



KOSTA BROWNE



KOSTA BROWNE



Differentiation
Appeal
Founders
Team
History

Differentiation & Appeal



WHY KOSTA BROWNE

- Insanely Loyal Customers: Preeminent California Pinot Noir producer with exceptionally loyal customer, who wait 2—10 years to gain access to our highly-coveted wines
- Critical Acclaim: Highly regarded by wine connoisseurs with consistent 95++ ratings, including the Wine Spectator's Wine of the Year award in 2011
- Sense of Place: Meticulous estate vineyards and longstanding grower partners dedicated to stewardship, sustainability, and wines with a sense of place
- Quality at Every Turn: State-of-the-art winery in Sebastopol, laser-focused on quality winemaking practices, from processing to fermentation, vessel to barrel
- Obsessed with Pinot Noir: North America's most successful ultra-luxury Pinot Noir brand joins the celebrated Duckhorn Portfolio

Founders



DAN KOSTA

Founder



MICHAEL BROWNE

Founder



CHRIS COSTELLO

Founder

KOSTA BROWNE

Team KB



NEIL BERNARDI

General Manager



JULIEN HOWSEPIAN

Winemaker



REGINA SANZ

Senior Estate Director

KOSTA BROWNE

History



1997
Dan and Michael
met while working
at a popular
Sonoma restaurant

1998
First 24 cases of
Pinot Noir were
produced

2003-2008
Gained in notoriety
and top lists



2001
Chris Costello joined
as a third partner

2011
Awarded 2009
Wine Spectator
Wine of the Year



1 **Kosta Browne**
Pinot Noir Sonoma Coast 2009

95 points / \$52
5,818 cases made
Sonoma County, California

Central to the story of Pinot Noir's steady rise in California has been the improbable ascent of a small Sonoma winery, started more than a decade ago by two waiters who pooled their tips so they could make wine.

2009
Set goal to become
global benchmark for
CA Pinot Noir and
Chardonnay

2013
Moved to a new
home in the Barlow
and acquired Keefer
Ranch



2012
Julien Howsepan
joined production
team

KOSTA BROWNE

History



- 2016
Single Vineyard
fermentation room
completed



- 2017
Twenty year
celebration



- 2018
Duckhorn Portfolio
acquired KB.



- Expanded
into Sta. Rita Hills



- Acquired
Cerise Vineyard,
Anderson Valley



- Launched
private tasting
experience,
The Gallery



- 2019
Julien
Howsepian
named head
winemaker

About Our Winemaker



Julien Howsepian has earned renown for creating elegant and intense wines prized for their thoughtful complexity, character, and soul. As Head Winemaker, he continues Kosta Browne's two-decade legacy of crafting California's benchmark Chardonnays and Pinot Noirs.

About Our Winemaker (cont'd)

“

Extraordinary
wines reflect the
interconnectedness
of many factors...

Understanding how
these elements work
together is the

essence of
great wine.”

—J.H.


Building on the accomplishments of former Co-founders Dan Kosta and Michael Browne, Julien Howsepian leads Kosta Browne's winemaking, overseeing an acclaimed program that features almost 40 of California's greatest vineyards.

Raised in Northern California's Bay Area, Julien regularly traveled to France to visit family, including relatives in the wine industry. These early visits kindled Julien's appreciation for the culture of wine, and led him to UC Davis, where he earned a degree in viticulture and enology.

Prior to joining Kosta Browne, Julien gained invaluable hands-on experience at several venerable California estates and in New Zealand's acclaimed Hawkes Bay region. “My dream has always been to make world-class wines,” adds Julien. “As a winemaker, it is both humbling and a gift to work with such amazing vineyards. Each one has a fascinating story to tell. For two decades, Kosta Browne has been dedicated to telling these stories. To build on this legacy is an honor and a privilege.”

KOSTA BROWNE

BRAND ARCHITECTURE



Mission
Portfolio Overview
Taste Profile
Offer Calendar
Pricing

Mission

Establish ourselves as winegrowers with reverence for distinct vineyards and an obsession for crafting wines with a sense of place. Become the global benchmark for California Pinot Noir and Chardonnay through innovation, relentless focus on our team, customers, and quality.



Portfolio Overview



Appellation Series	One-Sixteen Russian River Valley , Chardonnay	375/750 ML
	Russian River Valley , Pinot Noir	375/750 ML
	Sonoma Coast , Pinot Noir	375/750 ML
	Sta. Rita Hills , Pinot Noir	750 ML
	Santa Lucia Highlands, Pinot Noir	750 ML
	Anderson Valley, Pinot Noir	750 ML
Single Vineyard Grower Series	El Diablo, Russian River Valley, Chardonnay	750 ML
	Keefer Ranch , Russian River Valley, Pinot Noir	750 ML
	Giusti Ranch, Russian River Valley, Pinot Noir	750 ML
	Koplen Vineyard, Russian River Valley, Pinot Noir	750 ML
	Gap's Crown Vineyard , Sonoma Coast, Pinot Noir	750 ML
	Kanzler Vineyard, Sonoma Coast, Pinot Noir	750 ML
	Thorn Ridge Ranch, Sonoma Coast, Pinot Noir	750 ML
	Rosella's Vineyard, Santa Lucia Highlands, Pinot Noir	750 ML
	Garys' Vineyard, Santa Lucia Highlands, Pinot Noir	750 ML
	Pisoni Vineyard, Santa Lucia Highlands, Pinot Noir	750 ML
	Mt. Carmel , Sta. Rita Hills, Pinot Noir	750 ML
	Rita's Crown, Sta. Rita Hills, Pinot Noir	750 ML
	4-Barrel, California, Pinot Noir	750 ML
Estate Series	Cerise Vineyard, Anderson Valley, Chardonnay	750 ML
	Cerise Vineyard, Anderson Valley, Pinot Noir	750 ML
	Bootlegger's Hill, Russian River Valley, Chardonnay	750 ML
	Bootlegger's Hill, Russian River Valley, Pinot Noir	750 ML
	Treehouse Vineyard, Russian River Valley, Pinot Noir	750 ML
Observations Series	Available exclusively in The Gallery at the winery in Sebastopol, CA (Offerings change each vintage)	

Note: bold wines available for distribution

KOSTA BROWNE

Taste Profile



Series

A APPELLATION (CH)

A APPELLATION (PN)

G GROWER (PN)

LIGHT



FULL

ONE-SIXTEEN (A)

STA. RITA HILLS (A)

RUSSIAN RIVER
VALLEY (A)

SONOMA COAST (A)

SPRING
OFFER

LIGHT



FULL

MT. CARMEL (G)

KEEFER RANCH (G)

GAP'S CROWN
VINEYARD (G)

FALL
OFFER

KOSTA BROWNE

Wholesale Offering Calendar

SPRING

January

- Wholesale Allocation & Goals Determined

February/March*

- Wholesale Allocation Opens/Letters Sent
- 90 days to submit PO's

March/April*

- Wholesale orders begin to ship/fulfill
 - Invoiced at time of shipment

April/May*

- Wholesale follow-up communication to dormant/no response
- Wholesale Allocation ends
- Wholesale Wish Grant begins
 - Priority distributors offered additional inventory ("Wish")
 - Runs 15 days to submit PO's
- Wholesale Wish Grant closes and Allocation period ends.

*Exact dates TBD

FALL

June/July/August

- Distributor Performance Reviews
- Wholesale Fall Allocation & Goals Determined
- Prep for Fall Allocation

September

- Wholesale Allocation Opens/Letters Sent
 - 60 days to submit PO's
- Wholesale follow-up communication
- Wholesale orders begin to ship/fulfill

October

- Wholesale Allocation ends
- Wholesale Wish Grant begins
 - Priority distributors offered additional inventory ("Wish")
 - Runs 15 days to submit PO's

November/December

- Wholesale Wish Grant closes and Allocation period ends.

Pricing


WINE	BOTTLE	PK	SRP	SRP RANGE	WINE LIST	RELEASE SCHEDULE
One-Sixteen Chardonnay	750*	6	\$85	\$85 - \$95	\$150 - \$170	Spring
Sta. Rita Hills Pinot Noir	750	6	\$115	\$100 - \$125	\$170 - \$199	Spring
Russian River Valley Pinot Noir	750*	6	\$115	\$100 - \$125	\$170 - \$199	Spring
Sonoma Coast Pinot Noir	750*	6	\$115	\$100 - \$125	\$170 - \$199	Spring
Mt. Carmel Pinot Noir	750	6	\$165	\$150 - \$180	\$250 - \$299	Fall
Keefer Ranch Pinot Noir	750	6	\$165	\$150 - \$180	\$250 - \$299	Fall
Gap's Crown Vineyard Pinot Noir	750	6	\$165	\$150 - \$180	\$250 - \$299	Fall

*Also available in 375ML

Channel Mix Target: 90% On-Premise, 10% Off-Premise

KOSTA BROWNE

APPELLATION SERIES



One-Sixteen Chardonnay
Sta. Rita Hills
Russian River Valley
Sonoma Coast

Portfolio



APPELLATION SERIES

The Appellation blends are a result of our quest for the best Pinot Noir and Chardonnay grapes in California. Spanning from the Russian River, and the Sonoma Coast to Sta. Rita Hills, these wines are inspired by a desire to capture the essence of each growing region, by blending individual vineyards and blocks that are most expressive of their AVA.

Appellation Series

2019 ONE-SIXTEEN CHARDONNAY

Winemaker Notes

The marine influence that follows the Russian River inland from the Pacific coast is a powerful attribute of this region. The fog helps keep nights cool and offers vines a break from daytime temperatures.

The famous Chardonnay vineyards we work with for this wine are from the coolest parts of the Russian River Valley. Here, the fruit is allowed to mature gracefully on the vine, which we find offers us more intensely focused flavors and generous natural acidity.

Vineyards

Ritchie, El Diablo, Bootlegger's Hill, Heintz, Flora Marie, Winner's Circle, Keefer Ranch, Zio Tony

Fermentation

78% barrel / 22% foudre

Élevage

27% new French oak for 14 months / 22% wood cask for 12 months / 14% new Austrian oak for 14 months
Prior to bottling: 47% stainless steel for 4 months

Alcohol 13.5% pH 3.32 TA 6.2g/L



KOSTA BROWNE

Appellation Series

2019 STA. RITA HILLS PINOT NOIR

Winemaker Notes

What makes this area truly unique is the purely East/West maritime mouth that funnels cooling coastal fog and wind to the vines. One of the smaller AVAs in California, Sta. Rita Hills is one of the world's best cool-climate growing regions of Pinot Noir.

The 2019 season was windy, with heavy fog that didn't break for roughly two weeks, which aided in optimal phenolic development of the grapes. As captivating as it is delicious, this wine has a robust and dynamic cool-factor, with intense fruit and spice notes continuing throughout the palate, building to a complex and polished finish.

Vineyards

Bentrock, Radian, John Sebastiano, Hilliard Bruce, Rita's Crown, and Mt. Carmel.

Fermentation

100% stainless steel

Élevage

44% new French oak for 13 months

Alcohol 14.1% pH 3.67 TA 5.9g/L



KOSTA BROWNE

Appellation Series

2019 RUSSIAN RIVER VALLEY PINOT NOIR

Winemaker Notes

There are many differences between vineyards in this small appellation, but the majority of them share a common influence – the cooling effect that follows the Russian River inland from the Pacific coast.

We have been fortunate to work with vineyards that span a diverse and varied view into a region that many would call the heartland of California Pinot Noir. No matter the vintage, there are often fresh red fruit characteristics, a recognizably full mouthfeel, and lively texture to the wines from the area - a common thread to the components of this blend.

Vineyards

Bootlegger's Hill, Giusti Ranch, Keefer Ranch, Silver Eagle, Treehouse, Klopp-Laguna, Moonshine, Winner's Circle, and Zio Tony.

Fermentation

86% stainless steel / 14% wood

Élevage

45% new French oak for 16 months / 10% wood cask for 12 months / 4% new Austrian oak for 14 months / 1% concrete for 12 months

Alcohol 14.1% pH 3.69 TA 5.58g/L



KOSTA BROWNE

Appellation Series

2019 SONOMA COAST PINOT NOIR

Winemaker Notes

The Sonoma Coast appellation overlaps with the Russian River Valley in many places and is similarly shaped by the ocean. Local geology can be complex, a direct result of being located on two tectonic plates.

We find ourselves drawn to vineyards that are particularly influenced by the Pacific Ocean and are fortunate to work with some spectacular sites. Together, they form a singular wine that is distinctively Sonoma Coast with enticing aromas of ripe blue fruit, layered acidity and a powerful finish.

Vineyards

Sundawg Ridge, Winner's Circle, Marshall, Jenkins, Gap's Crown, and Kanzler.

Fermentation

98% stainless steel / 2% wood

Élevage

40% new French oak for 16 months / 10% wood cask for 12 months / 6% new Austrian oak for 14 months

Alcohol 14.1% pH 3.66 TA 5.8g/L



KOSTA BROWNE

SINGLE VINEYARD GROWER SERIES



Mt. Carmel
Keefer Ranch
Gap's Crown Vineyard

Portfolio



SINGLE VINEYARD GROWER SERIES

From the renowned Gap's Crown Vineyard on the Sonoma Coast to Keefer Ranch in Russian River Valley and the windswept vines of Mt. Carmel in Santa Rita Hills, we have come to develop a deep understanding of the soils, aspects, and microclimates of each of our Single Vineyard Grower Series designates. These limited production wines showcase Pinot Noir in a truly special way, allowing the character of each site and their unique sense of place to shine.

Vineyard Profile



Single Vineyard Grower Series

MT. CARMEL



About

Planted in 1989, on steep and rugged land surrounding an abandoned Carmelite monastery, Mt. Carmel was one of the first vineyards planted in the Sta. Rita Hills appellation. Primarily dry-farmed, Mt. Carmel is extremely cool and windy. This, combined with exceptional Botella clay and Diatomaceous earth soils, produces a wine that is as intricate and dynamic as it is alluring.

Technical Details

SERIES: Single Vineyard Grower Series
APPELLATION: Sta. Rita Hills
CLONES: 2A, 5A, Pommard, Swan, 828
ORIENTATION: North/East
TRELLISING: VSP
SOIL: Botella Clay, Diatomaceous earth, sandy loam
ACREAGE: 24 acres planted to Pinot Noir and Chardonnay

KEEFER RANCH



About

Keefer Ranch lies within Green Valley in the southwestern corner of Russian River Valley. Here, gently rolling hills harbor some of the coolest conditions within the appellation. Fog, cool breezes and fresh nights help vines balance their ripening with warm afternoon sunshine. This heralded property has been in the Kosta Browne family since 2005.

Technical Details

SERIES: Single Vineyard Grower Series
APPELLATION: Russian River Valley
CLONES: 2A, Pommard, 828, 115, 777
ORIENTATION: North/South
TRELLISING: Bi-lateral Cordon
SOIL: Gold Ridge Fine Sandy Loam
ACREAGE: 20 acres

GAP'S CROWN VINEYARD



About

Located in the Petaluma Gap off the Sonoma Coast, Kosta Browne has been fortunate to work with Gap's Crown Vineyard since 2006. Steep hillsides and a variety of clones add diversity, while carefully planted aspects encourage even sunlight exposure during the final stages of ripening. It was also a contributing vineyard to our 2009 vintage-named Wine Spectator's #1 Wine of the Year in 2011.

Technical Details

SERIES: Single Vineyard Grower Series
APPELLATION: Sonoma Coast, Petaluma Gap
CLONES: Swan, 667, 115, 828, 114
ORIENTATION: North/South
TRELLISING: VSP
SOIL: Goulding Clay Loam, Raynor Clay
ACREAGE: 144 acres planted; only the best 37 acres go to Kosta Browne

Single Vineyard Grower Series

2019 MT. CARMEL
PINOT NOIR

Winemaker Notes

Planted in 1989, on steep and rugged land surrounding an abandoned Carmelite monastery, Mt. Carmel was one of the first vineyards planted in the Sta. Rita Hills appellation. Primarily dry-farmed, Mt. Carmel is extremely cool and windy.

This, combined with exceptional Botella clay and Diatomaceous earth soils, produces a wine that is as intricate and dynamic as it is alluring. With expressive and complex fruit, earthy aromatics, and profound bramble notes, it is positively vibrant. The harmonious palate highlights the grand energy and depth, embodying the character of Sta. Rita Hills. This wine is unapologetically delicious.

Fermentation

100% stainless steel, 16% whole cluster

Élevage

52% new French oak for 15 months, 8% new Austrian oak for 16 months, prior to bottling 100% in wood cask for 3 months

Alcohol 14.1% pH 3.56 TA 5.90g/L



Single Vineyard Grower Series

2019 KEEFER RANCH
PINOT NOIR

Winemaker Notes

Keefer Ranch vineyard lies within Green Valley, in the southwestern corner of the Russian River Valley. Rolling hills harbor some of the coolest conditions within the site - fog, breezes and fresh nights help vines balance their ripening with warm afternoon sunshine.

A heralded property, Keefer has been in the Kosta Browne family since 2005, and we are drawn to the terrific natural acidity and elegance in the grapes we farm from this vineyard. The wine is expressive of Russian River Valley, with black cherry, blackberry, and fresh raspberry. Subdued elements of vanilla and black licorice waft from the glass while it's flirtatious elegance and smooth tannins delight.

Fermentation

77% stainless steel, 23% wood ferment

Élevage

50% new French oak for 16 months

Alcohol 14.1% pH 3.76 TA 5.22g/L



Single Vineyard Grower Series

2019 GAP'S CROWN VINEYARD
PINOT NOIR

Winemaker Notes

Gap's Crown Vineyard was developed with Pinot Noir in mind. Bold sweeping elevation changes and clonal selections define this exemplary property which is farmed to exacting standards.

Steep hillsides and a variety of clones add diversity to this vineyard whose aspects were carefully planted to encourage even optimal fruit ripening. From its pleasing tension to its generous flavors of blueberry, baking spices, and crème fraîche, this is a classic Sonoma Coast Pinot Noir with playful acidity and fresh, balanced richness.

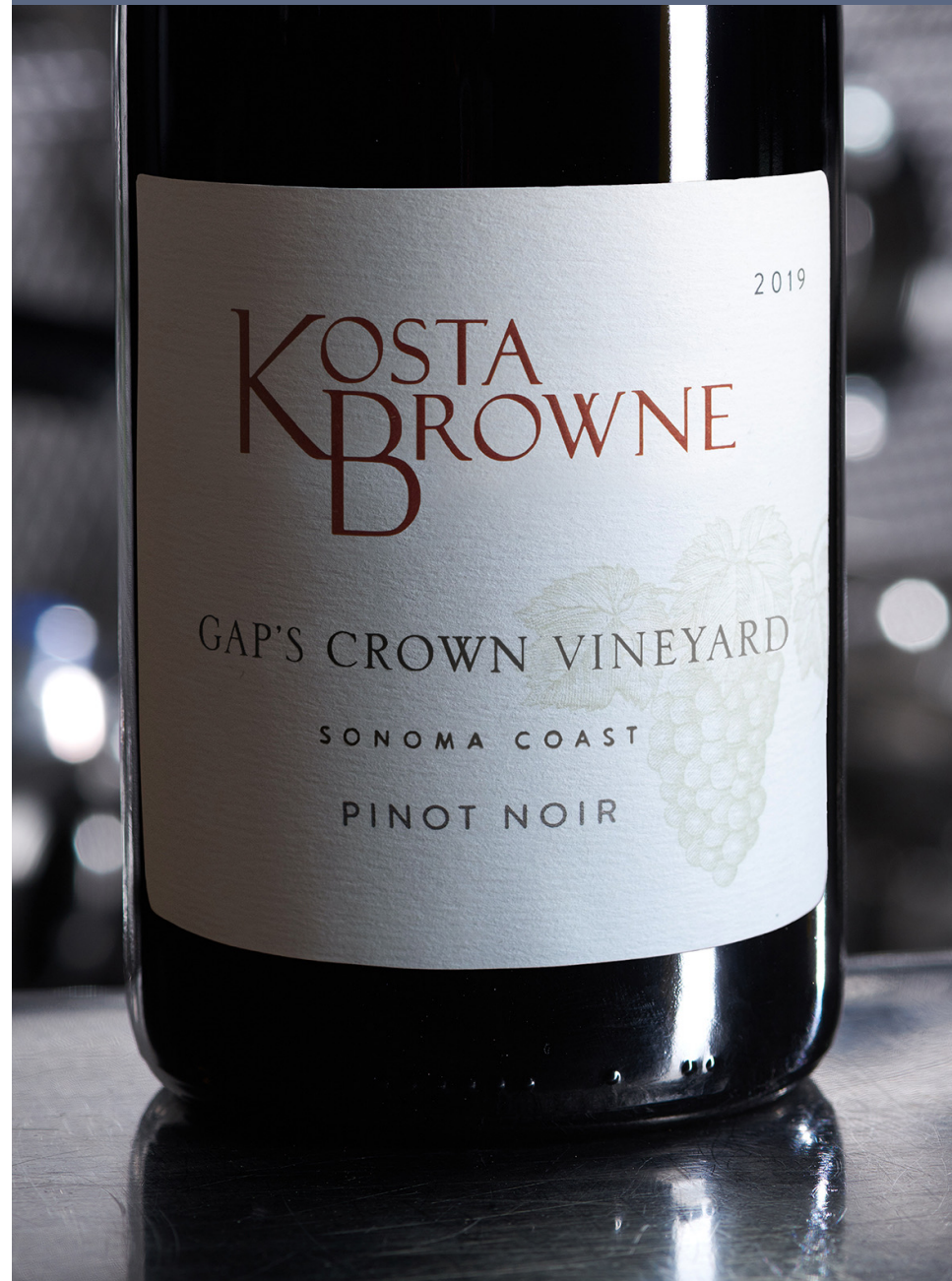
Fermentation

87% stainless steel, 13% wood ferment, 14% whole cluster

Élevage

43% new French oak for 15 months, 4% new Austrian oak for 15 months, prior to bottling 7% aged in wood cask for 12 months

Alcohol 14.1% pH 3.62 TA 5.75g/L



RESOURCES



Naming Standards
Market Support
FAQ's

Naming Standards Guidelines

Kosta Browne Approved - Spring Releases

- 2019 Kosta Browne One-Sixteen Russian River Chardonnay
- 2019 Kosta Browne Sta. Rita Hills Pinot Noir
- 2019 Kosta Browne Russian River Valley Pinot Noir
- 2019 Kosta Browne Sonoma Coast Pinot Noir

Examples of *Incorrect Listings*

- 2019 Kosta Browne Sta. Rita Hills Pinot Noir by Duckhorn
- 2019 KB Russian River Valley Pinot Noir

Market Support & Brand Activations

FOCUS ON MEMBER ENGAGEMENT & BRAND HALO

Marquis Events & Partnerships

- Chef Series: Winemaker Julien Howsepien partners his craft with Michelin-Star Chefs

Major Market Activations

- Pebble Beach, Aspen, Nantucket, TexSomm, LA Food & Wine, NY Wine Experience, Miami South Beach



Key Messaging & FAQs



1 Founded in 1997, Kosta Browne is recognized as one of the wine industry's great success stories, making some of the New World's most sought-after Pinot Noirs and Chardonnays, through our storied allocation model.

2 Located in Sebastopol, Sonoma County, Kosta Browne makes appellation and single-vineyard Pinot Noirs and Chardonnays from the most coveted cool-climate vineyards across the Russian River Valley, Sonoma Coast, Anderson Valley, Sta. Rita Hills and Santa Lucia Highlands appellations.

3 Through our commitment to quality, stewardship of the land, and member relationships, Kosta Browne has reshaped the landscape of luxury Pinot Noir, with inspiring wines that transcend their origins and represent California on a global stage.

Questions?





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