

# KOSTA BROWNE

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 KostaBrowne.com

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|-----------------------------|--|---|--|
| HISTORY                     | Founded in 1997, Kosta Browne is one of North America's most revered wineries, recognized for making some of the world's finest Pinot Noirs and Chardonnays. Located in Sebastopol, Sonoma County and guided by an acclaimed team, Kosta Browne makes appellation and single-vineyard wines from the most coveted cool-climate vineyards across the Russian River Valley, Sonoma Coast, Anderson Valley, Sta. Rita Hills and Santa Lucia Highlands appellations. |   |  |
| WINEMAKER                   | Julien Howsepian   |   |  |
| BRAND 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.   |   |  |
| BRAND OBJECTIVES            | <ol style="list-style-type: none"> <li>1. Cultivate in-market relationships to encourage new members.</li> <li>2. Create brand advocates within strategic accounts.</li> <li>3. Ensure appropriate placements and brand representation.</li> </ol>   |   |  |
| BRAND 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             | <b>Appellation Wines</b> <ul style="list-style-type: none"> <li>• One Sixteen Chardonnay - \$140-180 BTB, \$85 SRP</li> <li>• Sta Rita Hills Pinot Noir - \$150-199 BTB, \$115 SRP</li> <li>• Russian River Pinot Noir - \$150-199 BTB, \$115 SRP</li> <li>• Sonoma Coast Pinot Noir - \$150-199 BTB, \$115 SRP</li> </ul>   | <b>Single Vineyard Wines</b> <ul style="list-style-type: none"> <li>• Pinot Noir Cerise Vineyard - \$260-320 BTB, \$175 SRP</li> <li>• Pinot Noir Keefer Ranch Vineyard - \$240-299 BTB, \$165 SRP</li> <li>• Pinot Noir Gap's Crown Vineyard - \$240-299 BTB, \$165 SRP</li> </ul>   |  |
| FOCUS VARIETALS             | Pinot Noir, Chardonnay   |   |  |
| COMPETITIVE SET             | Aubert, Marcassin, Cobb, Failla, Littorai, Kistler, Rivers Marie, Rochioli, Rhys, Williams Selyem, Du Mol, Sea Smoke, Peter Michael  |   |  |
| ESTATE ACRES                | 170 vine acres in Russian River Valley, Sonoma Coast and Anderson Valley   |   |  |
| CHANNEL STRATEGY            | 90% On-Premise, 10% Off-Premise  |   |  |
| KEY ACCOLADES               | <b>Chardonnay:</b> <ul style="list-style-type: none"> <li>• 97 pts <i>Jeb Dunnuck</i> v17</li> </ul> <b>Russian River Pinot Noir:</b> <ul style="list-style-type: none"> <li>• 94 pts <i>Jeb Dunnuck</i> v17</li> </ul>  | <b>Sonoma Coast Pinot Noir:</b> <ul style="list-style-type: none"> <li>• 96 pts <i>Jeb Dunnuck</i> v17</li> </ul> <b>Cerise Pinot Noir:</b> <ul style="list-style-type: none"> <li>• Premiere release</li> </ul> <b>Keefer Ranch Pinot Noir:</b> <ul style="list-style-type: none"> <li>• 93 pts <i>Wine Spectator</i> v16</li> <li>• 96 pts <i>James Suckling</i> v15</li> </ul> | <b>Gap's Crown Pinot Noir:</b> <ul style="list-style-type: none"> <li>• 93 pts <i>Wine Spectator</i> v16</li> <li>• 97 pts <i>Jeb Dunnuck</i> v15</li> </ul> |
| ON-PREMISE STANDARDS        | <b>Acceptable Example:</b> 2017 Kosta Browne Russian River Valley Pinot Noir<br><b>Unacceptable Examples:</b> 2017 KB Russian River Valley Pinot Noir, 2017 Kosta Browne Russian River Valley Pinot Noir by Duckhorn   |   |  |

## WINE

One Sixteen Chardonnay

Sta. Rita Hills Pinot Noir

Russian River Valley Pinot Noir

Sonoma Coast Pinot Noir

## VINTAGE

2018

2018

2018

2018

## APPELLATION

Russian River Valley

Sta. Rita Hills

Russian River Valley

Sonoma Coast

## ALCOHOL

13.9%

14.1%

14.3%

14.4%

## VINEYARDS

Bootlegger's Hill, Zio Tony, Laguna Valdez, Winner's Circle, Ritchie, Charles Ranch, El Diablo, Rued, Keefer Ranch

Bentrock, Francesca's, Mt. Carmel, Radian, John Sebastiano, Hilliard Bruce

Winner's Circle, Laguna Valdez, Klopp Laguna, Zio Tony, Jenkins, Silver Eagle, Pratt Sexton, Jenkins, Moonshine, Bootlegger's Hill, Giusti Ranch, Treehouse, Keefer Ranch

Marshall, Gap's Crown, Thorn Ridge, Kanzler, Balletto Burnside, Balletto Watertrough

## CLONES

Robert Young, Montrachet, Wente, 548, 95, Calera, Batto, Mt. Eden, Hyde, 4, Rued

Pommard, Swan, 667, 115, 2A, 91, Mt. Eden, 777, 828,

115, Calera, Swan, 777, Pommard, 828, 37, 667, 23, Elite, 113, 2A

115, 667, Swan, 114, 777, 828, 23, Pommard

## FERMENTATION

100% barrel fermented, 4% foudre

63% stainless steel open tops, 17% concrete, 4% wood open tops, 10% whole cluster

72% stainless steel open tops, 7% wood open tops, 2% concrete open tops, 4% whole cluster

77% stainless steel open tops, 12% concrete open tops, 5% wood open tops, 4% foudre, 4% whole cluster

## COOPERAGE

39% new French oak for 14 months

17% new French oak for 14 months, 8% wood tank for 4 months, 2% new Austrian oak for 14 months

31% new French oak for 15 months 5% concrete for 5 months

35% new French oak for 16 months, 7% concrete tank for 5 months, 1% wood tank for 5 months

## WINE

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

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.

We work with vineyards that span a diverse and varied view into a region that many would call the heartland of California Pinot Noir. Our goal is to create a wine that showcases the essence of this magical appellation.

For this wine, 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.

## TASTING NOTES

Nose: Pure, with bright lemon zest, honeysuckle, cantaloupe and notes of brioche.

Mouth: Precise and intentional entry with a lively energetic mid-palate, focused acidity and a round, nimble weight.

Nose: Bright fruits highlighted by fresh strawberry, red cherry, and cranberry, accentuated by fresh basil and a hint of pot de crème.

Mouth: Focused, linear entry, with a subtle yet excellent tension.

Nose: Raspberry bramble, black cherry, subtle touch of vanilla.

Mouth: Round, spherical entry, balanced with inspiring texture.

Nose: Alluring notes of blackberry, blueberry, and rich raspberry.

Mouth: Bold entry, followed by great tension, focus, a malleable structure, and a long finish.