

Wine companies

Ranked by 2009 case production

Rank: 2010 2009	Winery	Cases in 2009: Produced/ Sales in 2009	Cultivated acres owned in NB	NB staff: Year- round	Labels	Social network sites used	Owner/ Top local executive	Winemaker/ Marketing manager
1 1	Foster's Wine Estates 600 Airpark Rd., Napa 94558 707-259-4500, fosterswineestates.com	18.0 million ² na	3,400 ¹	1,200	Beringer, Chateau St. Jean, Slags' Leap, Etude, St. Clement, Cellar No. 8, Sovereign	Facebook, LinkedIn, MySpace, Twitter	Laurie Hock, others/ Francesca Schuler	Foster's Group/ Stephen Brauer, Scott Weiss
2 2	Trinchero Family Estates P.O. Box 248, St. Helena 94574 707-953-3104, trinchero.com	13.0 million ² na	6,000	500	Suiter Home, Trinchero Napa Valley, Napa Cellars, Folie a Deux Menage a Trois	Facebook, LinkedIn	Joe Shirley, Mario Montecelli, Glenn Andrade/ James Nunes	Trinchero Family/ Robert Torkelson
3 3	Diageo Chateau & Estate Wines 240 W. Gateway Rd., Napa 94558 707-299-2600, diageowines.com	6.0 million ² na	2,000	na	Acacia Vineyard, Beaufeul Vineyard, Dynamite Vineyard, Hewitt Vineyard, Moon Mountain, Provenance Vineyard, Sterling Vineyards	na	J. Stambor, M. Glynn, T. Rinaldi, M. Westrick/ Claudia Schubert, Neil Tallantire	Diageo/ Sandra LeDrew, Raymond Chadwick
4 4	Jackson Family Wines 425 Aviation Blvd., Santa Rosa 95403 707-569-0105, jf.com	5.5 million ² na	14,000	na	Dog House, Legacy, Ray's Station	na	Randy Ullom/ Ruth Souroujon	Jess Jackson/ Jess Jackson
5 5	Brown-Forman Wines P.O. Box 611, Hopland 95449 707-744-7601, brown-forman.com/ brands	4.5 million ² na	3,200	na	Bel Arbor, Bonterra, Fetzer, Five Rivers, Jekel, Little Black Dress, Sanctuary, Sonoma-Cutrer, Virgin Vines	na	Dennis Martin/ na	Brown-Forman/ Cindy DeVries, Tim Nail
6 6	Gallo Family Vineyards 3387 Dry Creek Rd., Healdsburg 95448 707-431-5500, gallosonoma.com	3.2 million ² na	3,000	125	Gallo Family Vineyards, Two Rock, Laguna, Single Vineyard, Estate, Frei Brothers Reserve, Louis M. Martini, MacMurray Ranch, Rancho Zabaco, William Hill Estate	na	Gina Gallo, Marcello Monticelli/ Ryan Martin, Kristina Kelley	Gallo Family/ Matt Gallo
7 9	Korbel 13250 River Rd., Guerneville 95446 707-824-7000, korbel.com	2.3 million ² \$168 million	1,400	500	Korbel Champagne and Brandy Kenwood Vineyards, Valley of the Moon Winery, Lake Sonoma Winery	Facebook, Twitter	Paul Ahvenainen, Pat Henderson, Greg Winter/ na	Gary Heck/ Gary Heck
8 8	Icon Estates ⁴ 801 Main St., St. Helena 94574 707-963-7111, iconestateswine.com	1.7 million ² na	na	na	Franciscan, Mt. Veeder Winery, Robert Mondavi, Simi, Estancia, Jackson-Tiggs, Drylands, Ruffino, Tintara, Kim Crawford, Inniekiltin	na	Larry Levin, Janet Myers, Genevieve Janssens, Steve Reeder/ na	Constellation Brands/ Eric Moftam, Chris Fehrstrom
9 10	C. Mondavi and Sons 2800 Main St., St. Helena 94574 707-967-2200, charleskrug.com	1.5 million ² na	850	na	Charles Krug, CK Mondavi, CR Cellars	na	Dave Galzignato, John Moynier/ Dennis Carr	Peter Mondavi family/ Peter Mondavi Sr.
10 7	Don Sebastiani & Sons 135 W. Napa St., Sonoma 95476 707-933-1704, donandsons.com	1.4 million ² na	0	na	Aquinas Napa Valley, The Crusher, Peppercorn Grove, Smoking Loon, SKN, others	Facebook, Twitter	Greg Kitchens/ Kathy Fyrc, Donny Sebastiani	Don Sebastiani and family/ Donny Sebastiani, Mike Holden, Richard Conley
11 12	The Coppola Companies 300 Via Archimedes, Geyserville 95441 707-857-1400, franciscopeppolawinery.com	1.0 million ² na	190	na	FC Reserve, Director's Cut, Diamond Collection, Encyclopedia, Rosso & Bianco, Sofia, Votre Sante	na	Corey Beck/ na	Francis Ford Coppola/ Francis Coppola, Larry Stone, Gerant
12 13	Rodney Strong Wine Estates 11455 Old Redwood Hwy., Healdsburg 95448 707-433-6521, rodneystrong.com	800,000 ² na	965	na	Rodney Strong Vineyards, Davis Bynum, Sonoma Vineyards	na	Rick Sayre, Gary Patzwald/ Dan Wildermuth	Klein Foods Inc/ Tom Klein
13 11	Ascentia Wine Estates ⁴ 349 Healdsburg Ave. 2nd Fl., Healdsburg 95448 707-433-9268, ascentiawineestates.com	750,000 ² na	na	na	Atlas Peak, Buena Vista Carneros, Gary Farrell Vineyards & Winery, Geysar Peak, XY Zin, Columbia, Covey Run, Sie. Chapelle	Facebook	na/ Nancy Frey, Peter Ekman	na/ Jim DeBosis, Todd Divincenzi
14 14	The Hess Collection 4411 Redwood Rd., Napa 94558 707-255-1144, hesscollection.com	650,000 ² na	750	na	Hess	na	Dave Gulfy/ na	Hess Family Estates/ Gary Bulger
15 15	Purple Wine Co. P.O. Box 390, Graton 95444 707-938-9229, purplewine.com	625,000 ² na	na	na	Avalon, Bex, Blue Jean, Capotan, Mark West Winery, Rock Rabbit	na	Alex Cose/ Susan Durbrow ¹	Derek Benham/ Dennis Carroll
16 17	Adler Fels Winery 980 Airway Ct. #B, Santa Rosa 95403 707-569-1493, adlerfels.com	505,412 \$26 million	0	40	Adler Fels, Big Ass, Leaping Lizard, Coyote Creek, Coastline, private labels	Facebook, LinkedIn, MySpace, Twitter	Harry Pardocti Jr./ Dana Fehler, Paul Wildman ¹	Adams Wine Group/ Dan O'Leary, Steve Lindsay
17 18	Domaine Chandon & Newton Vineyards 1 California Dr., Yountville 94599 707-944-9844, chandon.com	500,000 ² na	1,100	na	Chandon, etoile, Domaine Chandon	na	Tom Tiburzi/ Michael Stedman, Ryan Harris	LVMH, Moet Hennessy Wine Estates/ Malcolm Dunbar
17 16	Foley Family Wines 389 E. Fourth St., Sonoma 95476 707-933-3200, foleywinegroup.com	500,000 ² na	700	na	Firestone, Foley, Kuleto, Lincourt, Merus, Sebastiani, Thrae Rivers	na	na/ na	Bill Foley II/ Tim Matz
19 21	Mumm Napa 8445 Silverado Trail, Rutherford 94573 707-967-7700, mummnapa.com	250,000 ¹ na	na	na	Mumm Napa	na	Ludovic Darvin/ Eric Guerra	Pernod Ricard USA/ Eric Guerra
20 22	St. Francis Winery & Vineyards 300 Pythian Rd., Santa Rosa 95409 707-533-6666, stfranciswinery.com	240,000 ² na	500	na	St. Francis	na	Tom Mackey/ Nannette Fontaine	Joe Martin, Lloyd Canton/ Christopher Silva
21 21	Langtry Estate & Vineyards 21000 Butts Canyon Rd., Middletown 95461 707-987-2395, langtryestate.com	200,000 ² na	450	na	Langtry, Guenoc	na	Maria Navarro/ Eric Stine	Malulani Investments/ Easton Manson
22 23	Gloria Ferrer Caves & Vineyards/ Freixenet USA 25555 Hwy. 121, Sonoma 95476 707-938-7236, gloriawine.com	177,587 ¹ na	385	100	Gloria Ferrer	Facebook, Twitter	Bob Iantocsa, Steve Urberg/ David Brown	Ferrer family/ Tom Burnet, Juan Furne
23 25	Alexander Valley Vineyards 8544 Hwy. 128, Healdsburg 95448 707-433-7209, avwine.com	175,000 \$14 million	200	20	Alexander Valley Vineyards, CYRUS, New Gewurz, Redemption Zin, Sin Zin, Temptation Zin, Two Barrel, Wicked Weekend	Facebook, MySpace	Kevin Hall/ Rob Wetzel	Wetzel family/ Hank Wetzel
24 nr	Cecchetti Wine Co. P.O. Box 637, Vineburg 95467 707-996-7221, cecchettiwineco.com	168,000 na	0	2	Redtree Line 39	Facebook, Twitter	Bob Broman/ na	na/ Roy Cecchetti
25 24	Benziger Family Winery 1883 London Ranch Rd., Glen Ellen 95442 707-335-3000, benziger.com	150,000 ² na	100	na	Benziger, Signatera, Estate, Tribute	na	Mike Benziger, Joe Benziger, Lisa Amaroli/ Mimi Gatens	Benziger Family/ Mike Benziger

The list includes wine companies whose main administrative offices are in Sonoma, Napa, Lake and Mendocino counties. Others may have qualified for inclusion but did not provide sufficient information. na = not available/not applicable/would not disclose; nr = not ranked; Sources: The companies, Wines & Vines, Wine Business Monthly; Research: Jenna V. Loeffel, Joann DiNova

Footnotes: ¹ Last year's information; updated information not available at press time. ² Cases sold ³ NBBJ estimate ⁴ Does not include Constellation's VineOne North Coast brands Clos du Bois and Ravenswood, whose administrative offices are based in San Francisco

If you were not contacted this year and would like to be considered for next year's list, e-mail jloeffel@busjnl.com. The North Bay Business Journal does not take responsibility for the accuracy of information provided by the sources. 8.5" x 11" reprints of this list are available for purchase; call 707-521-4244. NEW! View this list online or download in Excel at www.NorthBayBusinessJournal.com. ©2010 North Bay Business Journal