

Table of Contents

2018 Officers, Directors and Staff	4
President's Report	7
Marketing Report	9
Harvest Report	14
Financial Report	16
Neighborhood Report	21
Membership Report	23

RRVW Members

OUR MISSION

The Russian River Valley Winegrowers (RRVW) is a community of winemakers and farmers dedicated to producing exceptional wines that showcase the diversity of the Russian River Valley neighborhoods. Our members are committed to preserving natural resources and the authentic farming heritage of this premier wine region known for award-winning Pinot Noir.



24





PRESIDENT

Chris Crispo, Bush Crispo Vineyards

2617 Woolsey Road, Windsor, CA 95492 Grower – 2nd Term: 2018, 2019, 2020 Email: bushcrispovineyards@live.com

1ST VICE PRESIDENT

Mike Sullivan, Benovia Winery

3339 Hartman Road, Santa Rosa, CA 95401 Grower – 2nd Term: 2019, 2020, 2021 Email: mike@benoviawinery.com

2ND VICE PRESIDENT

Jim Sturgeon La Crema Winery

425 Aviation Blvd, Santa Rosa, CA At-Large, Winery – 2nd Term: 2019, 2020, 2021 Email: jim.sturgeon@lacrema.com

TREASURER

Michelle Ausburn, BPM

110 Stony Point Rd., Ste. 210, Santa Rosa, CA 95401 CPA (Appointed) – 1st Term: 2018, 2019, 2020 Email: mausburn@bpmcpa.com

SECRETARY

Carol Kozlowski-Every, Kozlowski Farms

5566 Gravenstein Highway, Forestville, CA 95436 Appointed Secretary – Past Board Director Email: carol@kozlowskifarms.com

DIRECTORS

Gio Balistreri, Russian River Vineyards

PO BOX 920, Forestville, CA 95436 Appointed – Winery Term: 2019 Email: gio@russianrivervineyards.com

Clark Lystra, Betty Ann Vineyard

4721 Hall Rd, Santa Rosa, CA 95401 Grower – 1st Term: 2018, 2019, 2020 Email: crlystra@aol.com

Jacqueline Balletto, Balletto Vineyards

5700 Occidental Road, Santa Rosa, CA 95401 Winery – 1st Term: 2019, 2020, 2021 Email: jacqueline@ballettovineyards.com

Joe Foppoli, Christopher Creek

641 Limerick Lane, Healdsburg, CA 95448 Winery – 2nd Term: 2019, 2020, 2021 Email: Joe@christophercreek.com

Tom Fredericks, Trenton View Vineyards

4810 Trenton Road, Santa Rosa, CA 95401 Grower – 3rd Term: 2018, 2019, 2020 Email: tfred323@aol.com

Alex Kanzler, Kanzler Family Vineyards

2109 Sanders Rd Sebastopol, CA 95472 Grower – 1st Term: 2017, 2018, 2019 Email: alex@kanzlervineyards.com

Kim Pasquali, Landmark Vineyards

Landmark Vineyards 6050 Westside Rd, Healdsburg, CA 95448 Winery, At-Large – 1st Term: 2018, 2019, 2020 (completing Don Davis's Term) Email: Kim.Pasquali@Landmarkwine.com

Greg Morthole, Davis Bynum & Rodney Strong

11455 Old Redwood Hwy, Healdsburg, CA 95448 Winery – 1st Term: 2018, 2019, 2020 Email: gmorthole@rodneystrong.com

Jake Martini, Taft Street Winery

Taft Street Winery 2030 Barlow Lane, Sebastopol, CA 95472 At-large, Winery – 1st Term: 2019, 2020, 2021 Email: jake@taftstreetwinery.com

Nancy Woods, Merriam Vineyards

11650 Los Amigos Road, Healdsburg, CA 95448 Winery, At-Large – 2nd Term: 2018, 2019, 2020 Email: nancy@merriamvineyards.com

PAST PRESIDENTS

Gio Balistreri, Russian River Vineyards

PO BOX 920, Forestville, CA 95436 Email: gio@russianrivervineyards.com

Clay Gantz, Gantz Family Vineyards

(O) 415.291.7600 (M) 415.816.1341 (H) 829.3763

1700 Laguna Road, Santa Rosa, CA 95401 Email: clay@gantzfamilyvineyards.com

Rod Berglund, Joseph Swan Vineyards

(O) 573.3747 (M) 321.8917 (F) 575.1605 (H) 546.7711 2916 Laguna Road, Forestville, CA 95436 Email: rod@swanwinery.com

Chris Donatiello, C. Donatiello Winery

(O) 431.4412 (M) 917.756.5072 320 Center Street, Healdsburg, CA 95448 Email: cmd@cdonatiello.com

Randy Luginbill, Silverado Sonoma Vineyards, LLC

(O) 253.1776 (M) 489.4416 (F) 253.0135 (H) 894.0770 855 Bordeaux Way, Suite 100, Napa, CA 94558 Email: randy@swgnapa.com

John Holdredge, Holdredge Wines

(O) 431.1424 (M) 235.0301 (F) 431.1404

712 University Street, Healdsburg, CA 95448 Email: jholdredge@gearylaw.com

Nick Leras, Nick Leras Vineyards

(M) 481.1314 (O) 546.5910 (F) 568.7682 (H) 546.5910 2051 Laughlin Road, Windsor, CA 95492 Email: abovethevineyards@gmail.net

Steve Dutton, Dutton Brothers Farming & Dutton Ranch

(O) 823.0448 (M) 291.4354 (F) 829.5942 (H) 823.4029 P.O. Box 48, Graton, CA 95444 Email: steve@duttonranch.com

Valerie Wathen, Dutton-Goldfield Winery

(O) 823.3887 (M) 415.517.3232 (H) 861.9101 (F) 829.6766 3100 Gravenstein Hwy N, Sebastopol, CA 95472 Email: valerie@duttongoldfield.com

Bob Cabral, Three Sticks Wines

(O) 996 3328 (M) 888.5296 (F) 996 3888 (H) 431.2508 143 West Spain, Sonoma, CA 95476 Email: rjcabral@msn.com

Merry Edwards, Merry Edwards Wines

(O) 823.7466 (M) 483.3333 (F) 823.7461 2959 Gravenstein Hwy, Sebastopol, CA 95472 Email: merry@merryedwards.com

(F) 575.9453

Ellen Mack, Russian Hill Estate Winery

(H) 575.9744 4525 Slusser Road, Windsor, CA 95492 Email: ellen@russianhillwinery.com

Kirk Lokka, Emeritus Vineyards

(O) 575.9425

(O) 823.4464 (M) 481.6038 (F) 829.2031 (H) 824.9694 2597 Gravenstein Hwy N, Sebastopol, CA 95472 Email: kirk@goldridgepinot.com

Hector Bedolla, Crop Production Services

(O) 566.6611 (M) 478.9555 (H) 431.1646 (F) 571.1448 837 March Avenue, Healdsburg, CA 95448 Email: zinwine1@sonic.net

Lee Martinelli, Jr. Martinelli farms, Inc. (F) 527.5008

Warren Dutton, Dutton Ranch

(O) 527.8746

Saralee McClelland Kunde, Richard's Grove & Saralee's Vineyard

EXECUTIVE DIRECTOR



Wendy Hilberman

(O) 521.2534 (M) 486.5648 3210 Woolsey Rd. Windsor, CA 95492 Email: Hilberman@rrvw.org

RUSSIAN **RIVER VALLEY WINEGROWERS**

P.O. Box 16, Fulton, CA 95439-0016 (O) 521-2534 (F) 528-8633 E-mail: info@rrvw.org Website: russianrivervalley.org







"AS WE LOOK
FORWARD INTO
2020 RUSSIAN
RIVER VALLEY
WINEGROWERS IS
WELL POSITIONED TO
MEET OUR GOALS."

~ **Chris Crispo** Bush Crispo Vineyards

President's Message

2019 President's Annual Report - Russian River Valley Winegrowers By Chris Crispo

2019 has been an exciting, challenging and productive year for Russian River Valley Winegrowers.

Early in the year we entered into a partnership with the marketing firm "The Engine is Red" for their help in developing the materials for the RRVW Neighborhoods initiative. Our board had worked the previous year with them when they developed our award winning website. Working collaboratively we produced the materials needed to effectively market our message to influencers including wine writers and sommeliers as well as general wine consumers.

We also entered into an agreement with Expedia Cruise Ship Center & AMA Waterways with RRVW as hosts of a Cruise on the Rhine River in 2020. The five participating RRVW wineries are Balletto Vineyards, Davis Bynum, Dutton Estate, Landmark Vineyards & Russian River Vineyards whose principals will be pouring their wines on board the ship. This cruise will provide exposure for Russian River Valley wines and also has a direct financial benefit of over \$25,000 to RRVW.

On Feb 22 RRVW in conjunction with our partners at Sonoma County Winegrowers was again a sponsor of the Sonoma County Pruning Championship. This year Monserrat Diaz became the first woman to compete in the championship which was won by Gerardo Pantoja.

Five days later on February 27 the first of two major environmental challenges impacted our area when heavy rains caused major flooding of the Russian River. The RRVW Board of Directors joined Supervisor Lynda Hopkins and various local chambers and unanimously approved the donation of \$5,000 to assist in flood recovery efforts of our neighbors in need.

In the spring RRVW partnered with Sonoma County Vintners and co-hosted the Barrel Auction Preview event. We also entered two lots in the Barrel Auction held at MacMurray Estate. The combined bids for these two lots was over \$20,000. Russian River Valley wines were included in the majority of the 85 barrel auction lots sold that day.

RRVW Past President Rod Berglund "The Rodfather" was recognized as an Icon during the event. RRVW will receive \$63,516 from the barrel auction under our current revenue sharing agreement with Vintners.

In early summer we hosted the members barbecue at Dutton Ranch. Each year your board shops, preps, barbecues and serves our members and sponsors at this annual event. This provides our members a chance to gather as a community and enjoy some great food before the start of harvest. Thanks to Steve and Joe Dutton for their continuing support.

In late summer we hosted our annual Paulee Dinner along with Jean Charles Boisset on the beautiful grounds of DeLoach Winery.

This signature event featured 33 wineries, five fabulous chefs and was attended by over a dozen wine writers and influencers and was again sold out. This profitable event provides additional revenue for our operating budget.



President's Message

Before harvest began we started scouting locations with the video crew from Wildly Simple Productions to produce a video to help showcase the diverse neighborhoods within our AVA. Numerous growers and winemakers opened their properties for filming and provided voice work for this film. It was premiered for our members at Martin Ray Winery in the fall.

In September wines from the Russian River Valley swept top honors at the Sonoma County Harvest Fair Awards.

- Congratulations to Anthony Beckman of Balletto Vineyards for the Russian River Valley Sparkling Brut Rose
- Nicole Hitchcock of J winery for her Russian River Valley Pinot noir
- Gio Balistreri of Russian River Vineyards- for his 2018 Petersen Vineyard Chardonnay

In late October, the second major challenge to our area occurred with the Kincade Fire which prompted the largest mass evacuation in Sonoma County history. Combined with public safety power shutoffs this event had major human and economic impacts to our entire region. Fortunately, the majority of Russian River crops had been harvested before the fires and once again vineyards acted as fire breaks to help limit the fires spread. In response we held our harvest event and food drive at Russian River Vineyards where over 400 pounds of food was collected and donated to the Redwood Empire Food Bank.

As we look forward into 2020 Russian River Valley Winegrowers is well positioned to meet our goals.

We have financial reserves that have grown with an improved investment strategy. These reserves allow us to better weather economic downturns and also strategically fund future opportunities.

We've developed materials and video to showcase to consumers how special and unique the Russian River Valley is and hired Public Relations firm Holly Hansen to help spread our message to press and media.

We are in the planning stages for the re-introduction of Grape to Glass on June 6, 2020. In response to changing consumer tastes this Grape to Glass will be different from previous events but honors our history and will still be held on Richard's Grove at Sarelee's Estate.

My sincere thanks to all our members and sponsors for your continuing support.

My deepest thanks to our Board of Directors and our Executive Director Wendy Hilberman for all their hard work and the many hours invested in Russian River Valley Winegrowers in 2019.

Cheers to a healthy & prosperous 2020!

Chris



Marketing Chair, Jake Martini, Gio Balistreri and Joe Foppoli

Russian River Valley Winegrowers maintained a proactive marketing strategy in 2019 for promoting Russian River Valley. Our plan continued to focus on two major goals: 1) Attracting tourism to the Russian River Valley, and 2) Amplifying the narrative about Russian River Valley wines and the people who make them.

We made notable progress on these goals through our work on the Neighborhoods project, described in more detail below. Using the neighborhoods as our lens, we are showing what's compelling about our region to entice guests to visit, taste and explore our offerings.

RUSSIAN RIVER VALLEY NEIGHBORHOODS PROJECT

This year, we shifted from an emphasis on traditional consumer tasting events to a fresh focus on the Russian River Valley Neighborhoods Pinot Noir initiative. The initiative is designed to highlight that Russian River Valley neighborhoods are as unique as the award-winning wines we produce—a strength backed by scientific analysis from U.C. Davis.

We made great strides in successfully integrating the Neighborhoods concept into a clear and concise message for consumers and trade media. In November, we hosted a presentation about the Neighborhoods project for members. We were pleased to welcome more than 60 people to celebrate the official launch of the initiative.

We partnered with The Engine is Red, a local marketing agency, to assist us with messaging and branding for the project. As a result, we now have a suite of marketing materials for a variety of audiences, from trade to tasting rooms. In the near future, our members will be able to leverage multiple assets, such as maps and printed collateral. Video is also a key component of our effort. We hired Wildly Simple to shoot each neighborhood, conduct interviews and create a library of flexible videos that our members will soon be able to use for promotion and education.

PUBLIC RELATIONS AND PROMOTION

We engaged Holly Hansen PR, an experienced local boutique firm, to help begin to tell the story of the Neighborhoods project. To date;

- Completed Press Kit
- Pitched and attended Paulée Dinner, networked with media
- Distributed press release on Harvest Fair Sweep for Russian River Valley
- Post-Kincade Fire press release: Limited Edition Offers from Wineries

We are getting good traction on the PR front and look forward to continued concrete results in 2020.





DESTINATION EVENTS

The Paulée continued to be a preeminent destination event for wine aficionados. Held on August 30, attendance was very strong: We welcomed 235 guests, 33 winemakers and 5 chefs, who all enjoyed an elegant evening. Participating wineries poured their most unique cellar selections, creating a memorable representation on the spirit of the Russian River Valley. Fifteen members of the media attended the event (an increase from 2018), resulting in excellent social media coverage and multiple favorable articles.

The Pinot Forum was also a successful event in 2019. An exclusive group of 20 wineries hosted a three-day "boot camp" for 60 top onpremise wine buyers and sommeliers from core wholesale markets around the country. The experience featured tastings, vineyard and winery tours, and plenty of time to build quality connections with participating wineries.

WHAT WE WILL ACCOMPLISH

- Paulée: Continue to elevate the Paulée as an exclusive event that on its own is a reason to visit the Russian River Valley. Our long-term goal is that this event is sold out as soon as the date and place is set. The Paulée continues to be the icon event for the RRVW.
- Grape to glass: We're excited to welcome back Grape to Glass in 2020 at La Crema Estate at Saralee's Vineyard as the consumer launch event for the Neighborhoods project. Join us on June 6, 2020 to pour, taste, and learn about each unique neighborhood in an easy-going consumer tasting event with educational seminars, silent auction, filled with local music and food.
- Festivals and forums: In 2020, we're excited to attend and participate in targeted wine festivals across the nation.
- Intimate events: Continue to evolve the traditional consumer tasting events into smaller, more engaging local events that allow for more connections and better experiences. We hope to develop two to three turn-key small scale experiences that bring excited consumers face-to-face with growers, producers, and winemakers who are excited to tell their stories.

2ND ANNUAL SONOMA HOUSE MAY 28-30TH

13 social media, influencers, bloggers, and writers from all over the United States attended the 2nd annual Sonoma house in 2019. Attendees were immersed in a three-day program that showcases all that Sonoma County has to offer including food, wine, education and experiences. Attendees stayed at the Kenwood Inn. RRVW hosted the second half of the education day (day 2) at Russian River Vineyards followed by dinner on the patio. The third day each AVA took a small group of the writers to immerse them in a program dedicated to their AVA. Our AVA day began with a walk in Armstrong Woods, followed by a Shrub Workshop at Farmhouse Inn. Vinegar and seasonal producebased drinks, foraging on the property and an interactive demo followed by a vegan crudité for lunch. Next, we headed to La Crema Estate at Saralees Vineyard for a splash of Rose and a vineyard walk with Jen Walsh and Jim Sturgeon, followed by a wine of distinction talk and a beautiful dinner.







Sonoma House Summary of Media Highlights

- Leila Najafi who was in our AVA day shared a YouTube video with highlights from her time at Sonoma House. The video has 429 views. Great piece. https://youtu.be/F0Af96qhGaQ
- 29 Social Media Posts
- 97,243 Social Media Impressions
- 6,857 Social Media Engagements

STRATEGY SESSIONS

2019 was a year of opportunity and growth for the Russian River Valley Winegrowers. We worked with both new and existing partners to create diverse and dynamic programs that focused on elevating the Russian River Valley brand and identity.

The Engine is Red spent time in 2019 helping us identify and prioritize our messaging for the Neighborhoods project.

Wildly Simple was hired to tell the stories of the Neighborhoods and produce three videos. Late summer was spent shooting vineyards, interviewing members and visually capturing the people and the stories of the neighborhoods.

We ended 2019 with an all-day retreat hosted at BPM. We had a great day of discussion and visioning for the future of the RRVW. We set priorities for 2020 and explored strategic goals for the next three years.





HARVEST SWEEPSTAKES

A pinot noir, a chardonnay and a sparkling brut rosé — all produced from Russian River Valley grapes — won the coveted sweepstakes awards Sunday night at the Sonoma County Harvest Awards Gala.

J Vineyards won top honors in the red wine category with its 2017 Russian River Valley Pinot Noir, which retails for \$40. The wine is a collaboration between J Vineyards winemaker Nicole Hitchcock and Gina Gallo, winemaker with E. & J. Gallo, which owns the Healdsburg winery.

Russian River Vineyards, a winery in Forestville, snagged the top white with its 2018 Petersen Vineyard Chardonnay at \$42. Giovanni Balistreri is the winemaker.

Balletto Vineyards of Santa Rosa won the specialty division with its 2013 Russian River Valley Sparkling Brut Rosé at \$42. Winemaker Anthony Beckman crafted it.

The sweep by wineries that obtained their fruit from the Russian River area underscores the tremendous quality of wines that emerge from the prestigious appellation, where growers command some of the highest prices in the county for their grapes.

FROM FLOODS TO FIRE - A HARVEST UPDATE FOR 2019

Tom Fredricks, Trenton Vineyards.

While 2019 had it's challenges, it turned out to be a nice year for growers. After the record harvest of 2018, most RRV vineyards delivered a healthy crop with our usual world class quality fruit.

We are grateful that the floods occurred during the dormant winter season. The floods did not affect the vines except to replenish groundwater in the basin. We finished the growing season during the largest fire in Sonoma County history. At the time of the fires, over 95% of the RRV crop had been harvested and extensive damage to our crop was averted.

Bud break began in March. There was steady growth and light frost pressure through springtime. Flowering (aka bloom) occurred into June. Bloom went well even after a heavy rainstorm of 3-4 inches in May. We had great weather leading up to fruit set in late June. In July and August, major growth developed and canopy management and leaf pulling began. Veraison began in late July, always a welcome sign for grape growers.

Harvest began for sparkling wine in late August. Yields this year for the RRV Appellation were not as heavy as last year but still came in mostly above average.

As many of you know, our current market has a heavy supply of wine. Some growers without contracts were working hard to find a home for their grapes. Talking with fellow growers and winemakers, 2019 appears to be an amazing vintage...again. Grape growers in our distinctive neighborhoods reported varying degrees of challenges throughout the growing season including some adverse effects from mildew pressure.

Overall we, as an appellation, have much to be thankful for. To recap- Vintage 2019 gave us:

- Lots of water
- Great springtime weather
- Summer ripening
- Above average tonnage
- World class quality

Let's do this again in 2020!

The Russian River Valley- Just follow the fog.







Financial Report

Michelle Ausburn, Treasurer

REVENUES

Our revenue is generated primarily from three main sources: membership, events, and the Sonoma County Barrel Auction ("Barrel Auction"). Actual revenue was \$299,793, compared to budget of \$312,300. This is mainly due to greater than expected membership dues offset by lower than expected event income.

- Membership: Actual membership dues of \$208,145 exceeded budget of \$196,000.
- Events: Paulee generated revenue of \$40,890, slightly above budget of \$38,000. Consumer tasting event income was lower than expected by \$30,000.
- Barrel Auction: We collected \$44,303 related to the 2018 and 2017 Barrel Auction, as expected. We anticipate receiving proceeds related to the 2019 Barrel Auction in 2020.

EXPENSES

Actual expenses were \$281,442 compared to budgeted expenses of \$312,300. This is mainly due to lower than expected employee and event expenses offset by higher than expected marketing expenses. Employee expenses totaled \$105,008 compared to budget of \$128,555. Paulee expenses totaled \$16,894 compared to budget of \$25,000. Consumer tasting event expenses were lower than expected by \$25,000. Marketing expenses totaled \$41,295 compared to budget of \$15,000 as a result of an additional Board approved investment. For other major expense areas, actual amounts were consistent with budgeted amounts.

NET INCOME

Actual net income totaled \$18,350 compared to budgeted net income of \$0.

RESERVES

As of the close of 2019, RRVW maintains \$152,100 in reserves invested in an 18-month CD and high-interest money market account, as approved by the Board.



Income

	2019 Actual	2019 Budget
Membership Dues		
Grower Membership Dues	\$77,338	\$75,000
Winery Membership Dues	110,807	99,000
CS Gold	10,000	8,000
CS Silver	2,500	4,000
CS Estate	7,500	5,000
CS Platinum	-	5,000
Total Membership Dues	208,145	196,000
Barrel Auction	44,303	44,300
Consumer Tasting Event	-	30,000
Interest Earned	2,763	2,000
Misc. Income	622	-
Paulee Income	40,890	38,000
RRVW Girls Membership	1,780	-
RRVW Signs	1,290	2,000
Total Income	\$299,793	\$312,300

Expenses

	2019 Actual	2019 Budget
Advertising	\$1,145	\$7,500
Annual Meeting	3,879	1,250
Annual Report	720	1,000
Bank Service Charges	3,147	3,600
Bank Supplies	-	250
Board of Directors	364	500
Brand Recognition	26,250	27,000
Consumer Tasting Event	(1,481)	25,000
Contract Labor	1,207	2,000
Depreciation Expense	751	-
Donations	5,915	1,000
Dues & Subscriptions	659	275
E-mail Service Provider	756	1,500
Employee Expenses	105,008	128,555
Franchise Tax Board	10	-
Freight & Shipping	-	250
Growers Seminar	1,395	1,000
Harvest Wrap Up	-	1,500
Insurance	4,552	6,500
Licenses and Permits	85	100
Marketing	41,295	15,000
Media Tasting	6,046	1,500
Member Mixers	3,875	1,500
Miscellaneous	273	1,000
Neighborhood Tastings	631	1,000
Office Equipment	2,452	2,000
Office Supplies	1,342	1,500
Paulee Dinner	16,895	25,000
Phone	5,478	4,000
Pinot Forum	5,000	5,000
Post Office Box Rental	134	120

Expenses (continued)

	2019 Actual	2019 Budget
Postage General	272	800
Printing - General Office	1,207	600
Professional Fees	9,385	9,000
Pruning Contest	630	-
Rent	12,000	12,000
RRV Girls Donation	682	-
RRV Girls Scholarship	2,000	-
Sales Tax Expense	4,907	5,000
Signs	6,853	5,000
Utilities	4,187	3,500
Website	1,535	10,000
Total Expense	\$281,442	\$312,300
Net Income	\$18,350	\$0



Neighborhoods Report

Neighborhoods Chair, Mike Sullivan Governmental Affairs, Clark Lystra

2019 has been a watershed year for the Russian River Valley Neighborhood Project. There has been a lot of traction gained this year from many years of diligent work. This work has culminated in three very important deliverables (Data, Print, Video) each to help tell the story of the RRVW Neighborhoods.

- Data: We received an outline and presentation from Courtney Tanabe (UC Davis graduate student) of the two-year study of elemental differences in Pinot Noir from different neighborhoods of the Russian River Valley. She gave a fantastic presentation to members of the RRVW on November 14th outlining the work that she has done and why it is significant in the world of science and wine. Courtney's professor Roger Boulton PhD (internationally renowned professor of wine chemistry) said that this was "The most compelling scientific evidence that he had seen in his 40-year academic career". This groundbreaking study has been presented to the Society of Chemical Engineers and will be published after a peer review in a prestigious journal. The study is significant to our understanding of the RRV Neighborhoods in that we now have 'Indisputable Scientific Evidence' that wines from each neighborhood are chemically different and unique.
- Print: We expanded our marketing effort by hiring, 'The Engine is Red', to summarize and develop print material, including our very first map of the RRV Neighborhoods. The map boundaries

are a rough reflection of historical precedents combined with location data from the UC Davis 'fingerprint' analysis. The print material contains an outline of the properties of each neighborhood and what makes them unique from one another.

• Video: In 2019 RRVW hired a video production company called Wildly Simple to tell the story of the RRV Neighborhoods in video. Kyle and Kristin Newsom interviewed several winemakers and growers in the Russian River Valley to give context and help tell the story in peoples' own words. Then they filmed video (on location) in all six neighborhoods, including drone footage to provide perspective. The resulting video strikes an emotional chord for the passion of grape growing and winemaking and why the RRV Neighborhoods are important.

Neighborhoods Paper

The Neighborhoods Committee formed a working group this year to draft a paper that provides a detailed look at the Neighborhoods Project that encompasses data from the U.C. Davis study and professional presentations, informational products that the Neighborhoods Committee produced over the past several years, as well as winemaker quotations, journal articles, and media/marketing items. The paper can be used for future RRVW proposals to promote the RRV Neighborhoods through panels and other forums at professional wine industry events.

Governmental Affairs Committee

The Government Affairs Committee monitors issues that impact grape growers and wineries and to share important issues with members. Recent topics include Sonoma County Vintners inquiries into AVA use of Business Improvement Districts and County Planning Commission actions on winery use permits. The committee meets quarterly and items of importance to members are highlighted in the RRVW Newsletter.





Member Programs

Membership Chair, Nancy Woods

We started off our year in the black due to the slight dues increase for the first time in over nine years. The extra funds have helped us execute nine member events, create and deliver new branding and marketing materials and a video for our Neighborhood's project.

Membership has its benefits:

- This year in February we had our first in a long time Growers Breakfast at Vintner's Inn. John Aguirre, President of California Association of Winegrowers (CAWG) presented "Current Proposed State and Federal Legislation and Public Policy Changes that will Affect Grapegrowers"
- Alexey Bulankov and Dave Wissinger, Mechanics Bank presented: "The State of Affairs in our State and Federal Governments: How Fiscal and Economic Policies will affect your Investments and Savings" We had 35 members attend and a wonderful full breakfast was provided by Vintner's Inn.
- We continued the year with our Directto-Consumer Group monthly meetings with roundtable disc-ussions spurred by those that attended. We have been enjoying learning from our peers. These meetings were well attended and membership grew in 2019.

We had some educational, and fun events:

 In May, La Crema Winery hosted us for our Edu-cational Seminar with Turrentine Brokerage and The Wine Institute. Both of these companies always bring us insight from their markets.



- Dutton Ranch was gracious to host us again this year for our Annual BBQ in June. The RRVW Board of Directors shop, cook and serve the food during this event. This is a great event, well attended and a great way to reconnect with friends and meet new ones.
- Once Harvest was complete, we made time to gather together at our annual harvest celebration at Russian River Vineyards. Due to Kincade Fire, we moved the date to Sunday, November 17th and had a nice turnout of members enjoying wine, wood fired pizza and desserts at Russian River Vineyards.
- Our DTC Group began having a Holiday Social a few year ago that has now grown to an all member event. This year it was hosted at Emeritus Vineyards where we all enjoyed a Italian Charcuterie Board catered by Canneti's in Forestville. This is another chance to relax and enjoy our wine community.

I would personally like to thank all the members who attended our events and a big thank you to the above hosts!



Members

WINERY MEMBERS

Acorn Winery-dual Alquimista Cellars Arista Winery

Bacigalupi Vineyards-dual Balletto Vineyards-dual

Benovia Winery Bowman Cellars

Bricoleur Vineyards-dual

California Wineries & Vineyards-dual

Campana Ranch Winery - dual

Carlisle Winery
Cartograph
Charvale Winery

Chrstopher Creek Winery Cleary Ranch Vineyards LLC

Croix Estate

D&L Carinalli Vineyards
Davis Bynum Winery
Davis Family Vineyards
Dehlinger Winery
DeLoach Vineyards
Dewitt Family Wines, LLC
Domaine de la Riviere-dual
Domaine Della Winery

DRNK

Dutton Estate Winery Dutton-Goldfield Winery

Donelan Family Wines

EnRoute Winery

Flowers Vineyards & Winery Forchini Vinyeards & Winery Freeman Vineyard & Winery

Furthermore Wines Gamba Winery

Gary Farrell Vineyards & Winery

George Wine Company Hartford Winery Holdredge Wines Hook & Ladder Winery Horse & Plow Winery Inman Family Wines Iron Horse Winery-dual

J. Cage Cellars

James Family Cellars

Jigar Wines

Joseph Swan Vineyards-dual Korbel Champagne Cellars

Kosta Brown LaCrema

Landmark Vineyards

Lando Wines

Lauterbach Cellars LLC Ledson Winery & Vineyards

Lynmar Winery LLC MacPhail Wines-Dual

MacRostie Winery & Vineyards

Marimar Estate Vineyard Maritana Vineyards Martin Ray Winery Martinelli Winery Matrix Winery

Medlock Ames Vintners LLC-dual

Merriam Vineyards-dual Merry Edwards Winery

Migration

Moshin Vineyards Notre Vue Estate

Paradise Ridge Winery-dual Patz & Hall Wine Company

Paul Hobbs Winery Pellegrini-Olivet Lane Porter Creek Vineyards LLC Ramey Wine Cellars-dual

Rochioli Vineyard & Winery-dual

Rodney Strong Vineyards Ron Rubin Winery-dual Scherrer Winery Siduri Wines

Sonoma-Cutrer Vineyards-dual

Square Peg-dual Tara Bella Winery Ten Acre Winery Thomas George Estates Tonque Dancer Wines

TR Elliott

Trione Vineyards & Winery-dual

Twomey Cellars VML Winery

Williams Selyem Winery-dual Winery-Gordian Knot Winery

Wren Hop Winery

GROWER MEMBERS

Alegria Vineyards Anderson-Ross Vineyard Asern Family Vineyard Bacchi Vineyards

Bacigalupi Vineyards-dual Baekgaard Family Farms Balletto Vineyards-dual Bazzano Vineyard BCD Farms LLC Benovia Winery

Bergman Euro-National Betty Ann Vineyard

Bialla Vineyards

Bisordi Ranch & Vineyards LLC

Boriolo Vineyards

Boschetti Family Vineyards Bricoleur Vineyards-dual

Bucher Farms

Bush Crispo Vineyards Calegari Vineyard

California Wineries & Vineyards-dual

Campana Ranch Winery -dual

Carlisle Winery Cartograph

Casa Cristal Nursery, inc.

Catie's Corner

Champion Estate Vineyard Chenoweth Vineyards Chrstopher Creek Winery

Coffey Lane

Cole Creek Vineyard

Cornerstone Certified Vineyard Cypress Ridge Vineyards Dellinger Vineyards

DNA Vineyards DNA Vineyards

Domaine de la Riviere-dual

Dow Vineyard Elsbree Vineyard Emeritus Vineyards Enriquez Estate Wines EnRoute Winery Etsec Vineyards Ewald Vineyard

Forchini Vineyards & Winery Gantz Family Vineyards

Giusti Ranch

Great Oak Vineyards
Gunsalus Vineyard
Harvest Moon
Hawk Hill Vineyard
Hawk's Roost Ranch
Hopkins River Ranch
HoppeKelly Vineyards LLC
Iron Horse Winery-dual

Kent Richie Vineyards
Jackson Ranch
Jayda Hill Vineyard
Joseph Belli Vineyards
Joseph Swan Vineyards-dual
Kanzler Family Vineyards
Kasim Family Vineyards
KOA Vineyards LLC
Kozlowski Family Vineyard

LaFranchi Vineyards
Lennox Vineyards
Lennox Vineyards
Leras Vineyards
Limerick Lane
Lyrik Vineyards
MacPhail Wines-Dual
Mariola Ridge Vineyard
Martnelli Farms, Inc.
Matthew's Station

Medlock Ames Vintners LLC-dual

Merriam Vineyards-dual Mononi Ranches Nunes Vineyard Oehlman Vineyard Paradise Ridge Winery Parsons Home Grown Pellegrini-Olivet Lane Picket Fence Wine Ponzo Ranch LLC

Porte Cochere Vineyard Porter Creek Vineyards LLC

Porter Creek Vineyards LLC-dual

Ramey Vineyards-dual

Ricioli Bros Riddle Vineyard

Rochioli Vineyard & Winery-dual

Ron Rubin Winery-dual Russian River Vineyards Ruxton Vineyard Sadie's Vineyard Sanchietti Ranch Sexton Valley Vineyard

Shellen Denno/Windy Hill Ranch Vineyard

Silverado Sonoma Vineyards LLC Sonoma-Cutrer Vineyards-dual Soracco Family Vineyards

Square Peg-dual Syar Family Vineyards Thomas George Estates Trenton View Vineyard

Trione Vineyards & Winery-dual

Vino Farms

Williams Selyem Winery-dual Windsor Creek Vineyard

Wycoff Ranch

Russian River Valley Winegrowers Foundation

The Russian River Valley Winegrowers Foundation continues to farm the 1 acre Pinot Noir vineyard at the El Molino High School campus. This vineyard has become an important teaching tool and a consistent source of funding for the RRVWF. Students help with pre-pruning the vineyard and harvesting the fruit. The majority of the fruit produced from the vineyard is sold to the Bohemian Club, for use at its San Francisco and Monte Rio properties.

In 2019 the Foundation made a major contribution to the new greenhouse and garden at El Molino High School. This will provide new learning opportunities for years to come.

The Foundation also funded seven scholarships, totaling \$13,000, for students studying in various agricultural disciplines.

If you shop at Amazon.com please sign up for Smile.Amazon.com and choose the Russian River Valley Winegrowers Foundation as your charity. There is no cost to you but a small percentage of your purchase is donated to our organization.

If you wish to make a donation it will help us to continue our mission to engage, encourage and support agricultural education at El Molino High School. Donations can be mailed to RRVWF, 1998 Jones Road, Windsor, CA, 95492.

Thank you to our Corporate Sponsors_

ESTATE SPONSORS







GOLD SPONSORS









BCD FARMS LLC















SILVER SPONSORS













Russian River Valley Winegrowers

P.O. Box 16, Fulton, California 95439-0016 Phone: 707.521.2534 • Fax: 707.528.8633

Website: russianrivervalley.org

Executive Director: Wendy Hilberman

Phone: 707.486.5648 Email: hilberman@rrvw.org