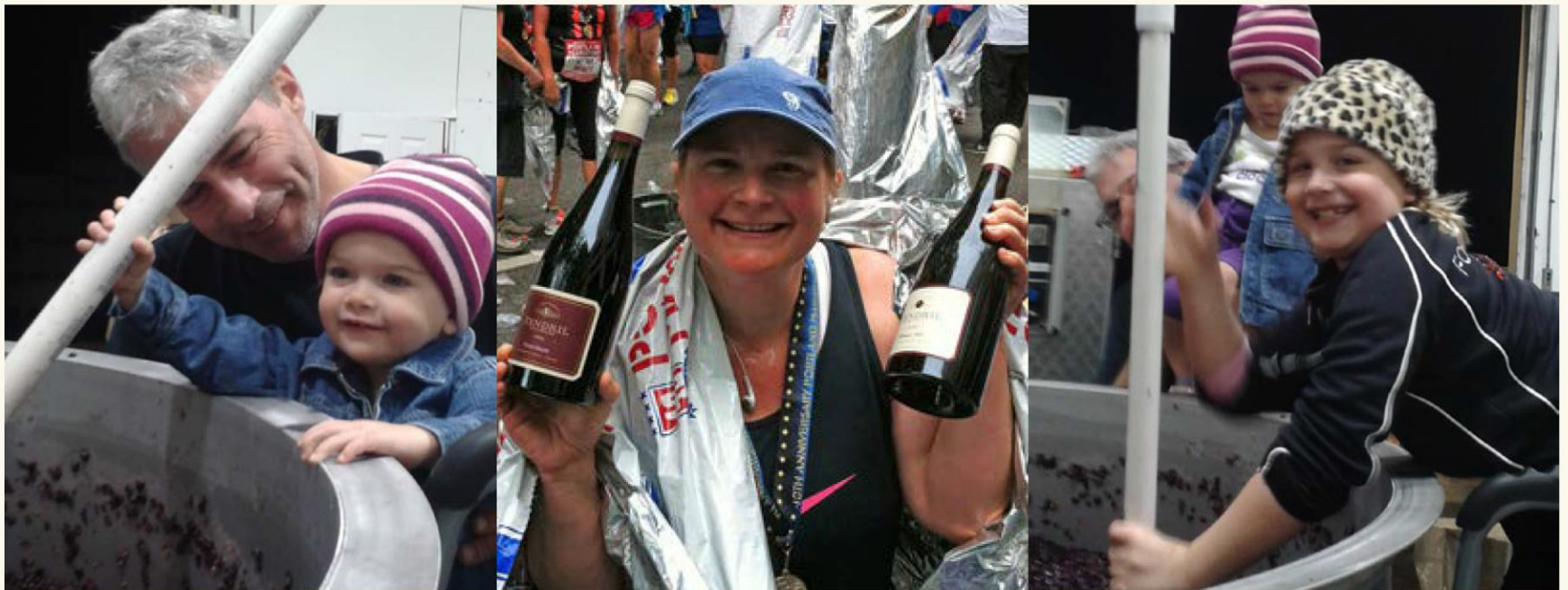
Originally from Wisconsin, Tony Rynders has been in the wine business for over twenty years. He attended the University of California at Davis, and obtained a Master's degree in Enology and Viticulture in 1992. He often refers to the wines he makes at Tendril as his, "liquid resume."

Rynders' experience includes vintages in Napa (Acacia Winery), Tuscany (Col D'Orcia), and South Australia (Petaluma Winery). He held permanent winemaking positions in Oregon (Argyle Winery and Domaine Serene) and in Washington (Hogue Cellars).



FAMILY BUSINESS

Tony's wife, Diane Simpson, and their children, Madeline and Audrey are all involved in Tendril. The children's artwork covers the walls of the winery. They love to "help" Daddy during harvest. Diane helps out with sales, paying the bills and of course, drinking the wine.



ACCOLADES

As head winemaker at Domaine Serene Winery/Rockblock Cellars for 10 years, Rynders became one of the most highly acclaimed winemakers in America- obtaining more 90+ point scores from the Wine Spectator magazine than any other winemaker during this period of time. In addition, Domaine Serene was awarded “Winery of the Year” status five consecutive years from Wine and Spirits magazine.

The accolades continue with Tendril, from the *Wine Spectator*:

- 93 points, 2012 Chardonnay
- 93 points, 2012 Tightrope Pinot Noir
- 91 points, 2012 Willamette Valley Pinot Noir
- 93 points, 2010 Willamette Valley Pinot Noir
- 93points, 2010 Tightrope Pinot Noir
- 91 points, 2009 Tightrope Pinot Noir
- 90 points, 2009 Willamette Valley Pinot Noir

At Charlie Palmer’s 2015 Pigs & Pinot®, the 2012 White Label Pinot Noir was the runner-up in the, “Ultimate Sommelier Smackdown Seminar”

CURRENT OFFERINGS *for* DISTRIBUTION

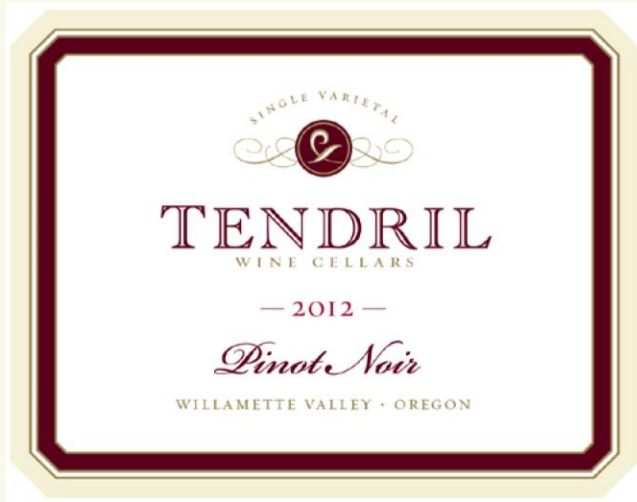
TENDRIL IS DISTRIBUTED IN A FEW SELECT MARKETS:
Hawaii, California, Oregon, Washington, Minnesota and Wisconsin

- 2012 WHITE LABEL PINOT NOIR
- 2012 TIGHTROPE PINOT NOIR
- 2013 CHARDONNAY

Several wines are not offered through distribution, due to very limited production, < 100 cases.



2012 “WHITE LABEL” PINOT NOIR



91 PTS, 2012 – WINE
SPECTATOR

93 PTS, 2010 – WINE
SPECTATOR

90 PTS, 2009 – WINE
SPECTATOR

\$24/BOTTLE OR \$288/CASE

100% Pinot Noir from the 2012 vintage

WINEMAKER TASTING NOTES

Fresh aromas of blackberry, plum, Bing cherry, tobacco, sl. leather and rose petal. The rich, round palate displays black plum, black cherry, boysenberry, allspice, sl. clove, and anise with fine tannins and a supple finish.

TECHNICAL DATA

100% Willamette Valley Appellation comprised of the following sub AVAs:

51% Eola Hills

36% Yamhill-Carlton

13% Chehalem Mountains

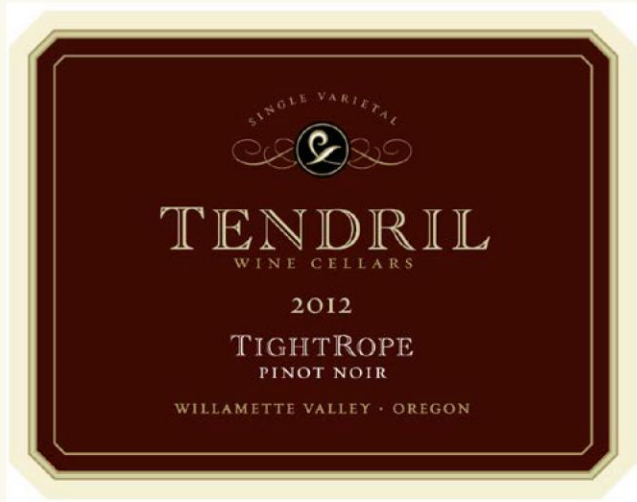
Aging & Cooperage: 14 months in French oak barrels; 18% new

Bottled: February 2014

Cases Produced: 379 cases



2012 TIGHTROPE PINOT NOIR



93 PTS, 2012 – WINE
SPECTATOR

93 PTS, 2010 – WINE
SPECTATOR

91 PTS, 2009 – WINE
SPECTATOR

\$32/BOTTLE OR \$384/CASE

100% Pinot Noir from the 2012 vintage

WINEMAKER TASTING NOTES

The nose is comprised of enticing aromas of fresh marionberry, dried currant, slight fig, fresh leather, clove, vanilla, and light coffee. The palate is full-bodied and complex, displaying lots of black cherry, dark plum, cinnamon, allspice, slight toast, rose petal, dried strawberry and finishes with wonderful structure and length.

TECHNICAL DATA

100% Willamette Valley Appellation comprised
of the following sub AVAs:

- 46% Yamhill-Carlton
- 31% Eola Amity Hills
- 23% Chehalem Mountains

Aging & Cooperage: 15 months in French oak barrels; 43% new

Bottled: February 2014

Cases Produced: 175 cases



2012 “WHITE LABEL” CHARDONNAY



93 PTS, 2012 – WINE
SPECTATOR

\$20/BOTTLE OR \$240/CASE

100% Chardonnay from the 2012 vintage

WINEMAKER TASTING NOTES

The 2012 Chardonnay shows enticing aromas citrus blossom, green apple, lemon grass, white peach and kiwi fruit. The lively palate displays lovely flavors of lemon zest, apple pie filling, allspice, vanilla, and mineral with a long, juicy finish.

TECHNICAL DATA

100% Willamette Valley Appellation comprised of the following sub AVAs:

62% Yamhill-Carlton
38% Chehalem Mountains

Aging & Cooperage: 15 months in French oak barrels; 30% new

Bottled: February 2014

Cases Produced: 179 cases



2012 “WHITE LABEL” CHARDONNAY



93 PTS, 2012 – WINE
SPECTATOR

\$20/BOTTLE OR \$240/CASE

100% Chardonnay from the 2012 vintage

WINEMAKER TASTING NOTES

The 2012 Chardonnay shows enticing aromas citrus blossom, green apple, lemon grass, white peach and kiwi fruit. The lively palate displays lovely flavors of lemon zest, apple pie filling, allspice, vanilla, and mineral with a long, juicy finish.

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A TO Z WINEWORKS



A TO Z WINEWORKS

≡≡≡ *PERSPECTIVE ON VINTAGE* ≡≡≡ *VARIATION*

OUR INTENT IS TO MAKE A NEW-WORLD STYLE OF OREGON APPELLATION WINES THAT GENERALLY GO TO MARKET EARLY.



PLENTY
OF
FRUIT



GOOD
ACIDIT
Y



MODER
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ALCOH
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LEVEL



MODER
ATE
STRUC
TURE

FOR A TO Z PINOT NOIR, CERTAIN DEPTHS OF COLOR = *critical!*

A TO Z WINEWORKS

STRATEGIC DECISIONS

- WINES CANNOT VARY DRAMATICALLY FROM YEAR-TO-YEAR
- MIGHT NEED TO MITIGATE VINTAGE VARIATION USING THE SAME 3 'LEVERS' AS EVERYONE ELSE
 - PICK DATE
 - CROP-LOAD
 - JUICE AMELIORATION

*DO CUSTOMERS PAY LESS
ATTENTION TO VINTAGE?*



WE HAVE NO INTENTION OF RESORTING TO A
'RECIPE'...EVER.

WE STRIVE TO MAKE WINE OF CONSISTENT HIGH
QUALITY.

WE ACHIEVE THIS CONSISTENCY BY SOURCING FRUIT
FROM 60+ VINEYARDS ACROSS A LARGER APPELLATION,
INCLUDING THE COLUMBIA GORGE & SOUTHERN
OREGON, WHICH ACTS AS BUFFER REGIONS TO THE
WILLAMETTE VALLEY (AND VICE VERSA).



A TO Z WINEWORKS

IMPLICATIONS OF SOURCING FRUIT FROM MARGINALLY WARMER REGIONS

- + GREATER CONSISTENCY OF YIELD
- + HIGHER YIELD PER ACRE AT SAME LEVEL OF RIPENESS
- + GREATER CONSISTENCY OF RIPENESS
- + LOWER DISEASE PRESSURE

- SLIGHTLY GREATER RISK OF DEHYDRATION
- SLIGHTLY GREATER RISK OF SUGARS ACCUMULATING FASTER THAN FLAVORS

A TO Z WINEWORKS

IMPORTANT LESSONS LEARNED

 AS THE WILLAMETTE VALLEY GETS WARMER, HOW DO WE NEED TO ADJUST OUR PRACTICES?

 FARM WITH INTENTION, BUT WITH DIFFERENT GOALS IN MIND

 COULD THESE OTHER REGIONS BE THE 'CANARY IN THE COAL MINE' FOR THE WILLAMETTE VALLEY WINE INDUSTRY?

A TO Z WINEWORKS

HOW DO WE INCORPORATE TECHNOLOGICAL SOLUTIONS TO CHALLENGES ASSOCIATED WITH DISTANT FRUIT?

- MECHANICAL HARVESTING = LARGER QUANTITIES OF FRUIT SOONER TO THE WINERY AND AT MORE APPROPRIATE JUICE/MUST TEMPERATURES
 - GELATIN FLOATATION OF WHITE JUICE PROVIDES US WITH A QUICKER TRANSITION FROM JUICE TO FERMENTATION AND 'CLEANS UP' THE JUICE MORE THAN SIMPLY SETTLING DOES.
 - SELECTING YEASTS WHICH HELP ACCENTUATE 'FRESHNESS' & 'BRIGHTER' AROMATICS IN A HOT YEAR, OR YEASTS WHICH HELP CREATE RICHNESS & TEXTURE IN A COOL YEAR.
- BEING READY TO INVEST IN RO TREATMENT OF A WINE, IF RISK OF SMOKE-TAINT FROM FOREST FIRES.

A TO Z WINEWORKS

WORK SMARTER NOT HARDER

WITH ENORMOUS DIVERSITY OF FRUIT-SOURCING, WE KNOW WE MAY HAVE TO MAKE MORE OF OUR PICKING DECISIONS AND BROADER WINEMAKING DECISIONS BASED ON DATA & MEASUREMENTS THAN ON INSTINCT OR INTUITION ALONE.

WILLAMETTE VALLEY VINEYARD DATA

PHENOLICS	2013	2014	2015	2016
CATECHIN (MG/L)	149	161	114	65
QUERCETIN GLYCOSIDES (MG/L)	54	60	-	78
TANNIN (MG/L)	446	365	591	210
TOTAL ANTHOCYANINS (MG/L)	460	550	829	828
CATECHIN/TANNIN INDEX	0.33	0.441	0.193	0.31

JUICE PANEL	2013	2014	2015	2016
TITRATABLE ACIDITY (G/L)	4.6	4.1	6.31	7.339
PH	3.56	3.76	3.42	3.37
L-MALIC ACID (G/L)	3.41	2.75	1.88	2.32
TARTARIC ACID (G/L)	2.3	2.7	4.94	-
BRIX	22.1	24.5	26	26.5
GLUCOSE + FRUCTOSE (G/L)	234	253	252	262
AMMONIA (MG/L)	29	49	37	83
ALPHA-AMINO COMPOUNDS (AS N) (MG/L)	101	116	75	149
YEAST ASSIMILABLE NITROGEN (AS N) (MG/L)	125	156	112	220

POTASSIUM (MG/L)

1200

1750

2260



2011 MATZINGER DAVIES PINOT NOIR

BLEND OF:	POCO & THREE TREES VINEYARDS, EOLA-AMITY HILLS AVA
SOIL TYPE & ELEVATION:	NEKIA & JORY, APPROXIMATELY 700'
HARVEST DATE:	11/3/2011
YIELD:	2.6 TPA
HARVEST CHEMISTRY:	20.7 BRIX, 3.00 PH
FRUIT PROCESSING:	75PPM KMS, 20G/TON ENZYME & DRY ICE, 100% DESTEMMED
EXTRACTION REGIME:	LONGER COLD-SOAK, HIGHER FERMENT TEMPERATURE & MORE ACTIONS



2012 MATZINGER DAVIES PINOT NOIR

BLEND OF:	POCO & THREE TREES VINEYARDS, EOLA-AMITY HILLS AVA
SOIL TYPE & ELEVATION:	NEKIA & JORY, APPROXIMATELY 700'
HARVEST DATE:	10/16/2012
YIELD:	2.9 TPA
HARVEST CHEMISTRY:	23.8 BRUX, 3.26 PH
FRUIT PROCESSING:	60PPM KMS, NO ENZYME & DRY ICE, 100% DESTEMMED
EXTRACTION REGIME:	SHORTER COLD-SOAK, LOWER FERMENT TEMPERATURE & LESS ACTIONS

A TO Z WINEWORKS

Q & A

DISCUSSION

A TO Z WINEWORKS

THANK YOU!

CARRIE HARDISON

HARRY PETERSON-NEDRY

GREG JONES

SAMANTHA LAU

