

# KOSTA BROWNE





# KOSTA BROWNE

Differentiation

Appeal

Founders

Team

History

Winemaker

# DIFFERENTIATION & APPEAL

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## WHY KOSTA BROWNE

- Insanely Loyal Customers: Preeminent Pinot Noir and Chardonnay producer with exceptionally loyal customers 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 terroir-driven complexity.
- 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

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DAN KOSTA

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Founder



MICHAEL BROWNE

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Founder



CHRIS COSTELLO

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Founder



# TEAM KB

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JULIEN HOWSEPIAN

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Winemaker



REGINA SANZ

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General Manager  
Business Development

# HISTORY



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



Chris Costello joined as a third partner.

Set goal to become global benchmark for Pinot Noir and Chardonnay.



Julien Howsepian joined production team.

1997

2001

2009

2012

1998

First 24 cases of Pinot Noir were produced.

2003-2008

Gained in notoriety and top lists.

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.

2013

Moved to a new home in the Barlow and acquired 20-acres of Keefer Ranch.





# HISTORY



Single Vineyard fermentation room completed.



Acquired Cerise Vineyard, Anderson Valley.



Expanded into Sta. Rita Hills.



Julien Howsepian named winemaker.



KB goes to Oregon.

2016

2019

2021

2017

Twenty year Celebration.



2018



Duckhorn Portfolio acquired KB.

Opened The Gallery, a private tasting hospitality space.

2020

KB goes to Burgundy, France.



2022

Twenty-Five year celebration.



# ABOUT OUR WINEMAKER

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



# ABOUT OUR WINEMAKER (cont'd)

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“  
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 team, 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 twenty-five years, Kosta Browne has been dedicated to telling these stories. To build on this legacy is an honor and a privilege.”

# ARCHITECTURE

Mission

Portfolio

Taste Profile

Offering Calendar

Pricing



# MISSION

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



# PORTFOLIO

## APPELLATION SERIES

<b>One-Sixteen, Russian River Valley</b> Chardonnay	375/750 ML
<b>Russian River Valley</b> Pinot Noir	375/750 ML
<b>Sonoma Coast</b> Pinot Noir	375/750 ML
<b>Sta. Rita Hills</b> Pinot Noir	750 ML
Santa Lucia Highlands Pinot Noir	750 ML
Anderson Valley Pinot Noir	750 ML
<b>Willamette Valley</b> Pinot Noir	750 ML

## BURGUNDY SERIES

Available exclusively to KB list members and in select markets.

## SINGLE VINEYARD 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
<b>Gap's Crown Vineyard</b> , 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
<b>Mt. Carmel</b> , Sta. Rita Hills Pinot Noir	750 ML
Rita's Crown Vineyard, Sta. Rita Hills Pinot Noir	750 ML
Shea Vineyard, Willamette Valley Pinot Noir	750 ML
4-Barrel, California Pinot Noir	750 ML
Blanc de Blancs Keefer Ranch, Russian River Valley Sparkling Wine	750 ML

## ESTATE SERIES

Cerise Vineyard, Anderson Valley Chardonnay	750 ML
<b>Cerise Vineyard</b> , 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 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)

**S** SINGLE VINEYARD (PN)

**E** ESTATE (PN)

### SPRING OFFER

LIGHT



ONE-SIXTEEN CHARDONNAY (A)

STA. RITA HILLS PINOT NOIR (A)

WILLAMETTE VALLEY PINOT NOIR (A)

SONOMA COAST PINOT NOIR (A)

RUSSIAN RIVER VALLEY PINOT NOIR (A)

FULL

### FALL OFFER

LIGHT



MT. CARMEL PINOT NOIR (S)

CERISE VINEYARD PINOT NOIR (E)

GAP'S CROWN VINEYARD PINOT NOIR (S)

FULL



# WHOLESALE OFFERING CALENDAR

## SPRING

### Feb/March

- Wholesale Allocation & Goals Determined

### March/April\*

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

### May

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

### June\*

- 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

### July/August

- Distributer 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 (ML)	PK	SRP	SRP RANGE	WINE LIST	RELEASE SCHEDULE
One-Sixteen Chardonnay	750*	6	\$90	\$90 - \$100	\$160 - \$180	Spring
Sta. Rita Hills Pinot Noir	750	6	\$120	\$120 - \$140	\$200 - \$240	Spring
Willamette Valley Pinot Noir	750	6	\$120	\$120 - \$140	\$200 - \$240	Spring
Sonoma Coast Pinot Noir	750*	6	\$120	\$120 - \$140	\$200 - \$240	Spring
Russian River Valley Pinot Noir	750*	6	\$120	\$120 - \$140	\$200 - \$240	Spring
Mt. Carmel Pinot Noir	750	6	\$175	\$175 - \$200	\$275 - \$325	Fall
Gap's Crown Vineyard Pinot Noir	750	6	\$175	\$175 - \$200	\$275 - \$325	Fall
Cerise Vineyard Pinot Noir	750*	6	\$210	\$210 - \$200	\$300 - \$370	Fall

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

\*Also available in 375ML

## APPELLATION SERIES

One-Sixteen Chardonnay

Sta. Rita Hills Pinot Noir

Willamette Valley Pinot Noir

Sonoma Coast Pinot Noir

Russian River Valley Pinot Noir



# PORTFOLIO



## APPELLATION SERIES

The Appellation blends are a result of our quest for the best Pinot Noir and Chardonnay grapes on the West Coast. From Willamette Valley in the north to the Sta. Rita Hills in the south, these selections are artfully crafted by blending individual vineyards and blocks most expressive of their AVA.

# APPELLATION SERIES

## 2022 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.

This synergistic Chardonnay unveils a precisely structured palate with captivating aromatics. Notes of kiwi, lavender, and baking spice delight while complementing the pristine acidity. Individual pressed lots were all 100% native primary and malolactic fermentations, adding a profound depth and length to a refined finish.



### VINEYARDS

Winner's Circle, Zio Tony, Lone Oak, Ritchie, Keefer Ranch, Bootlegger's Hill, El Diablo, Charles Ranch, Bob's Ranch

### FERMENTATION

100% barrel, 100% whole cluster pressed

### ÉLEVAGE

33% new French oak & 67% neutral oak for 12 months sur lees with minimal stirring, then 100% of the blend was aged for four months in stainless steel.

### ABV

14.1%

### pH

3.42

### TA

5.9g/L

# APPELLATION SERIES

## 2022 STA. RITA HILLS PINOT NOIR

### WINEMAKER NOTES

The Sta. Rita Hills is located on the Central Coast in Santa Barbara County. Though one of the smaller AVAs in California, it is celebrated worldwide as an acclaimed cool-climate growing region for Pinot Noir.

The purely East/West maritime mouth that funnels cooling coastal fog and wind to the vines make this area truly unique. As a result, Pinot Noir from this region characteristically has beautiful natural acidity balanced by complex structure and concentrated flavors.



### VINEYARDS

Mt. Carmel, Rita's Crown, Bentreock, Radian, John Sebastiano, Sanford & Benedict, Drum Canyon, Our Lady of Guadalupe, Peake Ranch, La Encantada

### FERMENTATION

64% stainless steel, 29% concrete, 7% oak; 3% whole cluster

### ÉLEVAGE

37% New French oak, 42% neutral oak and 21% oak foudre/ cask for 16 months; 3% whole cluster

### ABV

14.1%

### pH

3.64

### TA

5.87g/L



# APPELLATION SERIES

## 2022 WILLAMETTE VALLEY PINOT NOIR

### WINEMAKER NOTES

For over 25 years, our dedication to exploration and passion for crafting soulful and thought-provoking wines led us through the diverse terroirs of California, to the revered vineyards of Burgundy, France, and now to Oregon's majestic Willamette Valley.

The wine offers a captivating sensory journey, revealing expressive notes of black and red fruit, dried herbs, and spices. Fermented in stainless steel with 5% whole cluster inclusion to preserve the wine's vibrant acidity, this Pinot Noir boasts seamlessly integrated oak, culminating in an enduring finish.



### VINEYARDS

L'Angolo, Eola Springs,  
Shea, Arlyn, Ribbon  
Ridge, Giving Tree,  
Zenith, Thoma, Holmes,  
Chestnut

### FERMENTATION

100% stainless steel; 5%  
whole cluster

### ÉLEVAGE

32% new French oak for 12  
months, then 100% of the blend  
was aged for one month in  
stainless steel.

### ABV

13.5%

### pH

3.68

### TA

5.36g/L

# APPELLATION SERIES

## 2022 SONOMA COAST PINOT NOIR

### WINEMAKER NOTES

The Sonoma Coast is the largest appellation in Sonoma County, strongly influenced by its proximity to the ocean and heavy rainfall—producing more than twice the annual amount of its inland neighbors.

This distinctive blend is made from 11 different clones, fermented in predominantly stainless steel, and aged for 16 months in 38% new oak. The resulting wine has an energetic acidity with cascading layers of black cherry and elderberry, followed by a lasting finish.



### VINEYARDS

Gap's Crown, Marshall, Pratt-Sexton, Balletto, Bacigalupi

### FERMENTATION

78% stainless steel, 14% oak, 8% concrete; 5% whole cluster

### ÉLEVAGE

38% New French oak, 45% neutral oak and 17% foudre/casks for 16 months; 5% whole cluster

### ABV

14.1%

### pH

3.71

### TA

5.69g/L

# APPELLATION SERIES

## 2022 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. Revealing enticing aromas of dark red cherry, blueberry, and raspberry, this Pinot Noir is both flavorful and poised. A refreshing lift gracefully traverses the palate, leading to a captivatingly long finish.



### VINEYARDS

Bootlegger's Hill, Giusti Ranch, Keefer Ranch, Winner's Circle, Zio Tony, Moonshine, Jenkins Vineyard, Hop Kiln

### FERMENTATION

61% stainless steel, 21% oak, 18% concrete; 3% whole cluster

### ÉLEVAGE

38% New French oak, 52% neutral oak and 10% oak foudre/cask for 16 months; 3% whole cluster

### ABV

14.1%

### pH

3.68

### TA

5.61g/L



# SINGLE VINEYARD SERIES

Mt. Carmel Pinot Noir

Gap's Crown Vineyard Pinot Noir

# PORTFOLIO



## SINGLE VINEYARD SERIES

From the renowned Gap's Crown Vineyard on the Sonoma Coast to Cerise Vineyard in Anderson Valley and the windswept vines of Mt. Carmel in Sta. Rita Hills, we have come to develop a deep understanding of the soils, aspects, and microclimates of each of our Single Vineyard 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.

# SINGLE VINEYARD SERIES

## 2021 MT. CARMEL STA. RITA HILLS PINOT NOIR

### WINEMAKER NOTES

Established in 1989, Mt. Carmel is home to the acclaimed Sta. Rita Hills appellation. An extremely cool and windy site, Mt. Carmel is primarily dry-farmed, which ensures the roots of the vines dig deep into the site's exceptional diatomaceous earth soils, producing a wine that is both energetic and intricate.

This, combined with exceptional Tierra sandy loam and diatomaceous earth soils, produces a wine that is as intricate and dynamic as it is alluring. Subtle nuances of cedar and vanilla complement aromas of dried strawberry, boysenberry, and raspberry. A refreshing acidity flows across the palate, followed by impeccable cohesion. The harmonious palate highlights the grand energy and depth, embodying the character of Sta. Rita Hills. This wine is unapologetically delicious.



### FERMENTATION

100% concrete; 10% whole cluster

### ÉLEVAGE

39% new French oak for 17 months

### ABV

13.5%

### pH

3.59

### TA

5.65g/L

# SINGLE VINEYARD SERIES

## 2021 GAP'S CROWN VINEYARD SONOMA COAST PINOT NOIR

### WINEMAKER NOTES

Gap's Crown Vineyard 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.

Each year, this wine appeals to Burgundy fanatics and California Pinot lovers alike. Comprised of four carefully selected clones and utilizing a combination of fermentation vessels that include stainless steel, concrete, and wood, this wine possesses a magical quality—its consistent excellence year after year is a testament to its unwavering nature.



### FERMENTATION

41% stainless steel, 34% wood,  
25% concrete; 6% whole cluster

### ÉLEVAGE

41% new French oak for 17 months, 2%  
new Austrian oak for 17 months, prior to  
bottling 100% stainless steel for 1 Month

### ABV

14.1%

### pH

3.63

### TA

5.86g/L



ESTATE SERIES

Cerise Vineyard

# PORTFOLIO



## ESTATE SERIES

The Estate Series was born of our journey to find world-class Pinot Noir and Chardonnay sites in California and our commitment to sustainable farming and vineyard management practices. We methodically select clones and rootstocks, highlighting the vineyards' purest expressions, and utilize 20 different fermentation vessels to complement each lot produced. Hailing from Treehouse, Bootlegger's Hill, and Cerise vineyards, our estate wines reflect the most compelling characteristics of these revered sites.

# ESTATE SERIES

## 2020 CERISE VINEYARD ANDERSON VALLEY PINOT NOIR

### WINEMAKER NOTES

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 preeminent vineyards.

Rising from 587 to 1,620 feet, its steep, unforgiving terrain results in thought-provoking wines that combine an untamable spirit with arresting energy and opulence. 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. A medley of red and black cherry is encompassed by zesty blood-orange flavors, giving this wine a deep, soulful character—intensely satisfying.



### FERMENTATION

77% stainless steel, 20% wood, 3% concrete

### ÉLEVAGE

44% new French oak for 18 months,  
18% foudre for 18 months

### ABV

14.2%

### pH

3.72

### TA

5.52g/L

# VINEYARD PROFILE

SINGLE VINEYARD

## MT. CARMEL



### About

Established in 1989, Mt. Carmel is home to the acclaimed Sta. Rita Hills appellation. An extremely cool and winy site, Mt. Carmel is primarily dry-farmed, which ensures the roots of the vines dig deep into the site's exceptional diatomaceous earth soil, producing a wine that is both energetic and intricate.

### Technical Details

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

## GAP'S CROWN VINEYARD



### About

Located in the Petaluma Gap off of 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 Series  
APPELLATION: Sonoma Coast  
CLONES: 667, 114, 115, Swan  
ORIENTATION: North East /South West  
TRELLISING: VSP  
SOIL: Goulding-Toomes complex, Goulding cobbly clay loam  
ACREAGE: 114 acres planted, only the best 37 acres go to Kosta Browne

## CERISE VINEYARD



### About

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 preeminent vineyards. Its steep, unforgiving terrain results in thought-provoking wines that combine an untamable spirit with arresting energy and opulence. 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. In 2016 Kosta Browne jumped at the opportunity to purchase this incredible site.

### Technical Details

SERIES: Estate Series  
APPELLATION: Anderson Valley  
CLONES: 667, 115, 2A Pommard, Martini, 777  
ORIENTATION: North East /South West  
TRELLISING: Cane/VSP  
SOIL: Bearwallow complex  
ACREAGE: 386 acres

ESTATE



# RESOURCES

Naming Standards

Market Support

FAQs

# NAMING STANDARDS GUIDELINE

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## KOSTA BROWNE APPROVED - SPRING RELEASES

- 2022 Kosta Browne One-Sixteen Russian River Valley Chardonnay
- 2022 Kosta Browne Sta. Rita Hills Pinot Noir
- 2022 Kosta Browne Russian River Valley Pinot Noir
- 2022 Kosta Browne Sonoma Coast Pinot Noir

## EXAMPLES OF INCORRECT LISTINGS

- 2022 Kosta Browne Sta. Rita Hills Pinot Noir by Duckhorn
- 2022 KB Russian River Valley Pinot Noir

# MARKET SUPPORT & EVENT ACTIVATIONS

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## FOCUS ON MEMBER ENGAGEMENT

### **Marquee Events & Partnerships**

- Chef Series: Winemaker Julien Howsepien partners his craft with Michelin-Star chefs from around the world

### **Major Market Activations**

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



# KEY MESSAGING & FAQs

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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 in California, the Willamette Valley in Oregon, and now, the hallowed vineyards of Burgundy, France.

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.



# QUESTIONS?

