

KOSTA BROWNE

HISTORY The story of Kosta Browne echoes the iconic American dream—an evolution from a “tip-envelope” project to the production behind some of the industry’s most coveted Pinot Noir and Chardonnay wines. Kosta Browne was started by Dan Kosta and Michael Browne, two friends working at a local Santa Rosa restaurant who saved enough tip money to make their first barrel of Pinot Noir in 1997. Full of passion but short on capital, Michael developed relationships with key growers in Northern California, while Dan, along with the help of a third partner, Chris Costello, worked to market and sell the wines. The quality and popularity of Kosta Browne Pinot Noir increased rapidly, and in 2011, our 2009 Sonoma Coast Pinot Noir was named Wine of the Year by Wine Spectator. Today, the unparalleled success of Kosta Browne is a testament to our commitment to expressing California’s greatest Pinot Noir and Chardonnay regions.

WINEMAKER Julien Howsepian

GOAL Become a global benchmark for California Pinot Noir and Chardonnay. With every bottle, Kosta Browne wants to tell the story of California’s most sought-after wines.

OBJECTIVES

1. Bolster in-market relationships to drive member sign-ups
2. Create brand advocates within strategic accounts
3. Ensure appropriate placements and brand representation

ESSENCE Elegant Intensity

DIFFERENTIATING PROPOSITION Proud steward of the California Coast, Kosta Browne focuses on identifying the region’s finest Pinot Noir and Chardonnay growing sites.

WINES & PRICING	Appellation Wines	SRP	Estate & Single Vineyard Wines	SRP
	One-Sixteen Chardonnay	\$85	Cerise Vineyard Pinot Noir	\$175
	Sta. Rita Hills Pinot Noir	\$115	Keefer Ranch Pinot Noir	\$165
	Russian River Valley Pinot Noir	\$115	Gap’s Crown Vineyard Pinot Noir	\$165
	Sonoma Coast Pinot Noir	\$115		

FOCUS VARIETALS Pinot Noir, Chardonnay

APPELLATIONS Anderson Valley, Russian River Valley, Sonoma Coast, Sta. Rita Hills

COMPETITIVE SET Kistler, Williams Selyem, Sea Smoke, Dumol, Aubert, Marcassin, Failla, Littorai, Rivers Marie, Rochioli, Rhys, Peter Michael, Cobb

CHANNEL STRATEGY 90% On-Premise, 10% Off-Premise

ON-PREMISE STANDARDS

Acceptable Example:
2019 Kosta Browne Russian River Valley Pinot Noir

Unacceptable Example:
2019 KB Russian River Valley Pinot Noir
2019 Kosta Browne Russian River Valley Pinot Noir by Duckhorn

MERCHANDISING TOOLS Trade assets, including tech sheets, label images and up to date accolades are available at DuckhornPortfolio.com or contact your Duckhorn Portfolio Sales Manager for point-of-sale materials.

APPELLATION SERIES



ONE-SIXTEEN RUSSIAN RIVER VALLEY CHARDONNAY

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 the vines a well-deserved break from daytime temperatures. The collection of famous Chardonnay vineyards that we work with for this wine are located in the coolest parts of the Russian River Valley. Here, fruit can mature gracefully on the vine, which we find offers us more intensely focused flavors. The palate strikes a lovely balance between richness and bright acidity, with succulent orchard fruit flavors and a kiss of French oak carrying the wine to a long, shimmering finish.



STA. RITA HILLS PINOT NOIR

A microclimate that began a mere 20 million years ago is nothing short of a miracle. Tectonic plate movements caused mountains to rise out of the ocean, break off the plate, and rotate clockwise, creating one of the most defined, transverse ranges on the Pacific Coast, with remnants of marine sediment deposited during the Miocene Epoch as the soil base. But what makes this area truly unique is the purely East/West maritime mouth that funnels cooling coastal fog and wind to the vines. Sta. Rita Hills is one of the world's best cool-climate growing regions of Pinot Noir. 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.



RUSSIAN RIVER VALLEY PINOT NOIR

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. Over the years, we've been fortunate to work with many great 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.



SONOMA COAST PINOT NOIR

The Sonoma Coast appellation overlaps with that of the Russian River Valley in many places and is similarly shaped by the ocean. Local geology can be complex here, a result of being located at the intersection of two tectonic plates. We find ourselves drawn to sites that are influenced by the Pacific Ocean. The vineyards we source from lie in both the southern portion of the appellation and in the northern coastal zone. In the southern area, the Petaluma Wind Gap and the San Pablo Bay drive cooler temperatures and provides us with deep flavors and richly textured wines. The vineyards from the coastal reaches contribute savory and spice characteristics that we love as well as great structure and poise. Together, they form a singular wine that is distinctively Sonoma Coast with enticing aromas of ripe blue fruit, layered acidity, and a powerful finish.

ESTATE & SINGLE VINEYARD GROWER SERIES



CERISE VINEYARD ANDERSON VALLEY PINOT NOIR

Over the past quarter-century, the Anderson Valley has emerged as the source for some of California's most distinctive wines and Cerise as one of the valley's most renowned vineyards. This rural, unparalleled location has had a history of producing strikingly wild and exotic wines with vibrant acidity, inherent opulence, and a memorable finish. Rising from 587 to 1,620 feet, its steep, unforgiving terrain results in thought-provoking wines that combine a rustic spirit with stunning energy. Pinot Noir blocks sit on the eastern side of the valley, facing west, 16 miles from the coast. There is not a single block on flat ground.



KEEFER RANCH RUSSIAN RIVER VALLEY PINOT NOIR

Planted in 1996 and featuring an array of elite clones, the dry-farmed Keefer Ranch is located in the coolest part of the Russian River Valley, where wind and fog lengthen the growing season and produce one of our most refined and graceful Pinot Noirs. 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.



GAP'S CROWN SONOMA COAST PINOT NOIR

Gap's Crown is considered by many to be one of the best representations of what the Petaluma Gap AVA, the southern component of Sonoma Coast, is all about. Since we began working with this site in 2006, its meteoric rise into the pantheon of great Pinot Noir vineyards has been extraordinary. Sweeping vineyards with dramatic elevation changes and clonal variety define this exemplary site. Each year, this Pinot Noir dazzles with its stunning purity and lush flavors. From its mouthwatering tension to its seductive, flowing flavors of blueberry, blackberry pie, and honeycomb, this is classic Sonoma Coast Pinot Noir.

