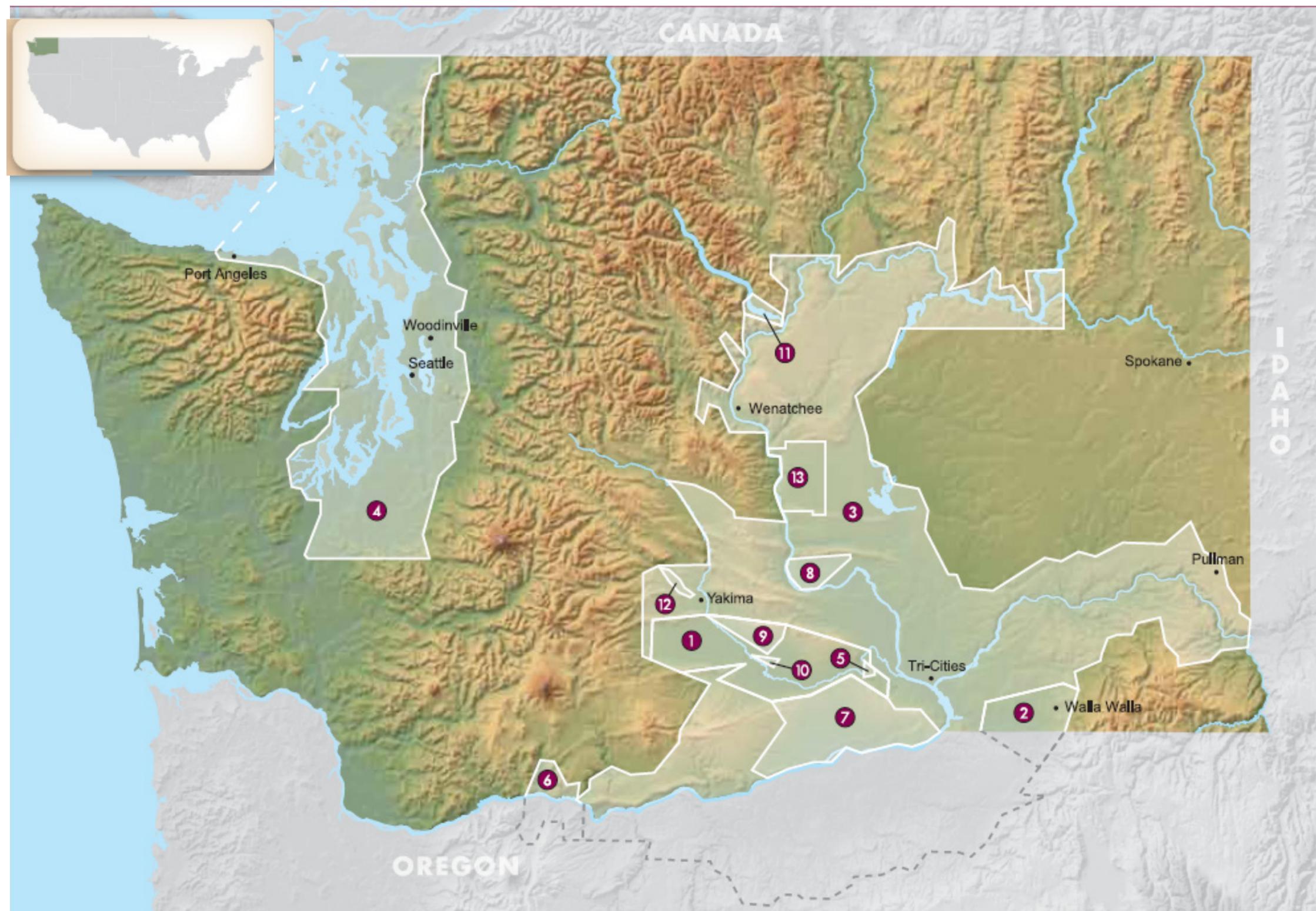


Washington State Wine



- | | | | |
|-------------------------------|----------------------------------|---------------------------------|---|
| 1 Yakima Valley – est. 1983 | 5 Red Mountain – est. 2001 | 9 Rattlesnake Hills – est. 2006 | 13 Ancient Lakes of Columbia Valley – est. 2012 |
| 2 Walla Walla – est. 1984 | 6 Columbia Gorge – est. 2004 | 10 Snipes Mountain – est. 2009 | |
| 3 Columbia Valley – est. 1984 | 7 Horse Heaven Hills – est. 2005 | 11 Lake Chelan – est. 2009 | |
| 4 Puget Sound – est. 1995 | 8 Wahluke Slope – est. 2006 | 12 Naches Heights – est. 2011 | |



WASHINGTON STATE WINE
THE PERFECT CLIMATE FOR WINE™

Washington Wine History

THE BEGINNING

1825 The first grapes arrived at Fort Vancouver by the Hudson Bay Co. one of the oldest commercial corporations in the US, fur trade

By 1860's grapes and hybrids were harvested all the way to Walla Walla

On the western side grapes were being grown on Stretch Island in Puget Sound using Island Belle grapes

Eastern Washington was making field blends with Zinfandel, Muscat and Alicanté Bouschet

Italian, French & German immigrants began harvesting in 1910's.

Irrigation from the Cascade mountains allowed settlers to venture eastward.

1910 the first annual Columbia River Valley Grape Carnival

1920 PROHIBITION, wine production came to a halt



<http://depts.washington.edu/>



<http://blogs.sos.wa.gov/FromOurCorner>

1934 The Washington State Liquor act was passed. Allowing only wine and beer to be served by the glass in a restaurant or tavern. Nothing over 17% Alcohol.

Led wineries to make sweet high alcoholic wines to suit the public's need for alcohol

Out of state wines were taxed heavily and allowed wineries to sell direct to retail shops

1937 42 wineries were licensed, mostly making fruit wines not grape

By 1938 the 1st Northwest winery was founded in Puget Sound and Washington was home to about 42 other wineries

Slowly laws governing alcohol levels were more lenient, fortified wines began to replace fruity 17% wines

THE AWAKENING

1950's American Vintners...a small group of winemakers from Washington State University with intentions of making dry wines.

1962 they buy a vineyard, Harrison Hill in the Yakima Valley and begin experimenting with varieties

Late 1960's Leon Adam's (author of Wines of America) goes to the Yakima Valley and tries a rose of Grenache

He meets with Victor Allison (manager for American Winegrowers) and suggests a good California winemaker can make a great wine in Washington.

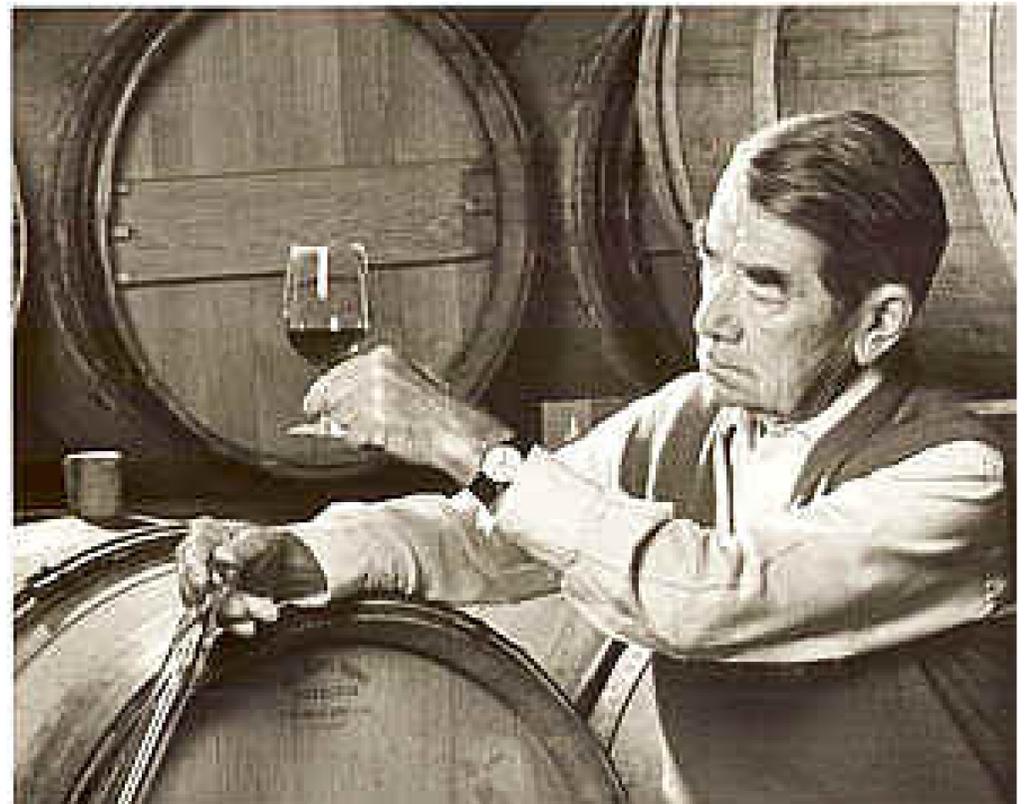
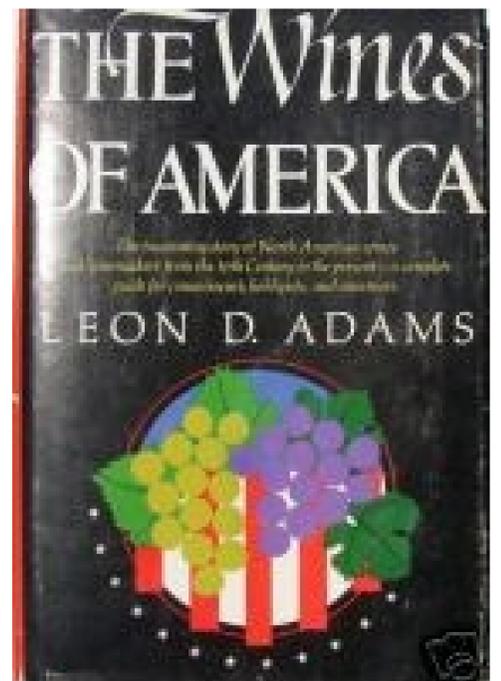
Allison brings Andre Tchelistcheff to Washington and makes a Cabernet, Pinot Noir and Semillon

1969 California Wine Bill passed...Washington wine in California

1970's Associated Vintners and AWG's Ste. Michelle are making single varieties.

US Tobacco buys Ste. Michelle and expands into eastern Washington

1980's Associated Vintners changes to:



Chateau Ste Michelle

COLUMBIA WINERY

An increase of family owned wineries

Chateau Ste. Michelle's Patterson Winery becomes Columbia Crest and invests \$25 million a 50% increase in vineyards.

National acclaim from the boutique wineries

The first AVA's were named: Yakima Valley, Walla Walla and Columbia Valley



German Company, F.W. Langguth family invests in Riesling in the desert, today known as **Wahluke Slope**

The Washington Wine Commission & Washington Wine Institute are founded to promote growth

1988 Chateau Ste. Michelle is named “Best American Winery” by Wine Country magazine

1989 5 wineries make the Wine Spectator's “Top 100 list”

By 1989 number of wineries tripled



MERLOT

1991 60 minutes aired “French Paradox” wine had health benefits and should be drunk with a meal.

Red wine was good to drink, contrary to people’s belief

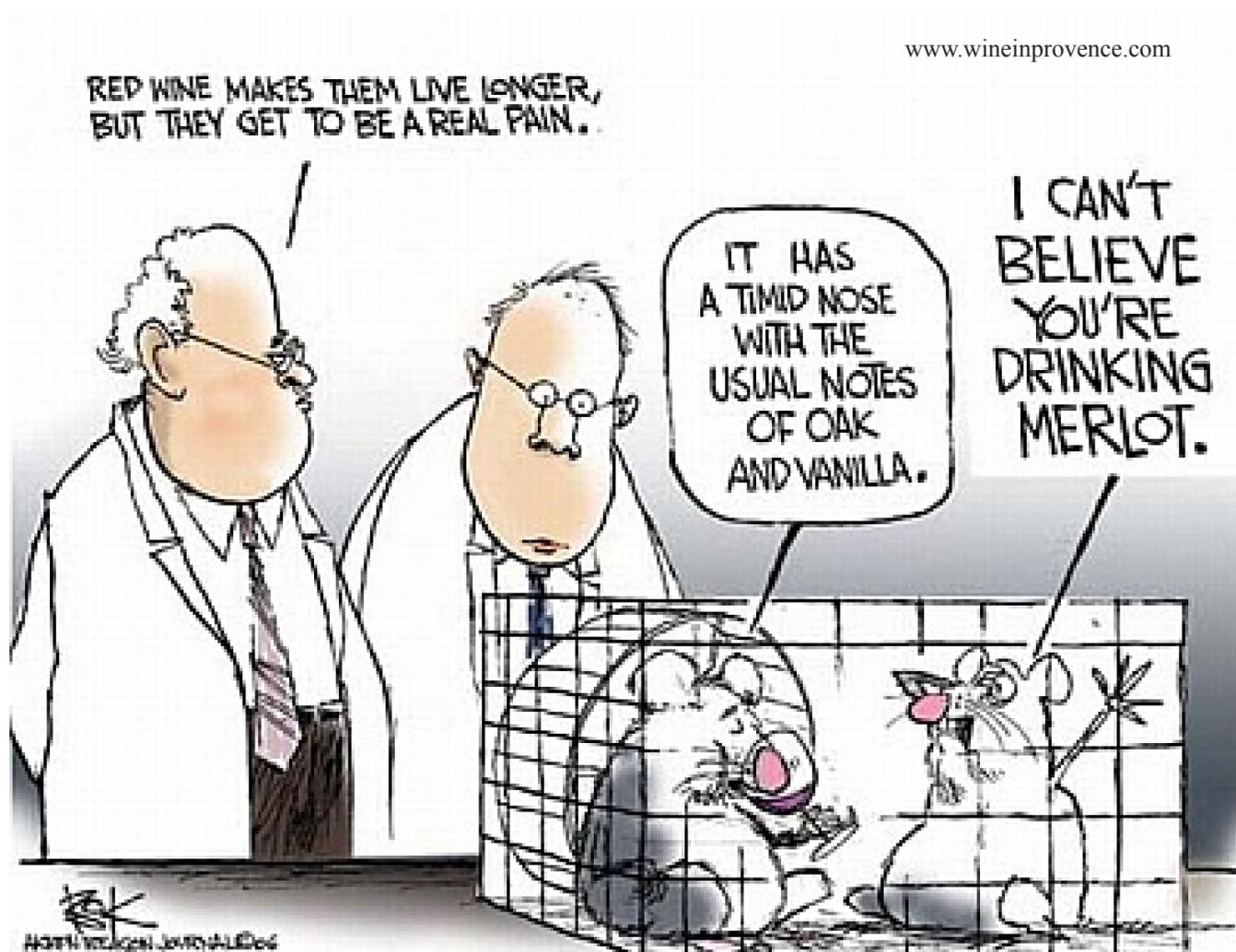
Merlot was the new wine for the general public

In 1991 the Washington Wine Commission held a conference and chose Merlot as it’s focus

Cab belonged to California, Merlot was French and easy to pronounce

Columbia Crest eventually became the countries leading producer of Merlot.

Boutique Merlot began costing \$\$\$\$



Syrah from Red Willow began to get recognition

In 1996 another freeze destroyed Merlot, however Syrah survived

More winemakers began planting Syrah

In the 2000's Washington began to take wine more seriously and pushed for a growth in the industry. The plan was to promote more grape-growing to promote economic growth

More AVA's were founded

In 2001 there were 155 wineries by 2009 there were 655.

Woodenville promotes wine to Seattle and outside visitors. Today many Eastern Washington wineries have tasting rooms in Woodenville.

Today second largest wine producing state in the US behind California
750 wineries, 43,000 acres, 12 AVA's and 12 million cases produced

Global Perspective



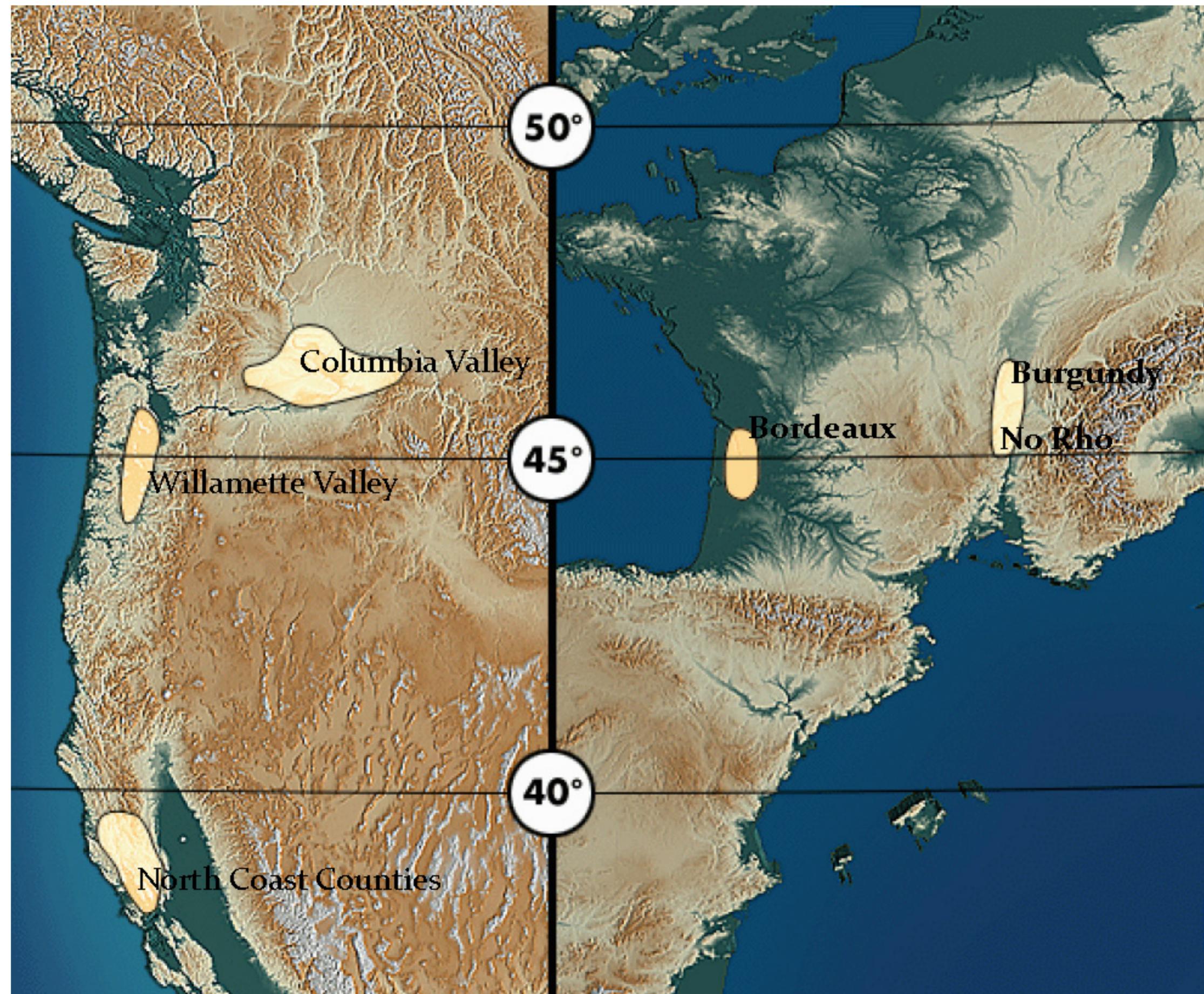
Global Wine Production

- Italy – 19%
- France – 18.5%
- Spain – 13%
- United States – 8%

Domestic Wine Grape Production

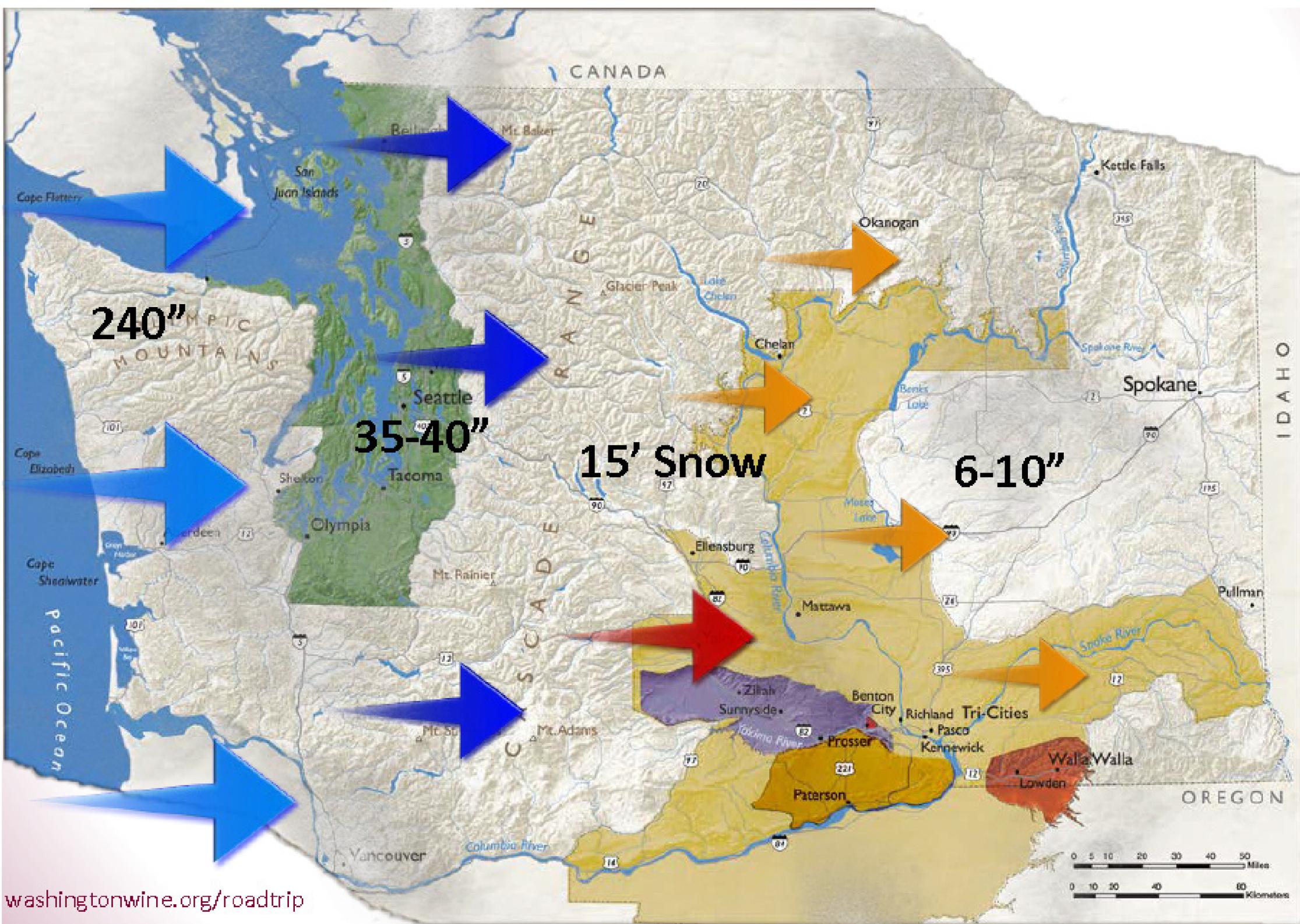
- California – 543,000 acres; 3,275,000 tons
- Washington – 43,000 acres; 142,000 tons
- Oregon – 20,000 acres; 41,000 tons

Washington The Place



- Same Latitude as Bordeaux and Rhone Valleys
- Yakima is a cooler region...Not as cold as Bordeaux or Chile
- Whaluke slope is a hot region...Not as hot as Central Valleys
- Yields are lower

THE RAIN SHADOW



The Cascade Mountains are the 3rd largest ranges in the US
They Block rain coming from the sea
Napa = 25-35"
Bordeaux = 20-30"
Washinton = 6-10"

The Climate

Temperature is optimal for growing wine. Optimal degree days
Heat is accumulated during day and cooling at night

Hot summer months promotes ripening.

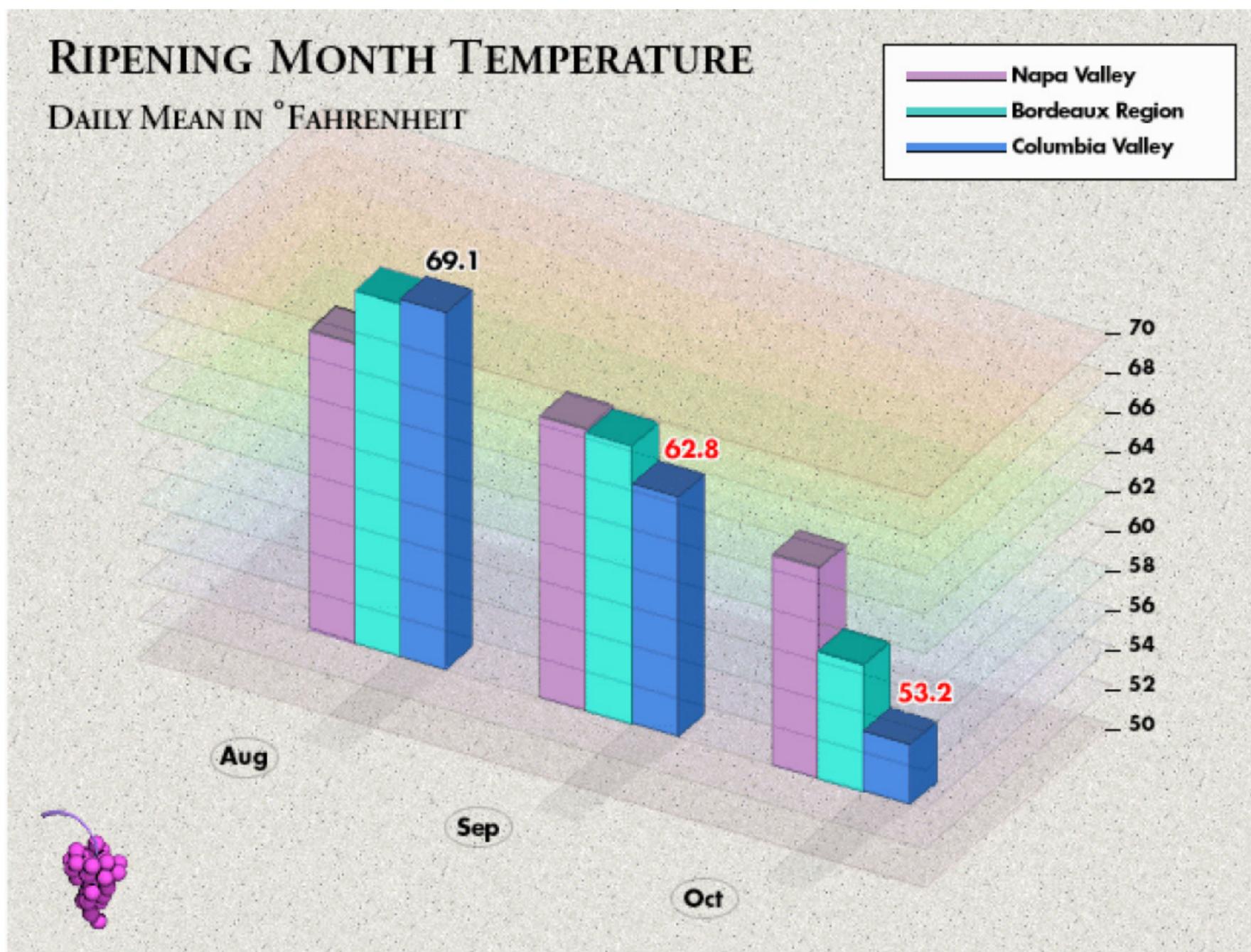
2 hours more of daylight than Napa April-September

Come harvest time, temperatures decrease rapidly allowing longer hang times...better acidity

Diurnal shift is greater, drops in temperatures = greater acidity

Wind: cools vines

- decrease shoot growth = smaller canopy
- smaller berries = more concentrated
- less disease
- prolong harvests, reduces photosynthesis

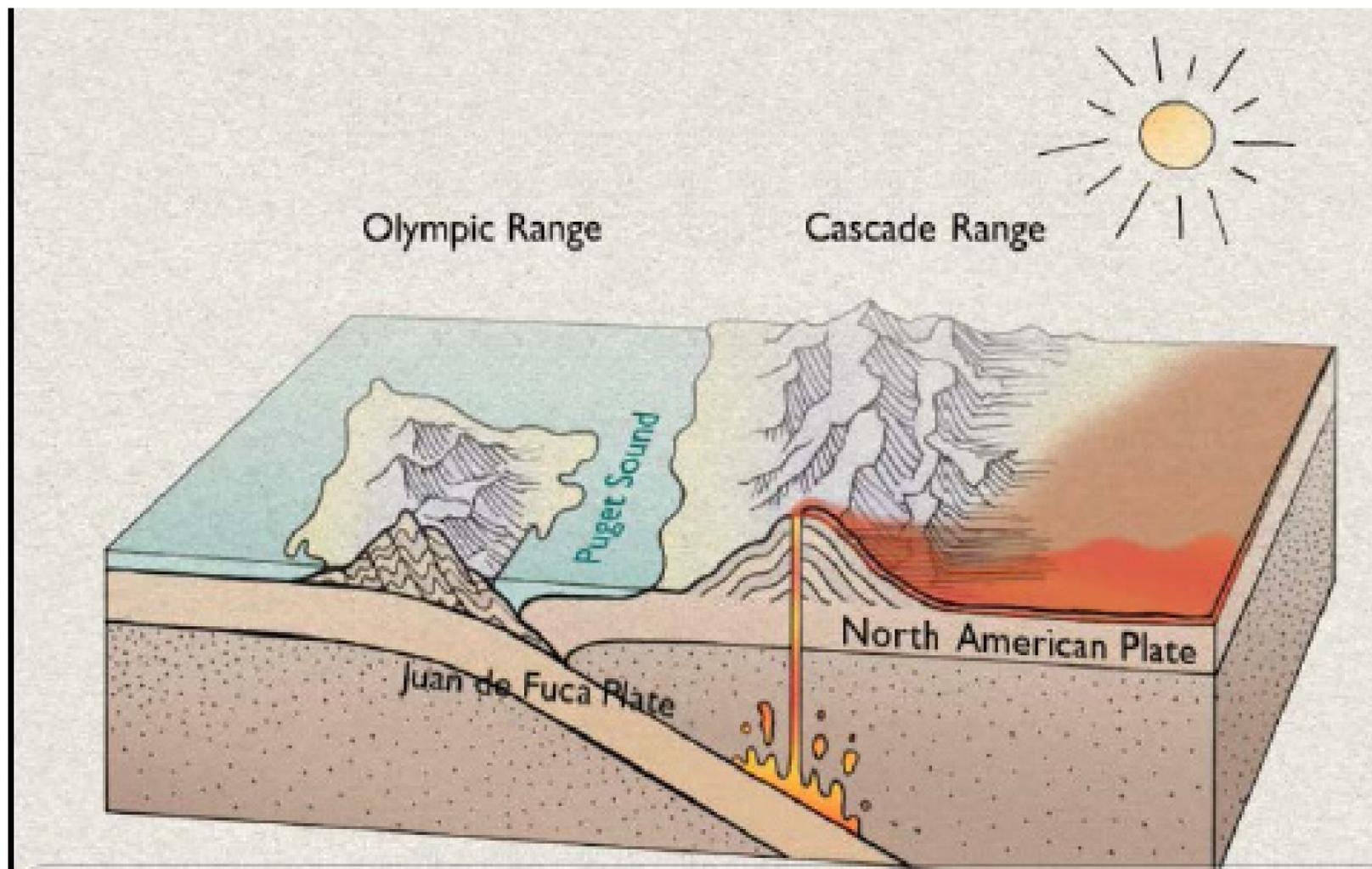


The Land

Volcanic area
Large basalt plate
Soil deposits from
Missoula flood

Columbia river
provides irrigation

Calcium Carbonate
Loes soils



washingtonwine.org/roadtrip



washingtonwine.org/roadtrip

THE VINES

Disease free, lack of pests
because of sandy soils and
wind blown soils

Phylloxera free

Own rootstocks...
true nature of grape

Main concern for wines is
drought and freeze



THE PEOPLE

First and foremost they were farmers

Washington is farmland you see more fruits, hops and other agriculture than Grapes being grown

Vineyards are spread out and nothing like Napa or Sonoma

People travel long distances

Washington people are friendly and share ideas with each other

They are not winemaker rockstars

Down to earth and all about the wines



Mark Ryan in Woodenville



Hugh Sheils Dubrul Vineyard

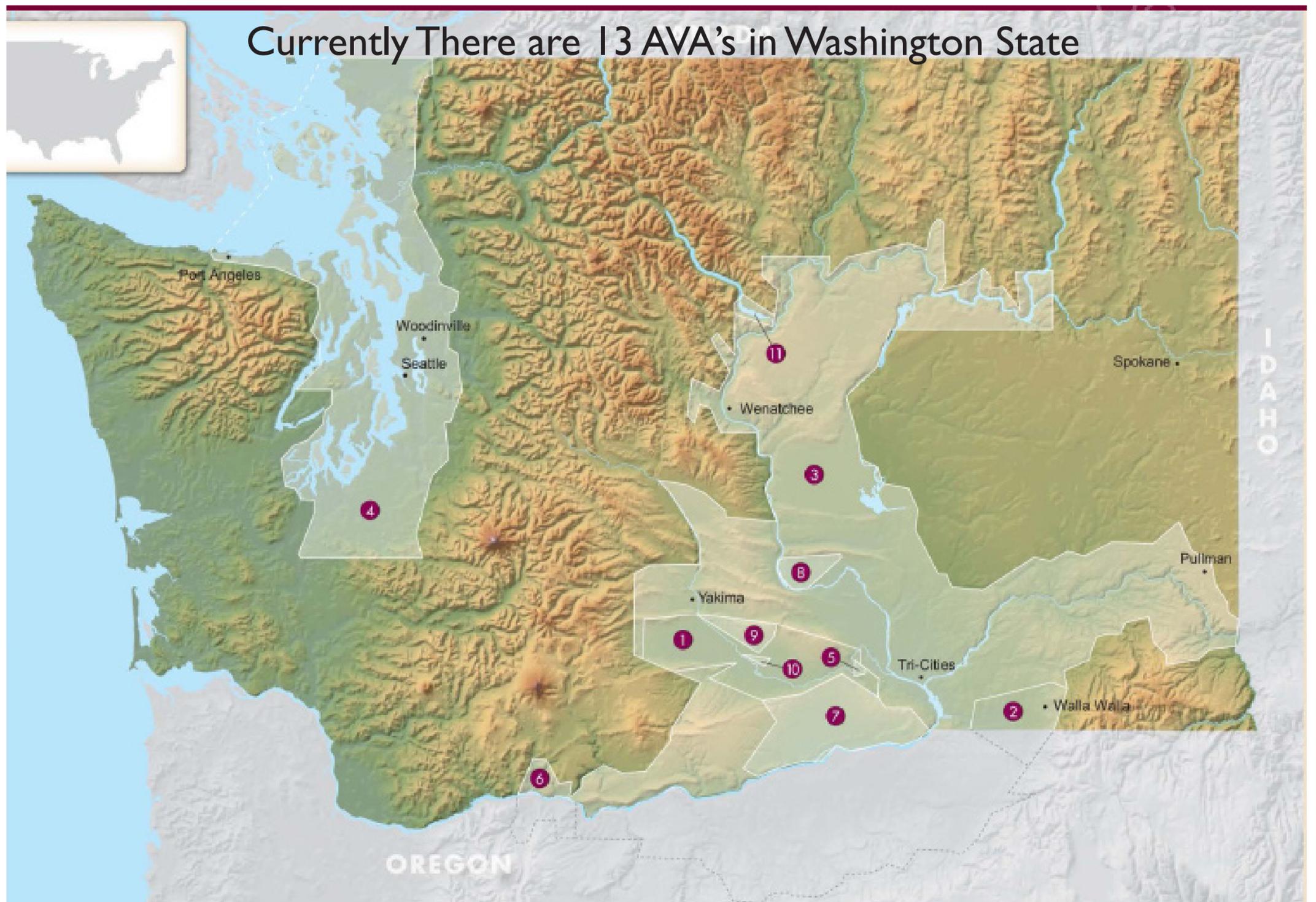


Christophe Hedges making Pastis in Red Mountain



Chris Figgins Walla Walla

Washington AVA's



- » Yakima Valley
- » Walla Walla Valley
- » Columbia Valley
- » Puget Sound
- » Red Mountain
- » Columbia Gorge

- » Horse Heaven Hills
- » Wahluke Slope
- » Rattlesnake Hills
- » Snipes Mountain
- » Lake Chelan
- » Naches Heights
- » Ancient Lakes of Columbia Valley

Columbia Valley

Was established in 1984 and is the all encompassing AVA where only 7,500 acres fall outside of other AVA's

It is shared with Oregon with 3/4 Washington 1/4 Oregon

The Columbia river provides the irrigation and divides the border of Washington & Oregon

The largest and first plantings were just North of Tri-Cities and to this day provides most of grapes to wineries.

Columbia Valley of note areas:

Cold Creek in North West on Foothills of Cascade Blue Mountains at edge of Walla Walla.

SUB AVA's

Red Mountain, Yakima and Walla Walla Valleys, Wahluke Slope, Rattlesnake Hills, Horse Heaven Hills, Snipes Mountain, and Lake Chelan

most vineyards are planted South facing

Riesling, Merlot, Chardonnay and Cabernet Sauvignon are the most widely planted varieties.

There is still more to be discovered further North and east



Yakima Valley

First AVA established in 1983

3rd Largest AVA

Sits on the foothills of Cascade Mountains to the west of the Columbia River

12,000 Acres produces about 1/3 of states total production

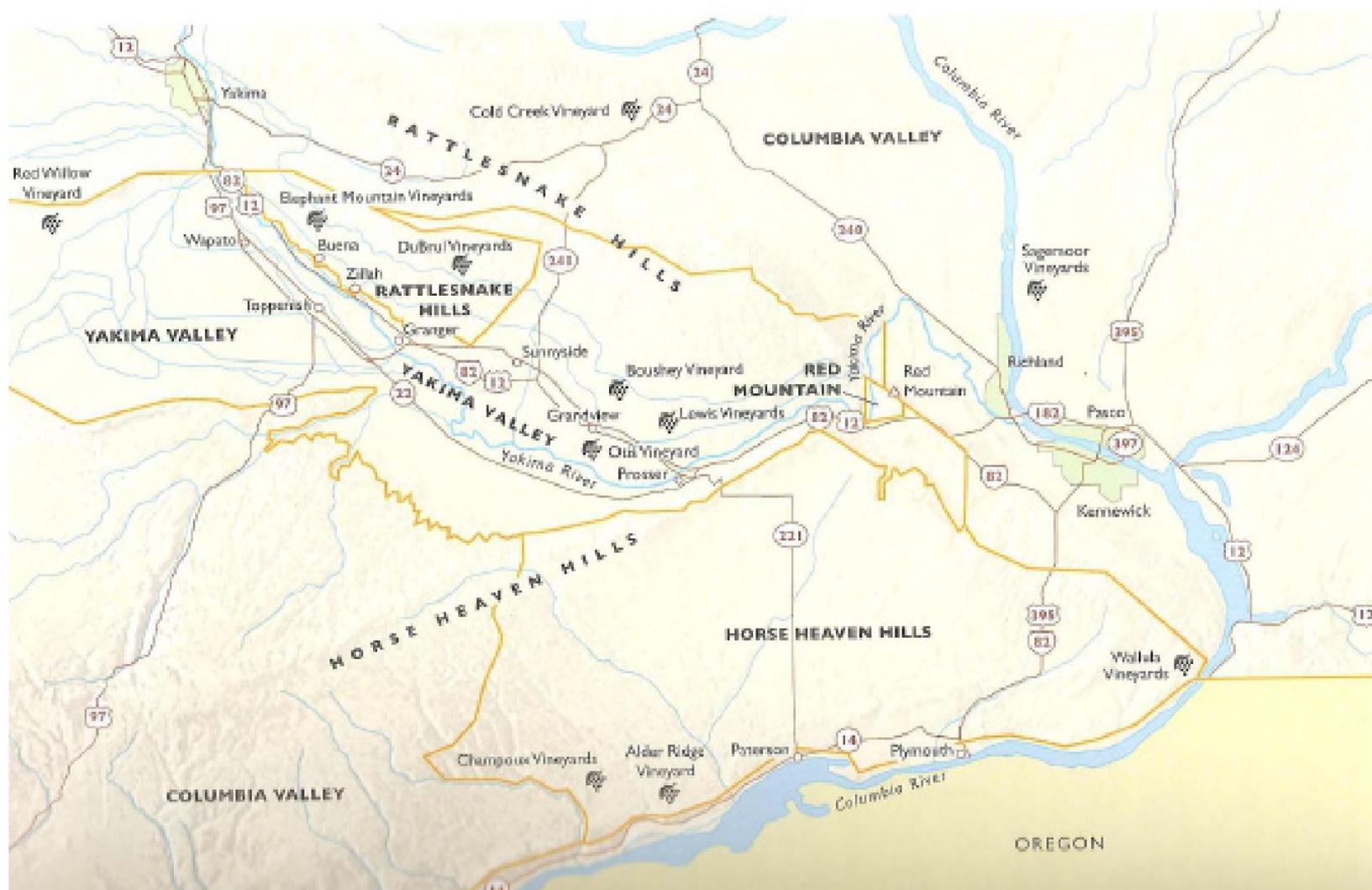
3 Sub A-p-pelations:

- RED MOUNTAIN on east end:
- RATTLESNAKE HILLS north central high elevation
- SNIPES MOUNTIAN in the middle of the AVA

Chardonnay, Viognier and Riesling or the best whites
Merlot, Cabernet Sauvignon and Syrah does very well

Vineyards of Note: Old Vines: Harrison Hills & Otis
Young Vines: Dubrul, Boushey, Red Willow,
Two Blondes & Sheridan

Red Willow hills was any area for experimenting... first to plant Syrah



Rattlesnake Hills

Became AVA in 2006

Within Yakima Valley along Northend hills from 800-1300ft

Attempt to create a tourist wine trail along tree covered hills

Owners of Bonair Winery were important in creating AVA

Winters are warmer than Red Mt & Walla Walla, Mtns protect from frost

Region II longer hang times

Reds have softer tannins and less green notes

Notable Vineyards:

Dubrul, Dineen, Elephant Mountain, Portteus,, Sheridan, Two Blondes and Outlook.

Grapes: Cabernet Sauvignon, Malbec, Merlot, Syrah, Chardonnay and Riesling.



Dubrul Vineyard sandy soil

Red Mountain

A large bump in the middle of the desert

Next to the Yakima river near Benton City

Received AVA status in 2001

Hedges family Cellars are one of the few wineries on Red Mountain producing their own fruit.

The wind is a factor on Red Mountain which blows soils and cools grape-
Dark, Intense, Tannic, Ageworthy wines

HIGH HEAT < > LOW NUTRIENT SOILS < > LOW VIGOROUS VINES

Important Vineyards: CIEL DU CHEVAL and KLIPSUN

Kiona is also on Red Mountain and has own vineyards

Chateau Ste. Michelle & Antinori built Col Solare and are just now bringing in the fruit from their estate vineyards...south facing like in Tuscany

Red Mountain berries are smaller...

almost 1/2 the size of Napa

High PH soils cause vines to struggle

Mostly planted to Bordeaux Varieties, we are seeing Rhone vaireities do very well here

Argriculture vs Tourism



Driving by Red Mountain



Hedges Family Vineyards



**I don't hang out with people
who drink 100 point wine.**

Sign the Manifesto: scorevolution.com

Horse Heaven Hills

7th AVA in 2005

Lies in the Columbia Valley appellation but does not cross into Oregon South of Yakima

Sandy Soils and mostly south facing

Home to 6 wineries and over 25 vineyards

Important Vineyards:

Champoux (Mercer Ranch),
Columbia Crest,
Canoe Ridge (planted by
Chalone and Ste. Michelle),
Alder Ridge & Whalulla

The Region is influenced by
Columbia River which during
heat spike and freezes

Very hot reaching 100 degrees

Winds control disease but can cause hard and chewy wines if not managed



Wahluke Slope



Became an AVA in 2006.

Means “Watering place”

South facing slope

Lies in the Center of Columbia Valley with river running down the west and south and Saddle Mountain in the North

Sand and gravel with even top soil from winds blowing across AVA

One large land mass of even soils changing in elevation

Very little rain, and a lot of sun; warmest and driest AVA

Grows a large percentage of the States red wine

One of the first wineries and vineyards were planted by German company.



Walla Walla

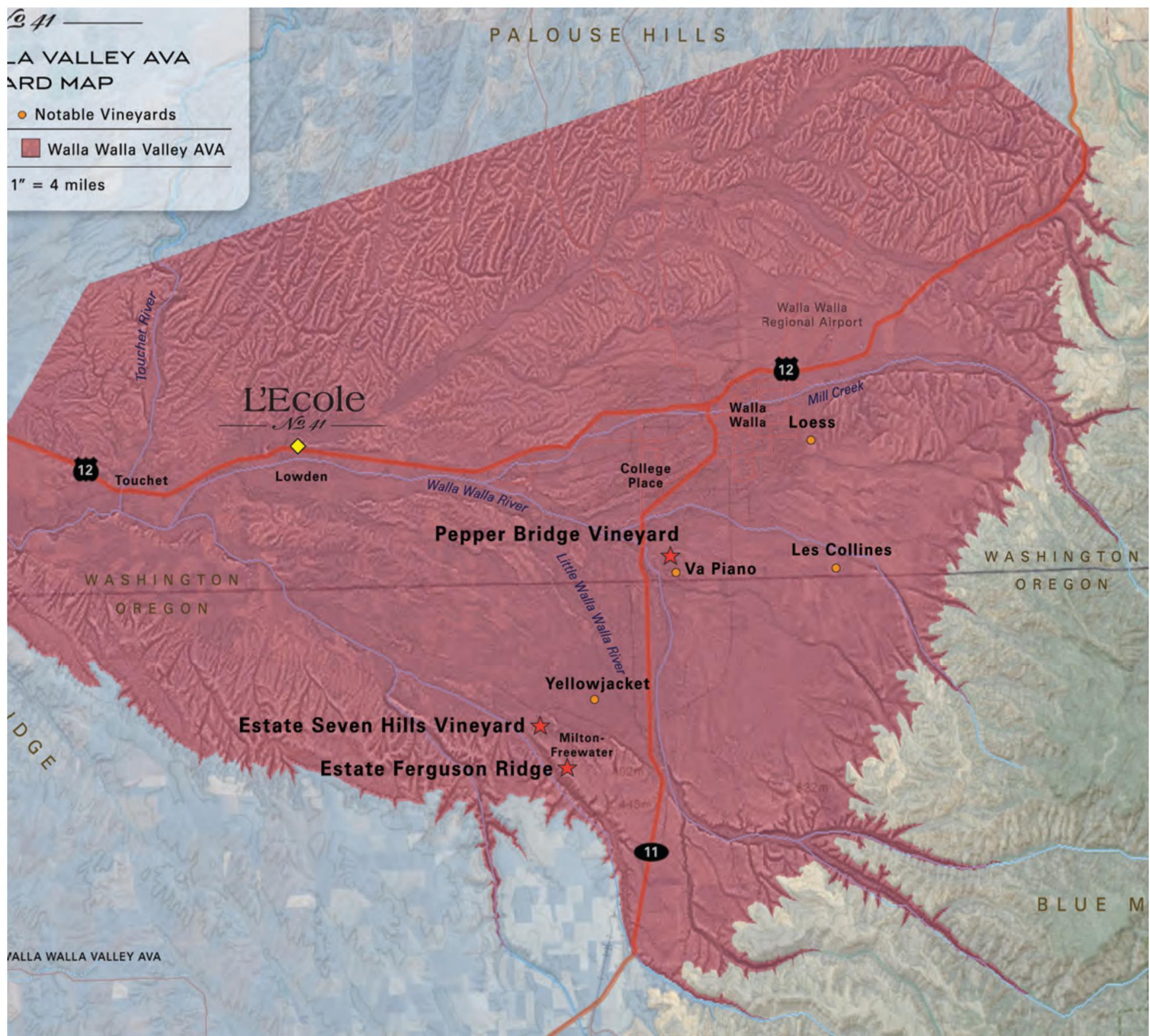
Walla Walla means “Many Waters” & Shared with Oregon

2nd AVA 1984 became an AVA, Leonetti was the 1st bonded winery

Leonetti, Woodward Canyon & L'ecole received praise...most fruit was not from Walla Walla

Seven Hills Vineyard was planted in 1981

The Seven Hills winery was on Oregon side





Slow growth until the 90's... 10 wineries in 1995 today 110

Diverse growing region

High elevation, in river beds and areas where wines can grow without irrigation

SeVein Project is high elevation vineyards on steep northern slopes \$\$\$ to build

Wineries of note: Leonetti, Figgins, L'ecole, Pepperbridge, Long Shadows, Doubleback (Drew Bledsloe), Spring Valley Winery, aMaurice, Grammarcy, Abeja, Dunham & Dusted Valley

Varying Soil types, missoula floods, transported soils, volcanic ash, silt, loamy,

The Rocks an area planted in dried up riverbed is getting attention for its round rocky soil similar to Chateauneuf-du-pape

Chris Figgins believes in biology of soil vs geology of soil....soils are evolved
Grapes: Merlot, Syrah & Cabernet Sauvignon, Tempranillo, Cab Franc and Sangiovese

Walla Walla has received more attention and has own airport

The Napa of Washington

Other Washington AVA's

Columbia Gorge

Shares Two States, Oregon and Washington

Became AVA in 2004

Stretches from Cascade Mt foothills along the Columbia river
extreme changes in climate

1 inch less of rain for every mile as one goes east

Known for whites, Gruner Veltliner and Pinot Gris

Snipes Mountain

2009 became 10th AVA & Lies within Yakima Valley

South of Rattlesnake hills and west of Red Mt

High elevation 800-1300 ft

Harrison Hill Vineyard is most important, one of 1st to be planted

Name came from cattleman Benjamin Snipes

Cattle was sheltered here from cold winters

Soils pushed from river atop a mountain make it unique

Lake Chehalem

2009 became 11th AVA and is 2nd smallest

In the Northwest part of Columbia Valley next to Lake near Cascade range

Unique soils of Volcanic ash, glacial debris and stream erosion

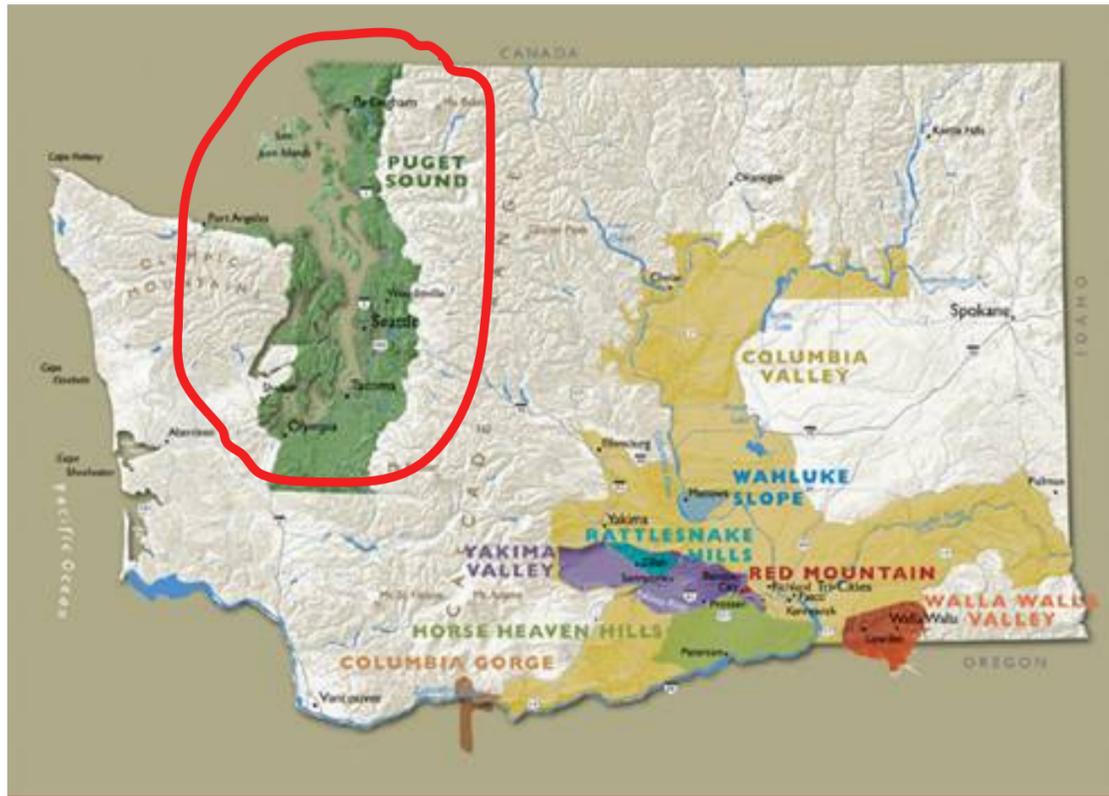
Lake Maintains moderate temperatures

Good for whites such as Riesling, Gewurztraminer & Viognier.

Some reds such as Pinot and Syrah

Puget Sound

Received AVA status in 1995
Lies on Western side of Cascade mountains among islands
Most wineries in this area use Eastern Washington grapes
Known for cool white varietals: Chasselas, Madeleine Angevine, Siegerrebe & Muller-Thurgau.
Rain is not a problem during harvest...however it is very cold
problems with humidity



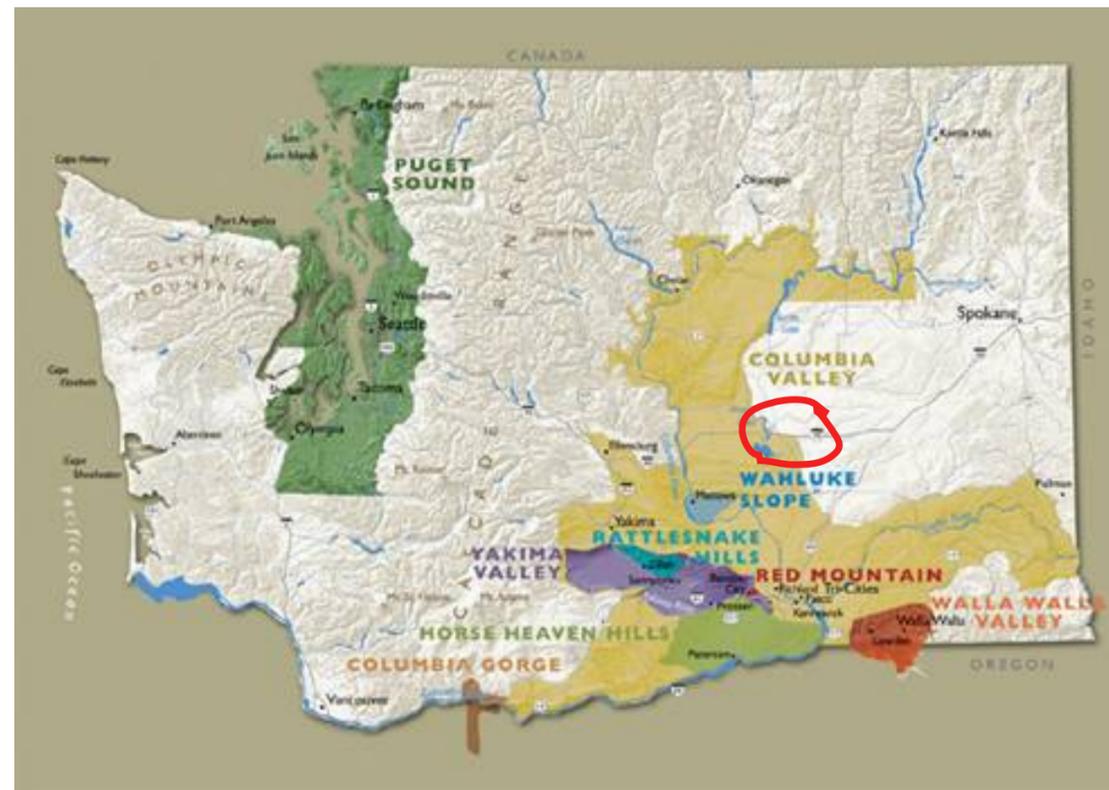
Naches Heights

Became 12th AVA in 2011
Within Columbia valley on Plateau
1,200-2000ft
A cooler region with windblown soils
Clay Soils help retain water
Known for Riesling, Pinot Gris and Syrah



Ancient Lakes

AVA in 2011 13th AVA
Known as Royal Slope
North of Wahluke Slope west of Columbia river
Cooler climate
Known for Riesling, Viognier & Chardonnay
High Acidity wines
Vineyards of note: Evergreen, Stillwater & Stoneridge



WHITE Grapes of Washington Tasted in Seminar

Riesling

Most planted grape in Washington! Cte. St. Michelle is the largest Rielsing producer in the world!

Flavors: Off-Dry...Fruity...Tart and Citrus flavors....Wet stone and herbs

Range in sweetness: look at Alcohol wil determine dryness higher = drier

Semillon

Bordeaux variety groen with sauvignon blanc

Range from dry to sweet botrytis infected wines

One of the first single variteis made in Washington

Flavors: peaches...honey...melons...waxy

Chardonnay

2nd most planted grape in Washington

Trend is to getting away from oaked, tropical Chardonnays

We're seeing more stainless steel Chards being produced

Flavors: Geen apples...pear...racy acidty.

Roussanne

Rhone variety known for low acidty and flabby

Usually blended with Viognier

InWashington getong more acidty and able to age better

Flavors: Fruit salad...honey...floral...creamy

RED Grapes of Washington Tasted in Seminar

Cabernet Sauvignon

Washington has some of the oldest Cab in North America

(Champous, Otis & Cold Creek)

Range in style from big to finesse.

Most of the time blended with Merlot or other Bordeaux Varietal

Somewhere between Napa and Bordeaux

Flavors: Plum...cassis...tobacco....tend to be higher in acidity.

Merlot

Thrusted Washington into stardom...came to a halt with the movie Sideways

Fleshy, opulent wines that can age

Flavors: cherries...blackberries...supple tannins...smooth...take well to oak

Cabernet Franc

Bordeaux variety that adds aromatics to the blend

First planted in the 1970's but didn't see much in wines until 1993

Flavors: coffee grounds....blackberry...violets....olive....single varieties decant

Syrah

1st Commercial Syrah was made in 1988 by Columbia Winery

Can adapt to different climates

Does not do well in market place, however great quality

Winemakers are starting to blend with Syrah

Flavors: Smoky...meaty...plum....floral....pepper spice...can have chewy tannins when grown in Walla Walla the Rocks.