



ACKERMAN
FAMILY VINEYARDS



**National Brand
Presentation**



STONEHAVEN
2100 KIRKLAND AVENUE



The Pursuit of the Ackerman Lifestyle

World Class Wine, Curated Experience, Historical Beauty



Our mission is to create world-class wines, authentic experiences and white glove hospitality driven by our passionate and dedicated team. Our focus is to attract and build deep relationships with wine and culinary enthusiasts and connoisseurs across the United States.

Our pursuit at Ackerman Family Vineyards is to craft wines that reflect the appreciation and sense of “place” from our certified organic vineyard located in the Coombsville AVA in the Napa Valley and from esteemed family-owned vineyards in Northern California. Lauren Ackerman and her team have focused on creating elegant world-class wines that echo the passion, commitment, and determination in creating an authentic and enduring brand. This includes our impeccable hospitality, unique events, and historical encounters through the addition of the Ackerman Heritage House, our one-of-a-kind, 1889 Victorian mansion that ties together our wine philosophy with authentic experiences. Comparable to the Coombsville AVA, Ackerman Family Vineyards has stepped onto the stage to take our place as a distinctive part of the legendary Napa Valley.



Lauren Ackerman

President

Lauren Ackerman has been a community fixture in her beloved Napa for the past 28 years. Lauren's successful career from owning a technology marketing firm to becoming an international management consultant for global corporations, and now, a beloved Vintner in the Napa Valley, has inspired her to continue building her brand and market presence nationally. In 1994, she moved to southern Napa when purchasing a 16-acre vineyard property in the Coombsville Appellation. Inspired by the legendary names and world class wines that the Napa Valley had become renowned for, the production and development of Ackerman Family Vineyards officially began after nine years of vineyard and wine experimentation. The 2003 Ackerman Family Vineyards Estate Coombsville Cabernet Sauvignon was her first official commercial wine.

In 2010, Lauren purchased one of downtown Napa's historic Victorian estates that was in complete disrepair. After five years of restoration, this historic home has become a beloved icon for the local community and beyond. Her belief in preserving Napa's history and desire to create a one-of-a-kind wine and culinary experience fueled the restoration of this 1889 Queen Victorian to what is now called, "The Ackerman Heritage House." Together, Ackerman Family Vineyards, which resides at the Ackerman Heritage House, has become a top destination for wine and culinary enthusiasts.

Today, Lauren is still actively involved in her community by being on the Board of Festival Napa Valley, a Fellow and Board Committee Member at the Culinary Institute of America and was recently a member of the General Plan Advisory Committee (GPAC) that completed a 20-year plan development of the City of Napa.





Leo Tellez

Winemaker

Leo is a third generation Napa native whose grandfather and father devoted their career to the Napa Valley wine industry. Leo followed suit and pursued a degree in viticulture and oenology. His first winemaking internship was at Kapcsandy Family Vineyards in Napa Valley where he worked closely with winemaker, David Sotelo. In 2012, Leo joined celebrated winemaking consultant Denis Malbec (part of two generations that worked at Chateau Latour in Bordeaux) as his assistant winemaker, working with wineries including Kapcsandy, Blankiet, Repris, Captûre, Notre Vin and Sodaro Estate. In 2016, Leo joined Sodaro Estate in Coombsville as full-time head winemaker to further deep his understanding of the unique terroir and winemaking philosophy.

In 2018, Leo joined the Ackerman team to continue the pursuit of creating and elevating Ackerman's esteemed wines. His dedication to our growing brand, team and philosophy is reflected in the wines he is producing for our brand today. Leo is a rising star in the Napa Valley winemaking industry.



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The Ackerman Estate

Est. 1994



Stonehaven Vineyard

- Coombsville AVA, Napa Valley
- 15.5 Acre Property – 11 Acres Under Vine
 - Replanted in 1997
 - 2003 First Commercial Vintage Produced
 - Vineyard Manager: Jesus Romero
 - Lyre Trellis System
- Vineyard predominantly Cabernet Sauvignon plus an acre of the other four Bordeaux varietals
- 110R Rootstock: Preferred for hillside vineyards & warm grape-growing areas
- Clone 337: Small berry clusters produce a complex CS wine leaving the impression of lush, rich, bright & red berry fruit
- The biodiverse organic farm includes vegetable gardens, hawk habitat and natural cover crops providing nutrients for the vineyards





The Ackerman Estate

Coombsville AVA



One million years ago, an ancient volcano erupted in the region that is now Coombsville. The eruption was so large that the mouth of the volcano collapsed in on itself, resulting in a large caldera.

Until recently, Coombsville was an unknown corner within the Napa Valley that, for decades, consistently produced beautiful wines that echo the flavor and style of Bordeaux. Slowly, this southeastern corner of the Napa Valley came into its own as the 16th AVA within the Napa Valley in 2011. We knew, back in those early days, that the luscious, deep berry flavors, cocoa, spice and earthy notes that typically characterized Coombsville wines, would resonate with wine enthusiasts and collectors.

While most of Napa Valley can reach soaring temperatures during the summer, Coombsville's location at the Southeastern tip of Napa makes it an average of ten degrees cooler than neighboring AVAs. It's close to San Pablo Bay, resulting in foggy mornings and cool evenings. The weather is more moderate than the rest of Napa—it doesn't get as hot in summer or as cold in winter. This means our grapes need extra time on the vines to ripen, which create flavors that are distinctly Napa but unusually complex.





THE ONE WAY TO FARM SUSTAINABLY

Coombsville's First Certified Organic Vineyard



Becoming an organic vineyard was a six-year-long governmental certification process that continues to require annual inspections and consistent adherence to organic farming practices. For us at Ackerman Family Vineyards, organic farming is a philosophy and a way of life.

Since 1995, we have been adhering to a sustainable farming philosophy that we took a step further in 2009 when we became the first California Certified Organic Farm (CCOF) in Coombsville. We did this because we believe in staying true to our values. The strict guidelines of being a CCOF vineyard means no chemical pesticides are used - only natural fertilization, plus biological pest management, hawk boxes, and nutrient rich cover crops that enrich the vineyard year after year.





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World Class Wines

A Modern Bordeaux

A Marriage of Old-World Winemaking
Techniques with Respect to Napa Valley's Fruit

- Coombsville is Napa Valley's newest AVA in southeastern Napa Valley, with a cooler climate and a distinctive mix of well-draining river rock and mineral-rich volcanic ash soils. As well as being one of the few vineyards with diatomaceous soils in the Napa Valley
- In 2009, Ackerman's Stonehaven Vineyard became the first CCOF vineyard in the Coombsville appellation
- According to Peter Marks, Certified Master of Wine, the Coombsville appellation is a six degrees separation from Bordeaux producing distinct similarities within the wine's terroir expression
- Additional fruit sourcing from prestige family-owned vineyards such as the iconic Antinori Family





2021 Sauvignon Blanc



APPELLATION: Sonoma Valley

VARIETAL COMPOSITION: 100% Sauvignon Blanc

BRIX AT HARVEST: 23

FINISHED ALCOHOL: 14.1%

TOTAL ACIDITY: 6.0g/L

pH: 3.3

SRP: \$45

Tasting Notes

The 2021 Sauvignon Blanc has a gorgeous nose of grapefruit, Granny Smith apple, Kadota fig, fresh lime peel and lemon juice aromas. The medium bodied palate is clean and fresh, with mouthwatering acidity, rounded texture, and a refreshing finish.

Growing Season

Minimal rainfall during the growing season, about 14 inches, produced slightly lighter crops but brought intense, concentrated flavor and color. The first part of the year was cold and dry followed by consistent weather during the summer months helping to maintain fruit acidity for brightness and balance.

Winemaking

Fermented in 90% stainless steel and 10% neutral oak barrels and sur lie aged for 6 months.





2019 Memoir

The Memoir Philosophy: Like a well written story, this medium bodied wine is a balance of dark and red fruits, velvety tannins and a smooth finish - a journey of discovery for your palate. It's meant to be enjoyed with family and friends sharing life's great stories. Have you written your Memoir?

APPELLATION: Napa Valley

VARIETAL COMPOSITION: 70% Cabernet

Sauvignon, 8% Merlot, 8% Cabernet Franc, 8% Malbec
and 6% Petite Verdot

BRIX AT HARVEST: 24-25°

FINISHED ALCOHOL: 14.5%

TOTAL ACIDITY: 6.0g/L

pH: 3.7

OAK: French – 65% New 35% Neutral

SRP: \$50

Tasting Notes

It's a medium to full-bodied wine, bold but elegant. Fresh blueberries, plum preserves, and blackberry compote plus hints of dark chocolate, toasted vanilla, and spices

Growing Season

Copious rainfall and late soil moisture. The long, warm summer saw few extreme heat events, foggy mornings setting the stage for vibrant and expressive wines. The long, relatively mild finish to the season, preserving freshness and finesse in the fruit.



92 Points by James Suckling



2018 Cabernet Sauvignon



APPELLATION: Coombsville

VARIETAL COMPOSITION: 100% Cabernet Sauvignon

BRIX AT HARVEST: 23.5°

FINISHED ALCOHOL: 14.1%

TOTAL ACIDITY: 6.0g/L

pH: 3.7

CASES PRODUCED: 500

SRP: \$98

Tasting Notes

The 2018 vintage has a gorgeous deep purple-black color with lots of dark fruit aromatics of blackberries, blackcurrants, warm blueberries & mulberries with touches of dark chocolate and toasted vanilla. On the palate, it has a medium to full-bodied mouthfeel with firm, youthful tannins, great structure, plenty of freshness and a long-lasting finish.

Growing Season

Our 2018 Cabernet Sauvignon had the idyllic growing season that has been called the "Goldilocks of Vintages" here in the Napa Valley. The moderate and consistent temperatures produced balance between the tannin and acidity structures while developing phenomenal color and aromas.

Harvest

Late October, 4-5 days cold soak, 9-14 days of primary fermentation in stainless steel tanks and malolactic fermentation took place in the barrel. 75% medium toast & 25% medium plus toast barrel composition. The cooperages selected were Tonnellerie Baron, preserves the vibrant fruit and adds a hint of sweetness on finish, & Tonnellerie Sylvain, supple tannins elegant mid palate and lingering finish.



94 Points
Wine Advocate, Robert Parker



A Promising Beginning

A longtime friend of the Ackerman family manages the global wine portfolio for Lord Jacob Rothschild and has been a secret advocate of Ackerman Family Vineyards over the past 22 years. As a testament to his support of our wines, in 2007, he set up a blind tasting of our 2003 Cabernet Sauvignon for Lord Rothschild amongst multiple wines from highly esteemed French producers. At the conclusion of the blind tasting, Lord Rothschild chose Ackerman's wine, not knowing it was from the Napa Valley. Amazed that a California Cabernet could be on the same level of his beloved Bordeaux's, he added our wine to his Waddesdon Manor cellar as a newcomer worthy of the honor.





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Previous Vintage Scores



AFV Estate Cabernet Sauvignon, Coombsville

2017 - 92 points WA, 93 points Vinous, 90 points JD

2016 - 92 points WS, 92 points WA, 94 points WE,
91 points Vinous

2015 - 92 points WA, 93 points WE

2014 - 92 points WE, 91 points Vinous, 90 points JD

Memoir, Napa Valley Red Blend

2019 - 92 points James Suckling



ACCOLADES & PRESS



2017 Food & Wine Magazine - Top Experience in Napa

Ackerman Heritage House & Ackerman Family Vineyards was declared top experience in Napa

2018 Wine Enthusiast - A Guide to the Best Napa Valley Cabernet Sauvignons

Ackerman Family Vineyards was honored to have been included in Virginie Boone's top Napa Valley Cabernet Sauvignons list and included the Heritage House experience

2019 California Preservation Foundation Award for Restoration

The Ackerman Heritage House & Lauren Ackerman were awarded for the dedication and meticulous restoration work

2020 North Bay Business Journal - Women In Business 2020

Lauren Ackerman was honored to receive the award as one of the most outstanding female leaders, innovators and visionaries in the North Bay



Historical Beauty

We welcome our partners to our 1889 Victorian Estate which is considered one of the most unique settings in the Napa Valley. Our estate is appointed with true authenticity and European antiques that have deep connections to history.





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The Team

The Heart & Soul of Our Brand



For us, having a dedicated team that believes in creating quality wines and memorable experiences while offering our guests white glove service is what sets us apart from the rest. Our fundamental belief in providing superior hospitality paired with extraordinary wines and cuisine in an unforgettable setting is like none other. Our team members are passionate, devoted and fun – they love to create a unique and personal experience for each of our guests. Together, our team is innovative, caring, and professional.





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Thank you for your consideration and we hope to work with you!

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