A Taste of the Pacific Northwest...
...From the Banks of the Mississippi
**Vimotion Brands**

- **PACIFIC RIM** → Riesling Leadership Brand
- **UNPARALLELED°** → Best of Region Brand
- **SWEET BLISS** → Complete Sweet Wine Brand
- **rainstorm** → Definitive Oregon Pinot Brand
- **eufloria** → Aromatic White Blend Brand
- **SILVER TÔTEM** → Best of Washington State Brand
**VinMotion Timeline**

**1992**
- Randell Graham – Bonny Doon
- First Vintage (Dry Riesling - Blend Washington & Oregon)
- Pacific Rim Pacific Northwest fruit
- Blended with Riesling from Mosel (Selbach)

**2004**
- Arrival of Nicolas Quille (Bonny Doon, Pac Rim,) *Cardinal Zin & Big House*
- Moved Pac Rim to Portland / Washington (13 people)

**2006**
- Launched Gewürztraminer & Sweet Riesling
- With all different brands, needed “umbrella” name VIN MOTION

**2009 - Mariani’s purchase VIN MOTION**
What Is Vinmotion?

A very **different** and **dynamic** wine company:

- Superior Quality Wines
- Affordable Price Points
- Clear Varietal Focus
- Innovation In All Facets
- North West entity that is **FAMILY OWNED**
VinMotion Mission

Getting people hooked on Pacific Northwest wines by consistently delivering really good wines, meaningful brands and fresh new ideas.
A g e n d a

■ Quick Wine Facts
■ Oregon State Wine Laws
■ Grape Varieties
■ Wine Regions of Oregon
OREGON STATE FACTS

- Currently has 16 AVAs
- Oregon shares 3 AVAs with Washington State
  1. Columbia Valley
  2. Columbia Gorge
  3. Walla Walla
- Also shares one AVA, Snake River Valley, with Idaho
- Over 600 wineries
- As of 2015 the wine industry topped $3.35 billion!
## Oregon

### 2011 Harvest Stats

<table>
<thead>
<tr>
<th>Varietal - Whites</th>
<th>Tons produced</th>
<th>% total production</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pinot Gris</td>
<td>6,040</td>
<td>15%</td>
</tr>
<tr>
<td>Chardonnay</td>
<td>1,920</td>
<td>5%</td>
</tr>
<tr>
<td>Riesling</td>
<td>1,900</td>
<td>5%</td>
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<tr>
<td>Viognier</td>
<td>530</td>
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<tr>
<td>Pinot Blanc</td>
<td>430</td>
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<tr>
<td>All others</td>
<td>1,560</td>
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<td>Total Whites</td>
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<table>
<thead>
<tr>
<th>Varietal - Reds</th>
<th>Tons produced</th>
<th>% total production</th>
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<tr>
<td>Pinot Noir</td>
<td>23,730</td>
<td>58%</td>
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<tr>
<td>Syrah</td>
<td>1,920</td>
<td>3%</td>
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<tr>
<td>Cab. Sauv.</td>
<td>1,200</td>
<td>3%</td>
</tr>
<tr>
<td>Merlot</td>
<td>710</td>
<td>2%</td>
</tr>
<tr>
<td>Tempranillo</td>
<td>390</td>
<td>1%</td>
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<tr>
<td>All others</td>
<td>1,381</td>
<td>3%</td>
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<tr>
<td>Total Reds</td>
<td>28,730</td>
<td>70%</td>
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</table>
WINE LAWS
Oregon Wine Laws

- The percent of fruit from a place specified on the label and still carry the geographic designation on the label is 95%.

- The minimum requirement for varietal labeling for Pinot Noir, Pinot Gris, Chardonnay, and Riesling is 90%, all other varietals require a minimum of 75%.
GRAPE VARIETIES
The top five grape varieties:

1. Pinot Noir
2. Pinot Gris
3. Chardonnay
4. Riesling
5. Cabernet Sauvignon
Oregon

- # 3 wine producer
- 605 wineries
- 16 Appellations
- Pinot Noir and Pinot Gris focused
- Pinot Noir #1 varietal in OR
- 23,955 acres of vineyards
- Cool climate from maritime influence
- Mineral soils created by the Missoula floods
- Small industry with few leaders and still 2.8 M cases of OR wine sold in 2013
Oregon State

Wine Growing Regions
1. Willamette Valley
2. Chehalem Mountains
3. Dundee Hills
4. Eola-Amity Hills District
5. McMinnville Foothills
6. Ribbon Ridge
7. Yamhill-Carlton District
8. Applegate Valley
9. Rogue Valley
10. Umpqua Valley
11. Red Hill Douglas County
12. Columbia Gorge
13. Columbia Valley
14. Walla Walla Valley
15. Snake River Valley
16. Southern Oregon
What’s rainstorm All About?

Rainstorm is the definitive Oregon Pinot brand! It’s our goal to bring all of Oregon’s vibrant character (and characters) to life.

Our Pinot Noir is sourced 50% from the Willamette Valley (where milder temperatures produce grapes of great complexity, high acidity and elegance) and 50% from the Umpqua Valley (where warmer temperatures produce grapes of rich, deep and fruity character). The resulting wine is a Pinot Noir in perfect balance.

Our Pinot Gris is 100% Willamette Valley – the wine portrays rich fruit flavors and a lush mouth-feel tempered by a bright acidity.

Our Silver Linings Rose Cuvee is 100% Pinot Noir from the Willamette and Umpqua Valleys.

Our Pinot Noir, Pinot Gris and Silver Linings Rose Cuvee are distinctly – and proudly – 100% Oregon. We encourage you to explore Rainstorm and discover your Pinot Passion!
The largest appellation is the Willamette Valley, a fertile river valley located on the northwest end of the state, and which is also home to two-thirds of Oregon's population. Wet and mild, with warm summer temperatures, varietals grown here include Pinot Noir, Pinot Gris, Chardonnay and Riesling.
Pinot Gris

Rainstorm

**REGION**
Willamette Valley, Oregon

**GRAPE VARIETY**
100% Pinot Gris

**VINEYARDS**
Mainly alluvial deposits

**WINEMAKING**
Harvest by hand at 21.5 Brix. Gentle press and fermentation at cold temperatures for a smooth character, with layered and integrated flavors. Aging for a minimum of six months on fermentation lees (for a rich yet bright body) and NO oak usage or malolactic fermentation. The final wine is bone dry and very refreshing.

**TASTING NOTES**
Pale gold in color, with crisp pear, melon, and honey blossom with some yeasty character from sur lies aging. Mango and fresh acidity on the palate with a long crisp finish.

**PAIRING**
Ideal with grilled chicken, soft cheeses, shellfish, and pasta in a cream sauce.
To the south of Willamette Valley is the Umpqua Valley. With natural drainage and a warm climate, this appellation produces Chardonnay, Pinot Noir, Cabernet Sauvignon, Riesling and Sauvignon Blanc.
Silver Linings Rose

Rainstorm

**REGION**
Willamette & Umpqua Valleys, Oregon

**GRAPE VARIETY**
100% Pinot Noir

**VINEYARDS**
Mostly volcanic in origin with some alluvial deposits

**WINEMAKING**
65% of the grapes are direct press providing acidity and elegance. 35% come from the saignée Pinot Noir tank providing additional fruit and some structure. Fermented with native yeast to dryness at cold temperature (50°F) and aged on fine lees for 3 months. A light, elegant and refreshing Rosé.

**TASTING NOTES**
*Rose pink with strawberry, rose petals, and pomegranate seeds on the nose. Crisp and lush on the palate, completely dry with refreshing acidity.*

**PAIRING**
Pairs beautifully with scallops and fresh vegetables or with a spring salad.
BLEED OFF THE JUICE

Making pinot noir

Excess juice

Run through a filter to catch all the grape skins & pulp

ADD YEAST, MAKE ALCOHOL

Pump into a new tank

CO₂

uptoot
Pinot Noir

Rainstorm

**REGION**
Willamette & Umpqua Valleys, Oregon

**GRAPE VARIETY**
100% Pinot Noir

**VINEYARDS**
Mostly volcanic in origin with some alluvial deposits

**WINEMAKING**
Harvest at about 22.5 Brix. Gentle de-stem before maceration about a week, to avoid harsh tannic flavors. Maceration ends with pressing and a full malolactic fermentation. After a rough filtration, the wine is put in contact with oak for at least 10 months.

**TASTING NOTES**
Ruby red in color with strawberry, rose hips, and cranberry on the nose. Soft and elegant on the palate with flavors of red berries, bright cherry, and pomegranate with an old world flair.

**PAIRING**
Ideal with grilled salmon, duck, mushroom risotto and pork loin.
Washington State
A G E N D A

- Quick Wine Facts
- Washington State Wine Laws
- Grape Varieties
- Wine Regions of Washington
WASHINGTON STATE
WINE FACTS

- Washington State is a premium wine producing region and is ranked among the world's top wine regions.

- Although relatively young wine industry, it is the nation's second largest wine producer.

- Wine grape growers in Washington focus on Riesling, Chardonnay, Cabernet Sauvignon, Merlot and Syrah.

- Washington State currently has 13 AVAs, with more expected to be added in the near future.

- Wine industry generates more than $3 billion to the state economy.
WASHINGTON STATE
WINE FACTS

- Over **850 wineries in operation** as of 2015, employing more than **14,000 people** directly and indirectly.
- Currently **350+ wine grape growers**.
- **40+ wine grape varietals** produced (50% white/50% red)
- Wine production: **14.8 million cases**
- Wine tourism attracts nearly **two million visitors** annually!
## Washington 2011 Harvest Stats

<table>
<thead>
<tr>
<th>Varietal - Whites</th>
<th>Tons produced</th>
<th>% total production</th>
</tr>
</thead>
<tbody>
<tr>
<td>Riesling</td>
<td>31,700</td>
<td>22%</td>
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<tr>
<td>Chardonnay</td>
<td>28,500</td>
<td>20%</td>
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<tr>
<td>Pinot Gris</td>
<td>7,500</td>
<td>5%</td>
</tr>
<tr>
<td>Sauvignon Bl.</td>
<td>4,300</td>
<td>3%</td>
</tr>
<tr>
<td>Gewurztr</td>
<td>2,900</td>
<td>2%</td>
</tr>
<tr>
<td>All others</td>
<td>3,400</td>
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<tr>
<td>Total Whites</td>
<td>78,300</td>
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<th>Varietal - Reds</th>
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</thead>
<tbody>
<tr>
<td>Cab. Sauv.</td>
<td>23,100</td>
<td>16%</td>
</tr>
<tr>
<td>Merlot</td>
<td>21,900</td>
<td>15%</td>
</tr>
<tr>
<td>Syrah</td>
<td>10,100</td>
<td>7%</td>
</tr>
<tr>
<td>Cab. Franc</td>
<td>2,500</td>
<td>2%</td>
</tr>
<tr>
<td>Malbec</td>
<td>1,300</td>
<td>1%</td>
</tr>
<tr>
<td>All others</td>
<td>5,500</td>
<td>4%</td>
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<tr>
<td>Total Reds</td>
<td>63,700</td>
<td>45%</td>
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</tbody>
</table>

Total CA production: 3,340K tons or 217.1M cases  
Total WA production: 142K tons or 9.2M cases  
Total OR production: 41K tons or 2.6M cases
# Washington 2014 Harvest Stats

<table>
<thead>
<tr>
<th>Varietal - Whites</th>
<th>Tons produced</th>
<th>% total production</th>
</tr>
</thead>
<tbody>
<tr>
<td>Riesling</td>
<td>50,500</td>
<td>22%</td>
</tr>
<tr>
<td>Chardonnay</td>
<td>43,800</td>
<td>19%</td>
</tr>
<tr>
<td>Pinot Gris</td>
<td>11,000</td>
<td>5%</td>
</tr>
<tr>
<td>Sauvignon Bl.</td>
<td>6,900</td>
<td>3%</td>
</tr>
<tr>
<td>Gewurztr</td>
<td>4,500</td>
<td>2%</td>
</tr>
<tr>
<td>All others</td>
<td>4,500</td>
<td>2%</td>
</tr>
<tr>
<td>Total Whites</td>
<td>121,200</td>
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</table>

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<th>Varietal - Reds</th>
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<tbody>
<tr>
<td>Cab. Sauv.</td>
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<tr>
<td>Merlot</td>
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<tr>
<td>Malbec</td>
<td>2,200</td>
<td>1%</td>
</tr>
<tr>
<td>All others</td>
<td>4,500</td>
<td>2%</td>
</tr>
<tr>
<td>Total Reds</td>
<td>104,500</td>
<td>47%</td>
</tr>
</tbody>
</table>

Total CA production: 3,910K tons or 260.6M cases  
Total WA production: 227K tons or 14.8M cases  
Total OR production: 50K tons or 4.7M cases
GROWING CONDITIONS

Washington State has an amazing mix of natural factors supporting wine production…

- The growing season is slightly shorter than more southerly wine regions, but the average hours of summer sunlight is **17½ hours**, about **2 hours more than California's prime growing region**.

- There are **no clouds 300 days of year**.

- There is **high light intensity** due the northern hemisphere’s closer proximity to the sun.

- Washington State is **Region II to III** on **Winkler Scale** in terms of cumulative heat units during the growing season.

- 40-degree difference from day to night causing grapes ripen during the day and allowing the vines to rest at night.
**Growing Conditions**

- Winter freezes kill many pests and promote full dormancy, allowing vines to save energy for stronger growth and longer life cycles.
- Free-draining soils with low nutrient content
- Plentiful water sources
- Consistent winds and very few pests
- A range of microclimates to support true wine variety
- The Columbia Valley river basin has snow run-off which feeds the rivers and underground aquifers.
**Perfect Climate for Wine**

**Sunshine!**

- 17 hours per day during the growing season
- 300 days per year
- High-intensity light
- Warm = Ripe grapes
WINE LAWS
WASHINGTON STATE
WINE LAWS

- When a winery claims only "Washington" as the appellation of origin, the wine must contain at least 95% Washington grown grapes.

- Varietal labeling will require that wines contain at least 75% of that stated varietal.

- When a winery claims only an AVA, for example, "Walla Walla", as the appellation of origin, then it would be required to satisfy only the 95% AVA content requirement under federal law.
Grape Varieties
Today there are over 40 grape varieties grown in Washington state, the primary grapes used in the production of wine are from the Vitis vinifera family of grapes.

The main grapes used in wine production in Washington are:

- Riesling
- Chardonnay
- Cabernet Sauvignon
- Merlot
- Syrah
White Aromatic Sparkling Blend
Eufloria

**REGION**  
Washington State

**GRAPES**  
Muscat, Pinot Gris, Riesling, Gewurztraminer

**VINEYARDS**  
Wind-blown loess on basalt bed rock

**WINEMAKING**  
A secret blend made from the finest aromatic grapes grown in Eastern Washington. The grapes are gently handled and fermented for 30 days. The slight residual sugar in the wine is natural and comes from arresting fermentation. The wine is aged for 6 months and the carbonation is added during the kegging process.

**TASTING NOTES**  
Pale straw with floral and tropical fruit on the nose. Pear, green apple, and quince on the palate with a refreshing sparkle.

**PAIRING**  
Ideal as an aperitif for a cocktail base or any light and fresh fare.
WASHINGTON

- # 2 wine producer
- 850+ wineries
- #1 Riesling producer
- Riesling #1 varietal in WA
- Continental climate influenced by Cascade range
- Mineral soils created by the Missoula floods
- Own rooted vines
Wine Regions of Washington
From Italy to Australia, winemakers from all over the world have chosen to establish themselves in Washington, where they can create wines reflecting this region's unique characteristics.

Their hand-crafted wines are receiving wide acclaim from critics regionally, nationally and internationally for consistent high quality. Many of them have received scores of 90 and above from major wine media.

**Overall, Washington receives a higher percentage of high scores from principal wine publications than other leading wine regions.**
WASHINGTON STATE AVAS

1. Yakima Valley
2. Walla Walla Valley
3. Columbia Valley
4. Puget Sound
5. Red Mountain
6. Columbia Gorge
7. Horse Heaven Hills
8. Wahluke Slope
9. Rattlesnake Hills
10. Snipes Mountain
11. Lake Chelan
12. Naches Heights
13. Ancient Lakes of CV
AVA FAST FACTS

Yakima Valley, Est. 1983
13,452 Acres, 40% Red, 60% White

Walla Walla Valley, Est. 1984
1,304 Acres, 82% Red, 18% White

Columbia Valley, Est. 1984
6,070 Acres, 58% Red, 42% White
(44,317 acres including sub-AVAs)

Puget Sound, Est. 1995
178 Acres, 61% Red, 39% White

Red Mountain, Est. 2001
1,273 Acres, 93% Red, 7% White

Columbia Gorge, Est. 2004
394 Acres, 36% Red, 64% White

Horse Heaven Hills, Est. 2005
10,584 Acres, 66% Red, 34% White

Wahluke Slope, Est. 2006
6,645 Acres, 67% Red, 33% White

Rattlesnake Hills, Est. 2006
1,599 Acres, 56% Red, 44% White

Snipes Mountain, Est. 2009
704 Acres, 54% Red, 46% White

Lake Chelan, Est. 2009
247 Acres, 51% Red, 49% White

Naches Heights, Est. 2011
40 Acres, 40% Red, 60% White

Ancient Lakes, Est. 2012
1,399 Acres, 20% Red, 80% White

Total Wine Grape Acres: 43,889

RAIN SHADOW EFFECT

The Columbia Valley is protected from wet weather systems by two major mountain ranges, the Olympics and the Cascades, creating the perfect climate for wine in the warm and dry eastern part of the state.

WASHINGTON STATE WINE
COLUMBIA VALLEY

Columbia Valley is Washington’s largest viticultural region and within its designation…

- It represents **one third** of Washington State’s land

- Contains the AVAs of:
  - Horse Heaven Hills
  - Rattlesnake Hills
  - Red Mountain
  - Snipes Mountain
  - Yakima
  - Wahluke Slope
  - Walla Walla
  - Columbia Gorge
  - Lake Chelan
  - Ancient Lakes of CV
COLUMBIA VALLEY

- The vast size of this zone allows for a number of different micro and meso climates

- Merlot is the most widely planted grape followed by Cabernet Sauvignon, Chardonnay, Riesling and Syrah.

- Their growing season runs 180-200 days.
## Top Riesling Regions in the World

<table>
<thead>
<tr>
<th>Country</th>
<th>Region</th>
<th>Acreage</th>
<th>Year reported</th>
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<tbody>
<tr>
<td>Germany</td>
<td>Pfalz</td>
<td>13,756</td>
<td>2011</td>
</tr>
<tr>
<td>Germany</td>
<td>Mosel</td>
<td>13,082</td>
<td>2011</td>
</tr>
<tr>
<td>Germany</td>
<td>Rheinhessen</td>
<td>9,766</td>
<td>2011</td>
</tr>
<tr>
<td>France</td>
<td>Alsace</td>
<td>8,367</td>
<td>2009</td>
</tr>
<tr>
<td><strong>USA</strong></td>
<td><strong>Washington</strong></td>
<td>7,864</td>
<td><strong>2012</strong></td>
</tr>
<tr>
<td>Australia</td>
<td>South Australia</td>
<td>7,213</td>
<td>2010</td>
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<tr>
<td>Germany</td>
<td>Rheingau</td>
<td>6,108</td>
<td>2011</td>
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<tr>
<td>Germany</td>
<td>Wurttemberg</td>
<td>5,098</td>
<td>2011</td>
</tr>
<tr>
<td><strong>USA</strong></td>
<td><strong>California</strong></td>
<td>4,147</td>
<td><strong>2011</strong></td>
</tr>
<tr>
<td>Austria</td>
<td>Niederösterreich</td>
<td>3,800</td>
<td>2009</td>
</tr>
</tbody>
</table>
Dry Riesling
Pacific Rim

REGION
Columbia Valley, Washington

GRAPE VARIETY
100% Riesling

VINEYARDS
Wind-blown loess on basalt bed rock

WINEMAKING
Harvest relatively early (22-23 Brix). Ferment with native yeasts at cold temperatures for 30 days followed by aging in stainless steel tanks on lees for 6 months. Sur lie post fermentation for five months and with stirring once or twice a week. NO oak and NO malolactic on this wine – it’s as pure and unmanipulated as it gets.

TASTING NOTES
Pale straw in color with jasmine and wildflower on the nose. The palate bursts with citrus, white peach, and minerals, with a crisp dry finish.

PAIRING
Ideal Asian and European cuisine and a wide variety of seafood, cheeses, and cold meats.
MISSOULA FLOODS

• Created the soils of eastern Washington
• Carved gorge created by the sheer force of water
• Emptying of the lake happened over 30 times
• Original soils of Columbia Valley are either in Oregon or the Pacific Ocean
15,000 years ago, the Missoula Floods ripped across the Pacific Northwest. Colossal walls of water carved the landscape with ten times the strength of all the world's rivers. Volcanoes erupted with lava and ash. The soils of the Columbia and Willamette Valleys were born.

www.RidingRules.com
PACIFIC RIM PRESENTS
the MISSOULA FLOODS

15,000 years ago, the Missoula Floods ripped across the Pacific Northwest. Colossal walls of water carved the landscape with ten times the strength of all the world's rivers. Volcanoes erupted with lava and ash. The soils of the Columbia and Willamette Valleys were born.

www.RieslingRules.com
**Yakima Valley**

- Yakima Valley was Washington State’s **first federally** recognized appellation.

- Today this AVA contains over **one-third** of the state’s vineyards – over 11,000 acres.

- The most widely planted grapes in this zone are **Chardonnay followed by Merlot and then Cabernet Sauvignon**. Riesling and Syrah do also represent significant acreage.

- Precipitation averages **8-inches** and the growing season is approximately **190 days**.
Chenin Blanc

Pacific Rim

REGION
Yakima Valley, Washington

GRAPE VARIETY
100% Chenin Blanc

VINEYARDS
“Hahn Hill Vineyard” - Wind-blown loess on basalt bed rock

WINEMAKING
Sourced from the venerable Hahn Hill Vineyard planted in 1968. Ferment at cold temperatures (50F) for 30 days and arrest at about 8 g/L by cooling the tank (32F). Aging in stainless steel tanks for 8 months prior to bottling. NO oak, malolactic or lees aging is used to preserve the freshness of the Chenin fruit.

TASTING NOTES
Pale straw in color with an aromatic floral bouquet. Key lime, melon, and citrus on the palate with a fresh lingering finish.

PAIRING
Ideal with fresh pastas, cheeses and salads, and delicious spicy dishes.
What’s Pacific Rim All About?

- Riesling, Riesling, Riesling
- Washington State’s Columbia Valley
- Affordable Quality
- Sustainability
PACIFIC RIM

The leader in energy efficiency

DID YOU KNOW…….

60% of your carbon footprint is the bottle
(ECO-Glass - 362 grams)

The reduction in our carbon footprint was enough
to off set all the wine making energy cost
Wine Production

- Social Accountability
- Biodynamic
- Organic
- Sustainable Agriculture & Integrated Pest Management
- Conventional Wine Production
  Regulations By Country
  (fewest restrictions)
What is the “GREEN” revolution in Viti-Viniculture?

- Moving away from conventional farming, chemical pesticides and fertilizers Using practices that are economically sound and socially responsible

- GREEN is…
  - Sustainable Agriculture and Integrated Pest Management
  - Organic
  - Biodynamic
  - Social Accountability
Biodynamic

Organic

Sustainable Agriculture
/Integrated Pest Management
/ISO Certified
SUSTAINABLE AGRICULTURE/INTEGRATED PEST MANAGEMENT

- Sustainable Agriculture – doing as little harm as possible to the environment
  
  • Sustainability rests on the principle that we must meet the needs of the present without compromising the ability of future generations to meet their own needs.
  
  • Therefore, stewardship of both natural and human resources is of prime importance
SUSTAINABLE AGRICULTURE/INTEGRATED PEST MANAGEMENT

- Integrated Pest Management (IPM) - the coordinated use of pest and environmental information along with available pest control methods, including cultural, biological, genetic and chemical methods, to prevent unacceptable levels of pest damage by the most economical means, and with the least possible hazard to people, property, and the environment.

- No legal US government definitions for this category
ORGANIC

- Organic farming is a form of agriculture which avoids or largely excludes the use of synthetic fertilizers and pesticides, plant growth regulators, and livestock feed additives.

- As far as possible organic farmers rely on crop rotation, crop residues, animal manures and mechanical cultivation to maintain soil productivity and tilth, to supply plant nutrients, and to control weeds, insects and other pests.

- Limits the use of SO2 - In Europe – Red/Rose 70ppm, White 80ppm, Sweet 100ppm

- Europe as of the 2012 vintage has “organic wines” and “wines made from organic grapes”
ORGANIC

• US allows for the following:
  
  • "100% Organic" contains only organic ingredients and processing aids with no chemically added sulfites.
  
  • "Organic" contains at least 95% organic ingredients with no chemically added sulfites.
  
  • "Made with Organic [Ingredients]" contains at least 70% organic ingredients and may contain up to 100 ppm of sulfites from sulfur dioxide.
  
  • Products containing less than 70% organic ingredients and products that are not processed by a certified organic handling operation may only identify each organically produced ingredient in an ingredient statement.
Earth element correlates to roots

Light relates to flowers

Heat affects fruit

Water relates to leaves - don’t pick on water days as lunar and cosmic forces pull water into the plant, diluting the grapes
BIODYNAMIC

- Preparations
  - 500 – cow manure in cow horn
  - 501 – ground quartz and rainwater in cow horn
  - 502 – dried flower seeds of yarrow put in stag’s bladder
  - 503 – flower heads of chamomile stuffed in bovine intestine
  - 504 – stinging nettle tea buried in inert container
  - 505 – grated oak bark aged in skull of animal
  - 506 – flower heads of dandelion fermented in lining of cows abdominal cavity
  - 507 – juice from valerian flowers
  - 508 – tea prepared from horsetail plant

- Natural pest control
- Demeter International Certification and Institute for Marketecology - biodynamic certification organizations
- No legal US government definitions for this category
Sustainability in 4 Buckets

- People
- Vineyard
- Packaging
- Winery
Sustainability in Vineyards

- Standard operating protocols with all growers
- 30% of all grapes sourced organically or biodynamically
Sustainability in Winery

• 1 gallon water wasted during production per 1 gallon wine = 3x less than average, now used as benchmark

• Native yeast in all wines
  - Exception: Vin de Glacière as yeasts can’t survive freezing

• Banned use of acid – use sparkling wine base for acidification

• All wines vegan
  - Exception: Dry Riesling uses “fistful” of isinglass but will no longer be used moving forward
Sustainability in Packaging

- All packaging comes from North America
  - Glass → Seattle,
  - Labels → Northern California
  - Capsule → Quebec

- 100% domestic supply – more expensive but better for community/environment

- Lightweight glass – 340g/bottle – saves money on transportation and carbon footprint
  - 60% of carbon footprint in a bottle of wine is glass
  - Have cut footprint to 11% which is same footprint as making a wine – it’s like not making wine at all! 😊
Sustainability in People

• All full-time employees
  • Benefits, Insurance, Fair Pay, Healthcare

• Care for our people
  • “People that work for your business must be treated well, as you would treat yourself.”
  
  - Nicolas Quille
Vin de Glacièrè Riesling

Pacific Rim

REGION
Columbia Valley, Washington

GRAPE VARIETY
100% Organic Riesling

VINEYARDS
Wind-blown loess on basalt bed rock

WINEMAKING
Harvest at around 22.5% sugar in order to preserve the natural acidity of the grapes. The grapes are then frozen and pressed frozen, resulting in a concentrated press juice (about 36% sugar) and a low yield (about half our yield compared to non-frozen grapes). The concentrated juice is fermented to 18.5% Residual Sugar.

TASTING NOTES
Pale straw in color with pear, jasmine, and honey on the nose. A classic dessert style with all spice and honey on the palate.

PAIRING
Ideal with fruit tarts, cheesecake, and blue cheeses.
# Food and Riesling

Experience the full spectrum of food with different Riesling styles

<table>
<thead>
<tr>
<th>Style of Riesling</th>
<th>Food ideas</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Dry Riesling</strong></td>
<td>Fish, Pork, cold cuts, salads, sushi</td>
</tr>
<tr>
<td><strong>Medium Dry Riesling</strong></td>
<td>Mildly spicy food (middle eastern, chinese cheeses)</td>
</tr>
<tr>
<td><strong>Sweet Riesling</strong></td>
<td>Spicy food (Thai, Caribbean, Indian), blue cheeses, aperitif, lunch wine</td>
</tr>
<tr>
<td><strong>Dessert</strong></td>
<td>In lieu of dessert, aperitif, fruit salads and tarts</td>
</tr>
</tbody>
</table>
# International Riesling Foundation Scale

## IRF Riesling Taste Profile, Technical Guidelines Summary

<table>
<thead>
<tr>
<th></th>
<th>Sugar to Acid Ratio</th>
<th>pH</th>
<th>pH</th>
<th>Shift Due to pH</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Dry</strong></td>
<td>&lt; 1.0</td>
<td>3.1 to 3.2</td>
<td>If 3.5 or &gt;</td>
<td>Med Dry</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>= or &gt; 3.3</td>
<td></td>
</tr>
<tr>
<td><strong>Medium Dry</strong></td>
<td>1.0 to 2.0</td>
<td>= or &gt; 3.3</td>
<td>&lt; or = 2.9</td>
<td>Medium Sweet</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Medium Sweet</strong></td>
<td>2.1 to 4.0</td>
<td>= or &gt; 3.3</td>
<td>&lt; or = 2.9</td>
<td>Sweet</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Medium Dry</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>&lt; or = 2.8</td>
<td>Dry</td>
</tr>
<tr>
<td><strong>Sweet</strong></td>
<td>= or &gt; 4.1</td>
<td>&lt; or = 2.9</td>
<td>&lt; or = 2.8</td>
<td>Medium Sweet</td>
</tr>
</tbody>
</table>

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**Dry** | **Medium Dry** | **Medium Sweet** | **Sweet**
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