



FRANK FAMILY
VINEYARDS



WINSTON HILL

WHERE OUR STORY BEGINS

FALL 2019

GREETINGS FROM RICH FRANK



The story of Frank Family Vineyards began almost by accident. It was the late 1980s and I was in the middle of my 10-year term as the President of Disney Studios. My life in LA was demanding and I was searching for a place I could escape to. I needed a place close enough but one that felt worlds away. Napa Valley was calling.

After a few years of traveling to Napa Valley, an opportunity presented itself. There was a 1930s Tudor home on a hillside vineyard for sale in Rutherford. The views were unparalleled, the house was stunning. I knew instantly this was the perfect spot for my Napa getaway. But fate had other plans for me, or so it seemed. A more attractive offer was accepted, and I knew I lost something special.

Months had gone by and I agonized over what I had lost. Then late one night, I received an unexpected call letting me know that the Rutherford property had fallen out of escrow. This time I was not going to lose it.

The land and the vineyards became known as Winston Hill, named for my English Springer Spaniel, Winston, who loved running through the vines, chasing birds and protecting the crop. Now almost 30 years later, Winston Hill is my and Leslie's permanent home. It is also the heart of our Cabernet program at Frank Family Vineyards and is recognized as an iconic vineyard in the reputable Rutherford AVA.

The Winston Hill edition of our biannual newsletter celebrates the beginning of the Frank Family story and takes a look back on our history and how far we've come. I invite you to uncork a bottle and read on to discover something new about us. We've packed a lot of tidbits between these pages, from the introduction of our newest Cabernet Sauvignon, called RHF, to our fight against hunger in America.

Cheers!

Rich Frank

Rich Frank, Founder & Proprietor

2020 EVENTS CALENDAR

WWW.FRANKFAMILYVINEYARDS.COM/EVENTS

MEMBER HOLIDAY DINNER

STONE BUILDING

DECEMBER 14, 2019

6:00 PM – 9:00 PM

MASQUERADE DINNER

STONE BUILDING

FEBRUARY 8, 2020

6:00 PM – 9:00 PM

BRUNCH AT BENJAMIN VINEYARD

RUTHERFORD, CALIFORNIA

MAY 16, 2020

11:00 AM – 2:00 PM

WINEMAKER DINNER WITH TODD GRAFF

ESTATE COURTYARD

JULY 11, 2020

7:00 PM – 10:00 PM

ANNUAL CHARDONNAY AND LOBSTER DINNER

MEMBER'S LAWN

AUGUST 15, 2020

6:00 PM – 9:00 PM

THIS EVENT SELLS OUT EARLY!

VINTNER DINNER WITH RICH AND LESLIE FRANK

ESTATE COURTYARD

SEPTEMBER 12, 2020

7:00 PM – 10:00 PM

The New Releases

Winemaker:
Todd Graff



2014 BLANC DE BLANCS SPARKLING

Blend Composition
100% Chardonnay

Appellation
100% Carneros Napa Valley

Winemaking

A defining feature of the remarkable 2014 vintage is the consistent and even growing of the grapes. A warm growing season led to an early harvest. Our Chardonnay for the Blanc de Blancs was hand-picked in mid-August from our Lewis Vineyard in Carneros. Our Blanc de Blancs is crafted in our cellar using the traditional Méthode Champenoise whereby the secondary fermentation occurs in the bottle. This wine aged on the lees for three years and was hand riddled before disgorgement in February 2018.

Tasting Notes

Our signature sparkling wine, the Blanc de Blancs is hand-crafted from 100% estate-grown Chardonnay. It has a beautiful bouquet marked by floral and citrus notes. The palate is fresh and vibrant, with a rich structure and creaminess that brings balance and intensity to the flavors. The refined finish shows remarkable length with excellent minerality and effervescent fruit that lingers.

ROUGE SPARKLING

Blend Composition

72% Pinot Noir, 17% Chardonnay, 11% Petite Sirah

Appellation

100% Napa Valley

Winemaking

Like all Frank Family sparkling wines, our Rouge is created using the Méthode Champenoise whereby the secondary fermentation occurs in the bottle. The beautiful ruby hue of this wine comes from leaving the Pinot Noir juice in contact with the grape skins for a brief period of time. The addition of 11% Petite Sirah also contributes to the richly concentrated appearance and fruit flavors in this unique red sparkling wine. This wine rested on spent yeast cells for three years and was hand-riddled before disgorgement in February 2019.

Tasting Notes

A fascinating Frank Family classic, the Rouge is scarlet ruby-colored and opens with attractive aromas of lavender, vanilla bean, and black cherry. A silken, creamy mousse is upheld by fresh acidity. Pleasing flavors of spiced cranberry and cardamom fill the palate and round out the lengthy finish.





2016 CALISTOGA RESERVE CABERNET SAUVIGNON

Blend Composition

100% Cabernet Sauvignon

Appellation

100% Calistoga

Our Cabernet Sauvignon is sourced from Sam Brannan Vineyard along the Silverado Trail in the Calistoga AVA. Lying between the Mayacamas Range on the west and the Vaca Range on the east, Calistoga lies at the northernmost end of Napa Valley. Summer daytime temperatures frequently reach 100 degrees but can drop as much as 50 degrees at night. These temperature swings, along with well-drained volcanic soils, produce grapes with both ripeness and balancing acidity.

Winemaking

20 months in 50% new French oak barrels, 50% once and twice-filled French oak barrels.

Tasting Notes

From a valley floor vineyard in the warmer northern climes of Napa Valley, this 100% varietal wine is big and bold. It tastes of baked plum, nutmeg, and vanilla, framed by tamed tannins, integrated oak, and exuberant acidity. Its flavors are robustly concentrated, yet its soft texture make it incredibly approachable, even in its youth.



2016 S&J VINEYARD RESERVE PETITE SIRAH

Blend Composition

100% Petite Sirah

Appellation

100% Napa Valley

Frank Family's S&J Vineyard is comprised of 206 acres located east of the Vaca Mountain Range in Napa's Capell Valley. Acquired in 2000, S&J Vineyard is named for Rich and Leslie Frank's grandchildren, Stella and Jeremy. It is planted to 58 acres of Cabernet Sauvignon, along with 9 acres of Petite Sirah and 9 acres of Zinfandel. The soils are fertile, well-drained and clay loam-based, reminiscent of the Rutherford Bench.

Winemaking

20 months in 33% new French oak barrels, 67% once and twice-filled French oak barrels.

Tasting Notes

Featuring a juicy backbone of blackberry and vanilla, the 2016 S&J Petite Sirah shines in additional flavors of toasted cedar and earth. Made in a big, bold style, the tannins are robust yet polished and held in check with a sultry smoothness on the palate. Baked blueberry pie comes to play on the long finish.

2016 MT. VEEDER RESERVE CABERNET SAUVIGNON

Blend Composition

100% Cabernet Sauvignon

Appellation

100% Mt. Veeder

This hillside appellation produces grapes of extraordinary quality. The vineyards benefit from the longest growing season and the lowest yields in Napa Valley. The rugged slopes extend above the fog line providing ample sunlight. The mountain terrain renders shallow topsoil and minimal water retention, resulting in tiny berries, with intense flavor concentration yet soft tannins.

Winemaking

20 months in 50% new French oak barrels, 50% once and twice-filled French oak barrels.

Tasting Notes

From high-elevation vineyards, our Mt. Veeder Cabernet is an elegant and lean wine driven by dried herbs, black cherry, and dusty earth, with a hint of crushed violets on the nose. Complex and inviting, this wine is framed by smooth tannins with a long and lush finish.



2017 CHILES VALLEY RESERVE ZINFANDEL

Blend Composition

90% Zinfandel, 10% Petite Sirah

Appellation

100% Napa Valley

Chiles Valley AVA is located in the Vaca Mountains on the northeast side of the Napa Valley. The region is ideal for Zinfandel because of its warmer temperatures. Fruit from Frank Family's Benjamin Vineyard rounds out the blend. This acclaimed site is directly across the Silverado Trail from Winston Hill Vineyard in Rutherford. Benjamin Vineyard spans 87 acres with 70 acres planted with vines.

Winemaking

16 months in 50% new French oak barrels and 50% neutral barrels.

Tasting Notes

From the warmer reaches of the Napa Valley, this Chiles Valley vineyard site provides a plummy, spice-filled entry of cocoa powder and black pepper. Rounded and rich in blackberry and vanilla, our Zinfandel has deep concentration and an impressive ripeness balanced by ample acidity.



Introducing the Newest Wine in the Frank Family Collection

“Firm and savory in the mouth with a good concentration of muscular fruit and a savory finish”

– 93 Points, The Wine Advocate



2016 WINSTON HILL | BORDEAUX BLEND

Blend Composition

91% Cabernet Sauvignon, 5% Petit Verdot, 2% Cabernet Franc, 2% Merlot

Appellation

Winston Hill Vineyard, Rutherford, Napa Valley

Winston Hill is our original estate vineyard set in the prestigious Rutherford viticultural appellation. Rising nearly 500 feet above the valley floor, the 107-acre lot is planted to 25 acres of vines that receive some of the longest hours of sunshine in the valley. The hand-terraced vine rows consist of well-drained volcanic and sandstone soils that contribute to the intensity and concentration of the fruit it produces.

Winemaking

21 months in 75% new French oak barrels and 25% once-filled French oak barrels

Tasting Notes

Deep purple in color, this is a profoundly beautiful wine, powerful yet focused, in addition to lively and fresh. It perfectly captures the beauty of our Rutherford hillside vineyard with textural elegance, fine tannin, and lengthy weight. Integrated oak supports layers of blackberry, espresso, vanilla, and cola, along with underlying acidity.

With only 500 cases produced each vintage and its consistent 95+ wine critic rating, our Winston Hill has been a long-time favorite at Frank Family that is hard to come by. But due to popular request, we are excited to announce that starting this Fall, Reserve Silver and Gold Members will now have access to Winston Hill through their wine club allocations.

“We wanted to create something special for our club members and guests who visit us at the winery, and I thought what is more special than Richard Harvey Frank? All of our vineyards are named after our grandchildren and our dogs, so it was time to have a wine named after the man who started it all. RHF not only stands for Rich’s initials, but it also stands for “Rutherford, hillside, floor” which is where all the fruit for this wine comes from.” – Leslie Frank, Proprietor

2016 RHF | CABERNET SAUVIGNON

Blend Composition

98% Cabernet Sauvignon, 2% Petit Verdot

Appellation

100% Rutherford

The RHF pays homage to our estate Rutherford hillside and floor vineyards from which the wine is sourced: Frank Family’s own Benjamin Vineyard on the valley floor, and our “crown jewel” Rutherford hillside vineyard, Winston Hill.

Our Benjamin Vineyard is directly across the Silverado Trail from Winston Hill and spans 87 acres with 70 acres planted with vines. The Cabernet Sauvignon grapes from Benjamin Vineyard add depth and the classic “Rutherford dust” character to the RHF.

Winemaking

20 months in 50% new French oak barrels and 50% once-filled French oak barrels

Tasting Notes

Named in honor of Frank Family’s owner and founder Richard H. Frank, the inaugural vintage of RHF offers soft silky black fruit and punches of cinnamon and classic Rutherford dust. Beautifully layered, structured and brightly vibrant, it has impressive coaxings of cedar and a rich hint of blackberries. The structure and mouthfeel are firm and dry, with well-articulated tannins, leading to an endless finish.

“Finely crafted and mineral laced in the mouth with loads of freshness and a very long, layered finish.”

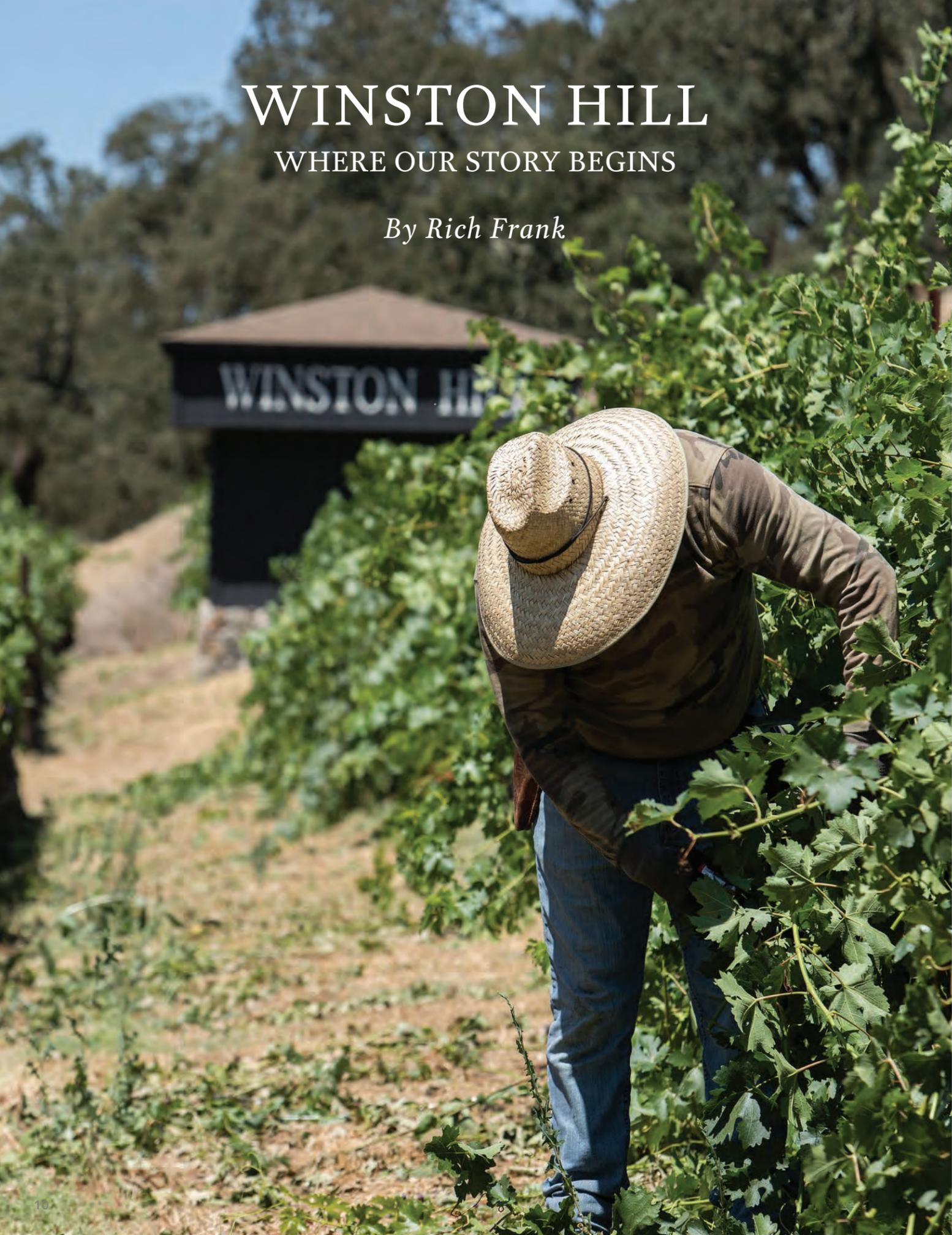
– 96+ Points, The Wine Advocate



WINSTON HILL

WHERE OUR STORY BEGINS

By Rich Frank



BEFORE THE HILL

In the late 1980s I was presiding over the motion picture and television production at Disney, in my role as President of Disney Studios. I had grown to love the Napa Valley from weekend excursions to wine country. I felt like Napa was the perfect getaway from all the noise of Hollywood. It was a short flight and a short drive, but it felt like you were worlds away. Since you weren't losing a day to travel, the time spent was so much more fulfilling. It was at this time that I began to think about owning a vacation home in Napa Valley.

I came across a beautiful Tudor style home built in the 1930s, quietly nestled in a grove of trees above the Silverado Trail. Planted beside the house was about ten acres of Cabernet Sauvignon vineyards. I wanted the house, but there was a caveat: if you bought the house, you had to buy the entirety of the hill, including the field of planted fruit. I just really liked the charm of the property, and the view was spectacular; the same view that I had grown to love when I would first visit the Valley and stay at Auberge du Soleil. The fact that the house came with a hillside vineyard was really just a bonus to me at the time. There was already an offer on the property, but I made one anyway. When the first offer fell through, the house and vineyard became mine. I named the property Winston Hill, after my black and white English Springer Spaniel, Winston, who loved running and chasing birds in the vineyard, but never catching a single one.

When word got out that the hillside property in Rutherford had a new owner, I started to receive a number of phone calls from wineries in the neighborhood inquiring about the availability of my grapes for purchase. That was the first time I thought to myself that there might be something really special here. I decided to continue the existing grape contracts but kept enough fruit for myself to make a small amount of wine to give to family and friends at the holidays.

A PARTNERSHIP IS FORMED

I remember I was eating dinner at Tra Vigne restaurant in St. Helena, and I asked the waiter if he could recommend a

local winemaker that I might be able to talk to. He suggested I try Koerner Rombauer, who had a winery on the Silverado Trail. Koerner Rombauer was a winemaker and proprietor of his own winery, Rombauer Vineyards, who had found success making Cabernet and Chardonnay. I went to meet Koerner at his winery the next day, and though he wasn't in, the staff directed me to Mr. Rombauer's house, also on the winery property. I walked over and knocked on the door, he invited me in, and we spent the next few hours talking about Napa Valley, wine, and business, in between watching the 49ers game on television. Koerner's advice to me was "sell your grapes and keep your day job."

Ultimately, I disregarded that advice and decided to pursue a partnership with Koerner. In 1992, we bought Kornell Champagne Cellars on the property which housed the Historic Larkmead Winery in Calistoga. The following year, the first Cabernet from Winston Hill, under the label "Frank Rombauer", was created. I was the proprietor, overseeing all financial decisions while remaining President of Disney Studios, and Koerner was Winemaker and General Manager, overseeing production and sales of the wine. On weekends, I would come up to the Valley and work with Koerner to get our winery up and running and to learn about the business, then return to Hollywood by Monday morning.

In 1998 after expanding the Winston Hill vineyard, we added an exclusive Cabernet blend to our portfolio of wines which bared the vineyard's name. However, what transpired in 2000 was devastating and unforeseen. Fire tore through our historic winery property, burning for three days as firefighters from across Napa County tried to put out the flames. The aftermath was a period of rebuilding, and Koerner and I decided it was time to part ways as business partners, but we remained the best of friends. I rebuilt the damaged portions of the winery, with the historic stone building still intact, and that is when Frank Family Vineyards was born.

Today, more than two decades later, the very best fruit from the original 10 acres of Winston Hill still goes into our flagship proprietary red wine blend. ▼



“In the mornings, I now take our German Shepherd, Magnum, for his walk around Winston Hill. I love to watch the vines transform over the growing season, watch when bud break happens, and when veraison sets in.”

A PLACE UNLIKE ANY OTHER

Our winemaker Todd Graff, who’s on his 17th vintage with us, loves Winston Hill for its terroir and beauty. The gently climbing hillside vineyard on the eastern banks of the Vaca Mountain Range experiences some of the longest hours of sunshine throughout Napa Valley. But the beauty is in the cool nights, due to the site’s elevation, that allows our grapes to retain their natural acidity while developing sugar and flavor during the growing season. This microclimate in addition to the vineyard’s well-draining soil is the secret to our fine wines.

“Due to the rocky and volcanic soils, Winston Hill is self-balancing, meaning natural concentration, structure and texture in the Cabernet Sauvignon. This vineyard produces wines with bones, muscle and body, no blending from other sites is necessary.”

– Todd Graff, Winemaker & General Manager

Today, Winston Hill is the origin of five wines in the Frank Family collection including the highly acclaimed Patriarch and our flagship Winston Hill. The hillside that I fell in love with so many years ago sits on 107 acres, 25 of which are planted vineyards dedicated mainly to Cabernet Sauvignon.

Winston Hill, in combination with Frank Family’s other estate vineyards named for my and Leslie’s grandchildren, all bring a special personality and characteristic to our wines. But for us, nothing is more quintessentially Frank Family than the wines crafted from grapes grown on our first property. It is here that the intersection of sunshine, mountain breezes, and soil crafts the perfect sip that can be savored like a moment in time.

In the mornings, I now take our German Shepherd, Magnum, for his walk around Winston Hill. I love to watch the vines transform over the growing season, watch when bud break happens, and when veraison sets in. It brings back such fond memories to now watch as Magnum runs and chases birds in the vineyard, never catching a single one.

Our Newest Experience



Wines of Winston Hill Tasting

We are delighted to officially introduce our newest reserve experience offered in our tasting room.

The *Wines of Winston Hill* Tasting delves into the history of Frank Family Vineyards through the wines produced from our storied Winston Hill Vineyard. This vineyard has been the heart of our Cabernet wines since Frank Family’s inception.

This tasting demonstrates single-vineyard versatility while exploring five wines that all share a common source of origin. You will enjoy our namesake flagship wine, Winston Hill, our famous Patriarch Cabernet Sauvignon, our winery-exclusive Owner’s Blend Magnum, our newest wine called RHF Cabernet and, a tasting room favorite, the Reserve Sangiovese.

The *Wines of Winston Hill* Tasting is the vision of Frank Family’s Director of Hospitality, Liam Gearity. With Frank Family’s diverse wine portfolio that spans sparkling to red to dessert, Liam wanted to create an experience for our

dedicated guests to focus their time exclusively on our award-winning Rutherford Cabernets.

*“The *Wines of Winston Hill* Tasting was conceived with the Napa Cabernet lover and collector in mind. It will be our most storytelling centric experience by showcasing the incredibly varied and exquisite wines of our prized vineyard site for nearly 30 years,”* says Liam Gearity.

Due to the intimate nature of this experience, reservations are required to guarantee a seating. This hosted experience is available Tuesday through Saturday at 1:30 pm and 3:30 pm. We are happy to offer this tasting at \$70 per person. Wine club members may reserve this tasting at \$30 per person for up to eight. Please contact our tasting room directly to reserve this experience.

707-942-0859 | tastingroom@frankfamilyvineyards.com

Beef Short Rib Recipe

CURATED BY

PRESS Napa Valley

587 St. Helena Hwy, St Helena, CA 94574

WINE PAIRING

Frank Family Winston Hill Bordeaux Blend

Soffrito-Braised Beans:

- 2/3 Cup Extra virgin olive oil
- 1/2 Cup Red onion, finely chopped
- 1/4 Cup Sweet carrot, finely chopped
- 1/4 Cup Fennel, finely chopped
- 1/2 Cup White wine
- 2 Tbsp Red wine vinegar
- 1 1/4 Cup San Marzano Tomatoes, canned, chopped fine
- 1 1/4 Cup Juice from San Marzano Tomatoes (strained)
- 1 tsp Dried oregano
- 1/4 tsp Chili flake
- 1 Pinch Fennel pollen, optional
- 1 sprig Rosemary
- 1 Each Bay leaves
- 10 Each Basil leaves
- 2 Cloves Garlic, chopped
- To taste Salt
- 1 Pound Romano beans, ends removed, cut in 1 1/2" lengths

PROCEDURE:

1. Heat a large pot over low-medium heat and add olive oil.
2. Add chopped onion, carrot, and fennel. Cook over low-medium heat, stirring often until the vegetables are toasted. About 20 minutes.
3. Deglaze the pan with white wine and red wine vinegar. Cook until nearly dry.
4. Add tomatoes, tomato juice, oregano, chili flake, and fennel pollen and stir in to incorporate.
5. Place the rosemary, bay leaves, and basil in cheesecloth and tie closed to create a sachet. Add the sachet to the pot.
6. Cook on low heat, stirring frequently until the tomato juice is reduced by half. About 25 minutes.
7. Add the beans, season with salt, and cover them with a sheet of parchment. Bake in a 250°F oven until the beans are completely tender.
8. Remove from the oven, adjust the seasoning with salt, and allow to cool to room temperature. Keep covered until use. Beans can last up to 5 days in the refrigerator.

Short Ribs:

- 2 lbs Boneless, prime short ribs
- To taste Kosher salt and black pepper
- 1 lb Beef trim, cut into small pieces
- 2 Tbsp. Vegetable oil
- 1 cup Carrots, small diced
- 1 cup Onions, small diced
- 1 cup Shallots, small diced
- 1500 ml Red wine
- 4 each Garlic cloves, skin-on, crushed
- 2 sprigs Thyme
- 1 1/4 quarts Veal stock
- 1/2 Tbsp Black peppercorns
- 3/4 cup Dried cherries
- 2 Tbsp Red wine vinegar

PROCEDURE:

1. Season the short ribs with salt and black pepper, and grill over a moderate flame. The flame should be intense enough to sear/char the meat, but also allow the short ribs to take on plenty of smoke.
2. Remove from the grill and reserve.
3. For the braising liquid, heat a large pot over medium-high heat and add in the vegetable oil.
4. Once lightly smoking, add the beef trim, spread evenly across the surface of the pot, and allow to sear on one side for approximately two minutes.
5. Stir the trim and continue to sear until seared on all sides.
6. Add the carrots, onions, and shallots. Continue to cook over medium-high heat until lightly caramelized, about 5-6 minutes.
7. Add red wine, garlic, and thyme. Bring to a simmer. Once simmering, skim any impurities that rise to the surface and discard. Reduce heat to medium and allow to reduce by 1/2.
8. Once reduced, add the veal stock, peppercorns, cherries, and vinegar. Bring to a simmer and skim. Allow to cook over medium heat for an additional 20 minutes.
9. Strain the braising liquid through a fine mesh sieve.
10. Place the short ribs in an ovenproof dish and cover with the braising liquid.
11. Place in a 250°F oven and braise for approximately three hours, turning every 30 minutes.
12. Remove the short ribs from the oven and allow to cool.
13. Once cooled, place in an airtight container and allow to sit overnight in the braising liquid.
14. The next day, remove the hardened fat from the surface. Gently heat the short ribs in the sauce to melt the sauce off the meat.
15. Portion the short ribs into four even portions and return to the sauce. Warm over low heat until heated through. Reserve in a warm place.
16. Meanwhile, reduce the remaining braising liquid by half. Reserve.

Gremolata Crumble:

- 10 slices Pain de Campagne, crust removed, sliced 1/4" thick
- 1 Quart Vegetable oil, for frying
- 1/4 cup Shallots, sliced thinly on mandolin
- 2 cloves Garlic, sliced thinly on mandolin
- To taste Wondra flour
- 1/4 cup Parsley leaves
- 2 sprigs Rosemary, leaves only
- 8 each Sage leaves
- 1/8 tsp Kosher salt
- 1/2 Tbsp Lemon oil

PROCEDURE:

1. Slice the pain de campagne 1/4" thick and brush with olive oil. Grill on both sides
2. Once grilled, dice the bread into a small dice and toast at 300° F until completely dried out and lightly golden in color.
3. Allow the croutons to cool.
4. Meanwhile, place the oil into a 4 quart pot and heat over medium heat. Bring to 300°F.
5. Dust the shallots in wondra flour and fry in 300°F oil until golden brown. Remove to a towel lined tray and season lightly with salt.
6. Fry the garlic at 300°F until golden brown. Remove to a towel lined tray and season lightly with salt.
7. Fry each of the herbs in 325°F oil until crispy. Remove to a towel lined tray and season lightly with salt. Reserve a few of the nicest herbs for garnish.
8. Once everything is fried, finely chop the shallots, garlic and herbs, and combine in a small bowl.
9. Place the diced, dried bread into a food processor and pulse until finely, and evenly, chopped.
10. Add the bread to the herb mixture and add salt and lemon oil.
11. Reserve until needed.
12. Store in an airtight container.

NOTES:

Make sure all the fried items are drained very well of excess oil before being minced.

FINAL TOUCHES:

1. Heat the Romano beans in a small pot and divide between four bowls.
2. Place one portion of heated short rib on top of the beans and pour some of the glaze over them.
3. Place some of the fried herbs around the dish and serve with the gremolata crumble on the side.



Employee Spotlight



CARLOS GARCIA

Growing up in Napa Valley, it was only natural that Carlos started taking interest in wine. The science behind the bottle and the wine process fascinated him. His growing interest in wine along with the fact that many of his cousins worked in the tasting room at Frank Family Vineyards, is what initially encouraged him to leave the hospitality industry for the wine industry. Two and a half years later, Carlos has worked his way up from Wine Educator to our recently appointed Wine Club Coordinator. Carlos is the one who sends new member welcome letters, assists current members with questions, and most importantly, he ensures all members are well taken care of.

1. *What is your favorite part about working at Frank Family Vineyards?*

I love interacting with our guests. I look forward to meeting new members, as well as catching up with returning members at our many wine club gatherings throughout the year.

2. *What are three words to describe Frank Family Vineyards?*

Welcoming, Family, and Honest

3. *What is your favorite Frank Family wine to enjoy this Fall?*

It's most definitely our newest wine, the RHF Cabernet Sauvignon. I would pair this wine with a nice medium rare ribeye.

4. *What is the best part about living in Napa Valley?*

I've lived in Napa Valley all my life and there's nothing like it anywhere else in the world. The best part are the views and peacefulness that Napa Valley's small towns provide.

5. *What do you like to do when you're not working?*

In my spare time, I like to play sports – anything from soccer, golf, basketball, tennis, bowling, you name it. Of course, a glass of wine with friends is always necessary to recover!



MERCEDES GUZMAN

There are so many extraordinary people behind every bottle of Frank Family wine. Mercedes is one of those hard-working team members whose meticulous attention and dedication shines through with every pull of the cork. Joining the Frank Family team in 2015, Mercedes takes great pride in her position as a Cellar Worker. Between crushing fruit at harvest time, racking and blending barrels, and working on the bottling line, Mercedes certainly keeps busy year-round. Her role is vital to our philosophy: "great wine happens every day."

1. *What drew you to work at Frank Family Vineyards originally?*

I love wine. I enjoy the entire process from crushing to processing. I started working as an intern 4 years ago and since then I have become a fulltime employee at Frank Family. I love working here.

2. *What are three words to describe Frank Family Vineyards?*

Home, Happy, and Teamwork

3. *What is your favorite time of year at the winery?*

Harvest. It's such an exciting and busy time at the winery. A typical day for me in harvest starts around 7am and ends around 8pm. Frank Family has become my second home over the years between these late nights spent crushing.

4. *What is your favorite Frank Family wine to enjoy this Fall?*

The Lewis Pinot Noir is always my favorite. I love to pair it with homemade enchiladas.

5. *What do you like to do when you're not working?*

I love spending time with my son, taking walks in Pope Valley where we live, cooking and relaxing at home. And of course, drinking wine.

Frank's Angel Statues

Story by Pamela Schock
Wine Educator



Pam has worked in the Frank Family tasting room for more than a decade. She is an extremely knowledgeable wine enthusiast, experienced Wine Educator, as well as a published author. Enjoy her latest story that was submitted to a new book coming out this Fall, *Chicken Soup for the Soul: Angels Around Us*.

Dad passed away suddenly in November 2000 and then Mom became terminally ill. I took family leave from the corporate world to take care of my sweet mother. After she died, I changed careers and moved to the fertile soils of Napa Valley, California which is one of the world's premier viticultural regions. Napa Valley is known for its prized award-winning wines, lavish resorts, charming B&B's and restaurants with top-rated chefs. I started working for a historical winery. Of course, I enjoyed wine but wasn't that knowledgeable about viticulture. The Tasting Room Manager was a wine educator who said he would teach me everything I needed to know. Thanks to Barry, I started my career in the wine industry.

In January 2009, I met my boyfriend, Frank. I had lived in Napa Valley for six months. He had been divorced for several years, was a wonderful dad of two amazing grown daughters, had a loving sister, and several nieces and nephews. Frank was a hard-working family man who loved to golf, always smiled, made me laugh and could grill the best steaks you would ever taste. We spent a lot of time together enjoying this beautiful Valley.

After leaving the corporate world, moving across the United States and changing careers, I was struggling a little financially and would occasionally dip into my savings. Frank kept encouraging me to look for another job, but the winery I worked for had been so good to me. I told him if something dropped in my lap, I would check it out; but I wasn't quite ready to start looking. He would continually say, "I know there's a great opportunity out there for you, just go for it."

On my day off work, I was visiting a friend in San Francisco. I told Frank that I would call him the next morning before he

left for work. I dialed his number and a woman answered his cell phone. At first, I thought I dialed the wrong number. I was shocked to hear a woman's voice. I asked to speak to Frank. She said, "May I ask who is calling?" When I told her my name, she responded, "I've heard a lot about you. And I'm so sorry, ... but Frank passed away yesterday." His company vehicle was towed to work after his accident. It was the secretary at his office who answered his cell phone. I screamed and my friend, Debbie, came running from the other room. As tears streamed down my cheeks all I remember saying was, "Frank is dead, Frank is dead."

Frank's family had a beautiful "Celebration of his Life." I met all of his loving family and friends. A few days after I had returned to work, I received a phone call from Pat, a man who had poured wine for me and my friend when I first moved to Napa Valley. He asked how long I had worked in the wine industry. I told him, "One year." Pat said, "I have a job opening in the tasting room and I thought of you. Would you like to come interview for the job?"

When I first moved to Napa Valley, I spent a lot of my spare time visiting wineries and taking photos of the vineyards. I had taken a picture of two angel statues at this winery. Frank loved that photo. I knew this winery was where I was supposed to be. It was a wonderful opportunity and almost eleven years later, it still ceases to amaze me. You see, a few days after Frank died, I receive a call from FRANK

FAMILY VINEYARDS. What are the odds? I see those angel statues every day I'm at the winery. I can still see Frank smiling. He will always be with me, and I know that he definitely had something to do with me being part of FRANK FAMILY (where "Great Wines Happen Every Day").



'Tis the Season of Giving

HELP US FIGHT HUNGER IN AMERICA

DID YOU KNOW?

- 40 million Americans are food insecure, meaning they are often forced to skip meals, eat less at meals, buy cheap, non-nutritious food and/or feed their children but not themselves.
- Over 12 million children in the US live in food insecure homes which means that those households do not have enough food for every family member to lead a healthy life.
- 1 in 6 children faces hunger, all across the United States, in every community.
- Many families suffering from hunger and poverty live in areas where fresh, unprocessed, healthy food is not available or is expensive, while the food they do have access to is nutritionally deficient.



HUNGRY TO HELP?

Frank Family Vineyards is teaming up with Feeding America to help fight hunger across the country. This nationwide network leads the fight against hunger in the United States, providing food to more than 46 million people through 60,000 food pantries to date. For the entire month of November, please consider supporting our Frank Fights Hunger campaign in which individuals, like you, and businesses, like us, can come together to have a role in ending hunger.

YOU CAN SUPPORT OUR CAMPAIGN IN MULTIPLE WAYS:

1. 10% of proceeds from each online purchase of our Carneros Pinot Noir will be donated to Feeding America. That's equivalent to about 11 meals per bottle to children and families in need. Our donations will be directed to local food banks across the country. At the end of November, Frank Family Vineyards will match the final donation amount to make our impact that much greater.
2. Share a bottle of our Carneros Pinot Noir with the ones you love, both in person and on social media using our campaign hashtag #FrankFightsHunger.
3. Stop by the winery or give us a call to place an order for an exclusive Frank Fights Hunger t-shirt to help spread the word every time you wear it.

2019 Holiday Gift Collection

Enjoy a sneak peek of Frank Family's 2019 Holiday Gift Collection and be sure to check your emails for special offers as the holidays draw near.

Shop our pre-packaged and ready-for-gifting selections or call the winery to create a gift set of your own. Contact us at 707-942-0859 Monday through Friday 9:00 am to 5:00 pm PST. Please leave a message after hours and we will get back to you!

HOLIDAY DELIVERY DEADLINES

To ensure holiday delivery, please order by noon PST on the following dates.

THANKSGIVING

Monday, November 11– Ground Shipping
Tuesday, November 19 – 2 Day Shipping

CHRISTMAS

Monday, December 9 – Ground Shipping
Monday, December 16 – 2 Day Shipping

NEW YEAR'S EVE

Monday, December 16 – Ground Shipping
Wednesday, December 18 – 2 Day Shipping

SHOP ONLINE AT
FRANKFAMILYVINEYARDS.COM
TO ENJOY EXCLUSIVE ONLINE OFFERS.



NAPA VALLEY CLASSIC COLLECTION

2017 Napa Valley Zinfandel
2017 Carneros Chardonnay
2016 Napa Valley Cabernet Sauvignon

\$143



RED AND WHITE RESERVE GIFT SET

2017 Lewis Vineyard Chardonnay
2016 RHF Cabernet Sauvignon

\$165
(pine cones not included)



HOLIDAY SPARKLE GIFT SET

2014 Blanc de Blancs
2014 Brut Rosé
Rouge

\$165



RED RESERVE GIFT SET

2017 Chiles Valley Zinfandel
2016 Winston Hill Sangiovese
2016 RHF Cabernet Sauvignon

\$225



ULTIMATE CABERNET COLLECTION

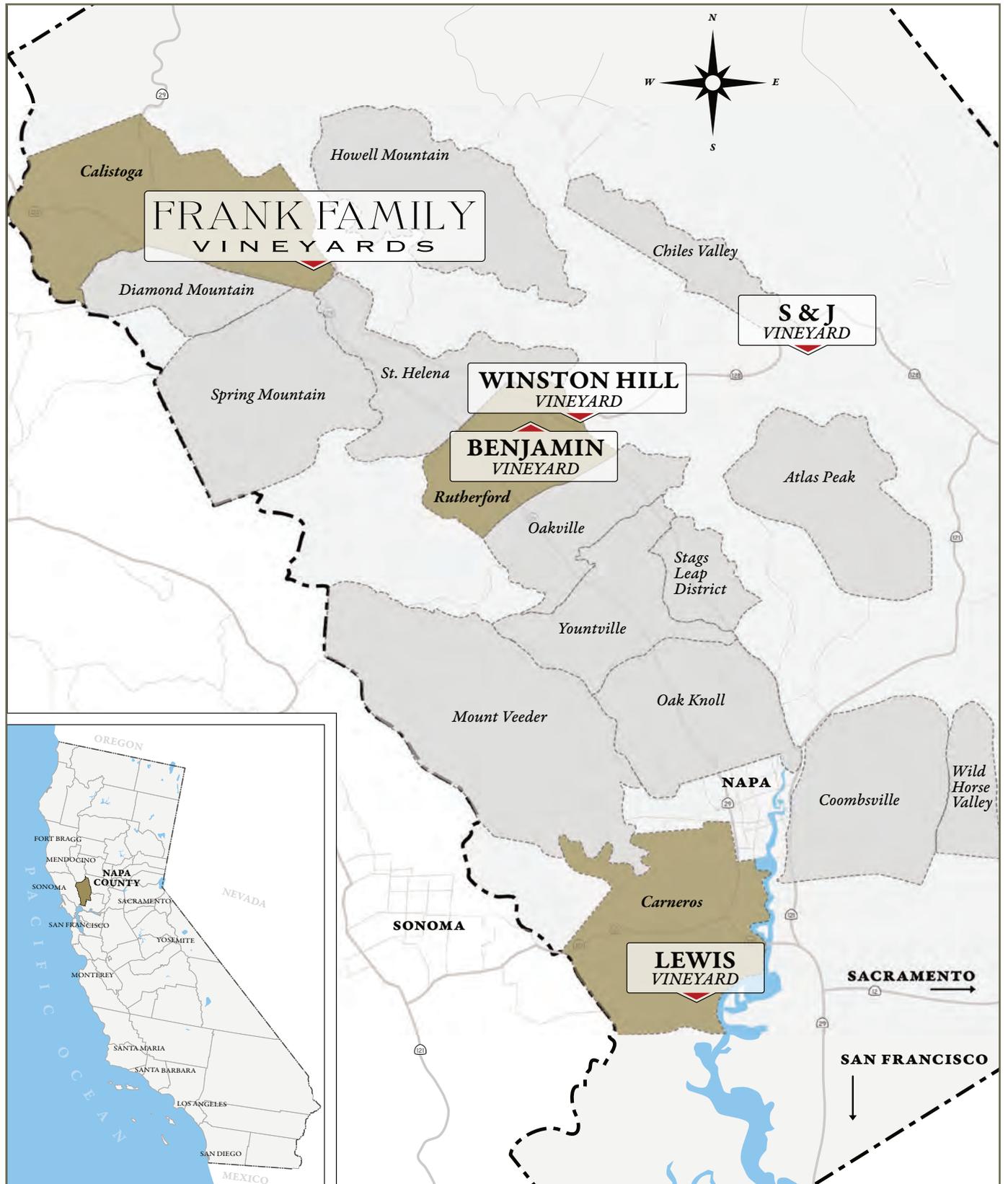
2016 RHF Cabernet Sauvignon
2015 Winston Hill
2015 Patriarch

\$470



The Napa Valley Appellation

AND ITS SUB-APPELLATIONS



FRANK FAMILY VINEYARDS

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