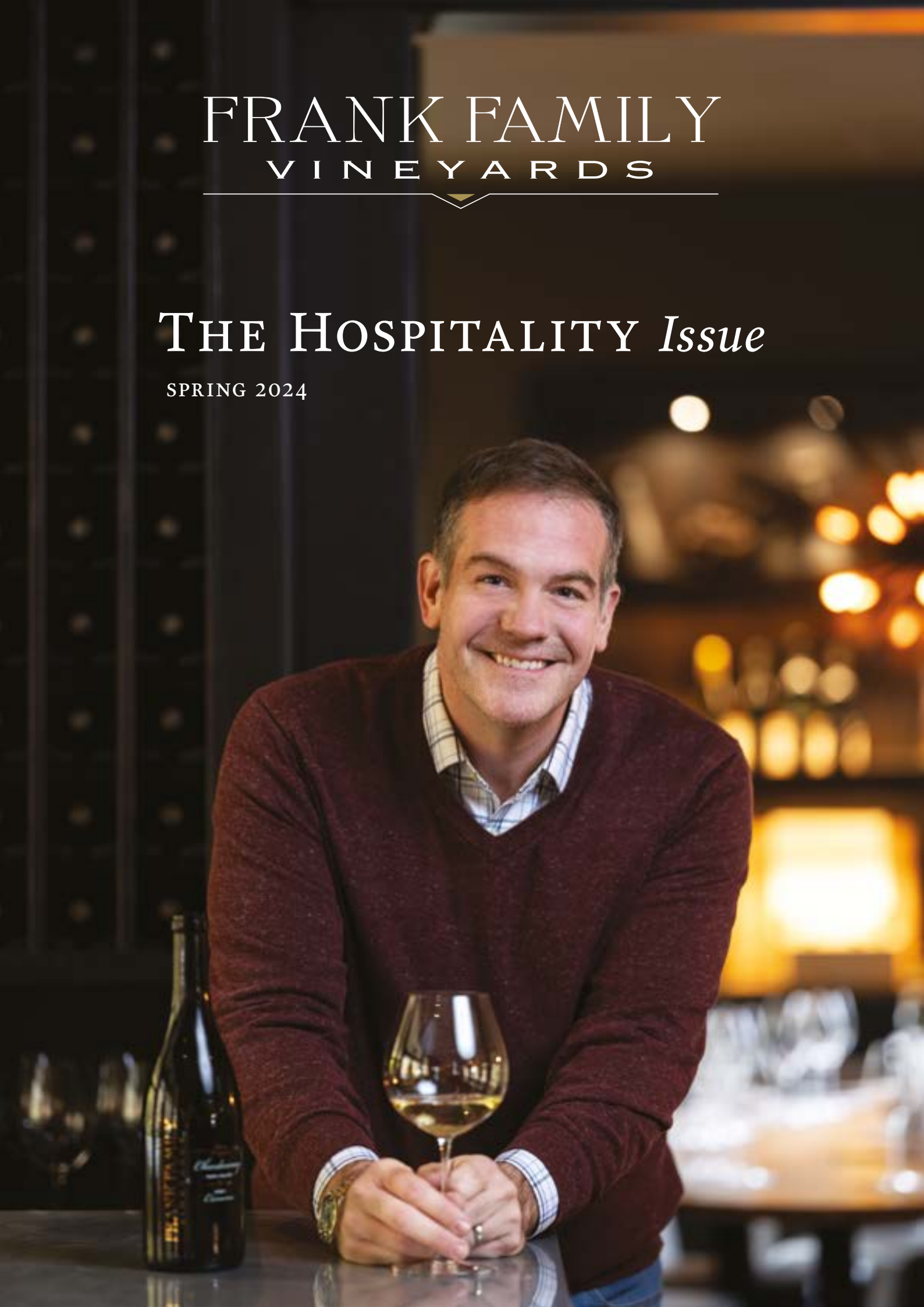


# FRANK FAMILY VINEYARDS

---

## THE HOSPITALITY *Issue*

SPRING 2024



# A Legacy of Hospitality

When I first became Frank Family's Director of Hospitality, Rich Frank shared his vision for my role: "We know our wines are the best in Napa Valley," he said. "It's your job to ensure the experience is at that same level." Every day since then, my team and I have strived to provide an unparalleled guest experience, both in our Calistoga tasting room and through our membership program.

Nine years in and counting, I feel incredible gratitude for the place I work, the people I work with, and the guests and members we're all privileged to serve. In this special "Hospitality Edition," I'm excited to share the warmth and generosity of our winery with you, guided as always by Rich's passion for people and storytelling, and his enduring philosophy that we have guests, not customers.

In these pages, you'll meet many of the people behind our award-winning hospitality, from the concierges who welcome you to the property to the wine educators who are devoted to creating extraordinary tasting experiences.

Starting on page 22, you'll discover fun ways to test your wine knowledge and sharpen your tasting skills with our team's favorite wine-themed games. Then, we'll share some of the tools we use every day in the tasting room to help you enhance your everyday wine drinking experience.

Over the years, many things have changed, but the spirit at the heart of Frank Family remains the same. As an extended member of our family, I hope our passion for wine and hospitality shines through every time you uncork one of our bottles—whether you're at the winery, out for dinner, or relaxing at home.

I look forward to seeing you at the winery soon.

Liam Gearity  
Director of Hospitality

## Follow @frankfamilyvineyards



## Online Magazine

View or download current and past issues at [frankfamilyvineyards.com/trade/online-magazine](https://frankfamilyvineyards.com/trade/online-magazine)

## Comments & Questions

We would love to hear your thoughts. Email us at [info@frankfamilyvineyards.com](mailto:info@frankfamilyvineyards.com), text us at 707-719-9012, or call us at 707-942-0859.

## Photography

Covers and interior shots: Tubay Yabut  
Current page: Steven Cooley

# Contents

## 4 Current Releases

This spring's featured wines photographed in our iconic Craftsman House.

## 14 What's New

Discover what's new and noteworthy at Frank Family including the debut of a new tasting experience, our latest winery accolades, and more.

## 16 Our Hospitality Team

New and familiar faces of Frank Family's hospitality team.

## 22 Trivia to Tasting: The Best Games for Wine Lovers

Host the perfect wine-themed game night with these fun and unique suggestions.

## 24 From Palette to Palate: Q&A with Painter Michael Duté

Meet the painter behind Frank Family's iconic murals featured around our winery property.

## 26 The Wine Tools We Use

Explore our team's list of best wine tools to optimize your wine drinking experience.





# Reserve Chardonnays



---

## 2022 SANGIACOMO CHARDONNAY

### *Tasting Notes*

This crisp, complex wine delivers subtle aromatics of lemon zest, meringue, and tangerine. These flavors build on the palate, contrasting against persistent acidity and an underlying minerality that lifts it even further into a graceful finish.

### *Blend Composition*

100% Chardonnay

### *Winemaker Notes*

This wine comes from highly acclaimed sites influenced by the cooling effect of the Pacific Ocean and a combination of summer fog, warm days, and a long growing season. It produces fruit with a distinctive character and an intensity of flavor that inspires us to preserve its integrity and keep it separate from vine to bottle.

### *Vineyard Sourcing*

This wine is sourced exclusively from the Sangiacomo Family's Kiser Vineyard located in the Sonoma Coast appellation. First planted in 1974, Kiser is a certified sustainable vineyard set on a rolling slope in southwestern Sonoma that is known to consistently produce some of the highest quality grapes.

### *Aging*

Barrel fermented in 25% new and 75% once and twice-filled French oak barrels for 10 months.

---

## 2022 BECKSTOFFER CHARDONNAY

### *Tasting Notes*

Elegant, well-balanced, and velvety in texture, this wine is loaded with brilliant aromas of honeysuckle and fresh peach. The palate sees macadamia nuts, orange blossoms, and Honeycrisp apples lifted by natural acidity, leading to a lingering finish.

### *Blend Composition*

100% Chardonnay

### *Winemaker Notes*

The Beckstoffer family has continuously grown some of California's most famed and sought-after Cabernet Sauvignon and Chardonnay fruit for the past 50 years. Frank Family has been proud to work with Andy Beckstoffer and his family for over a decade, and every year we are equally as impressed with the quality of fruit we receive.

### *Vineyard Sourcing*

Directly across the dirt road from our Lewis Vineyard estate, sits Beckstoffer's iconic Carneros Lake Vineyard. Here, fog tumbles over the softly sloping site in the morning and burns off by mid-afternoon, creating the perfect condition to ripen each berry while retaining its natural acidity.

### *Aging*

Barrel fermented in 40% new, 60% once-filled French oak barrels for 11 months.

---

## 2022 LEWIS VINEYARD CHARDONNAY

### *Tasting Notes*

Coming entirely from our estate vineyard in Carneros, this beautifully layered and complex Chardonnay abounds with notes of peach, pineapple, and jasmine. Its fruit character is complemented on the palate by additional flavors of vanilla bean and fluffy nougat, finishing bright with a wave of Meyer lemon.

### *Blend Composition*

100% Chardonnay

### *Winemaker Notes*

Everything starts with great grapes in the vineyard. Chardonnay from Lewis Vineyard displays pronounced aromatics and unmatched freshness, as well as remarkable varietal character and harmony. Our winemaking team makes minimal adjustments in the winery, allowing the natural flavors from the land to show through.

### *Vineyard Sourcing*

Named after Rich and Leslie Frank's eldest grandson, Lewis Vineyard is strategically located in the cool heart of Carneros. The vineyard's two highest knolls, which receive morning fog, afternoon breezes, and cool nighttime temperatures, are farmed exclusively for this wine. The result is a beautiful wine with bracing acidity, richness, depth, and great ageability.

### *Aging*

11 months in 100% new French oak barrels.



# Reserve Pinot Noirs

## 2022 LEWIS VINEYARD PINOT NOIR

### Tasting Notes

Black cherries and baked strawberry fuel this full-bodied and fruit-focused wine, as tingling acidity and smooth tannins contribute to its powerful structure. A core of savory spices and loose-leaf tea converge on the lengthy, mouthwatering finish.

### Blend Composition

100% Pinot Noir

### Winemaker Notes

Carneros is the coolest region in the Napa Valley. The temperate weather in combination with the location of our Lewis Vineyard, which sits on a slope facing the San Pablo Bay, truly makes this vineyard an ideal site for growing Pinot Noir. The grapes are kept separate from other lots throughout the winemaking process, resulting in a single vineyard wine bursting with energy, grace, and length.

### Vineyard Sourcing

Lewis Vineyard has been a part of our portfolio since 2000 and has become the cornerstone of the Frank Family Vineyards Chardonnay, Pinot Noir, and sparkling wine programs.

### Aging

11 months in 50% new French oak barrels, 50% once-filled French oak barrels.

## 2022 BECKSTOFFER PINOT NOIR

### Tasting Notes

Boldly flavorful and textured, this wine greets with a bouquet of pomegranate, tangy currant, and lilac. Succulent with fresh raspberry and cherry on the palate, it hints at forest and dried sage before wrapping up on a long, bright finish.

### Blend Composition

100% Pinot Noir

### Winemaker Notes

The key to making great wine is great vineyards that are managed with respect, care, and intent on maintaining excellence. This wine has an amazing pedigree; it is the first Pinot Noir ever made exclusively from Beckstoffer's famous Carneros Lake Vineyard.

### Vineyard Sourcing

Adjacent to Frank Family's Lewis Vineyard along the San Pablo Bay in Napa Valley, Carneros Lake Vineyard is a famous site under the care of legendary grape grower, Andy Beckstoffer. Carneros Lake is one of the most sought-after of Beckstoffer's Chardonnay and Pinot Noir vineyards due to its distinctive character and intensity of the grapes.

### Aging

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





# Reserve Reds



---

## 2021 THE RILEY

### *Tasting Notes*

Inviting aromas of mocha, cassis, and cedar waft out of the glass of this red blend. Seamless and supple, the palate offers dark cherry, dried sage, and espresso alongside silky tannins and brilliant acidity.

### *Winemaker Notes*

The Riley is a Merlot-driven red blend named for Rich and Leslie Frank's late German shepherd rescue. It's kept to limited production and the blend composition changes from year to year depending on what Mother Nature gives us. Regardless of vintage, Merlot will always be the dominant variety in this proprietary, red Bordeaux-style blend.

### *Vineyard Sourcing*

Sourced from our estate, Benjamin Vineyard, in Rutherford as well as from grower-partners throughout Napa Valley, this wine showcases some of the finest Merlot, Cabernet Sauvignon, Cabernet Franc, and Petit Verdot vineyards throughout the region.

### *Aging*

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

---

## 2021 WINSTON HILL SANGIOVESE

### *Tasting Notes*

A unique expression of Winston Hill, this single-vineyard wine has enticing aromas of wild rose, blueberries, and new leather. Notes of crushed raspberry, black cherry, star anise, and white pepper come into focus on the smooth, structured palate, followed by bright acidity keeping each sip perfectly balanced.

### *Blend Composition*

89% Sangiovese, 11% Cabernet Franc

### *Winemaker Notes*

Sangiovese is hard to come by in Napa Valley and Frank Family Vineyards is honored to grow several acres of this classic Italian grape variety on Winston Hill. Our Sangiovese is perched on the highest point of the vineyard and receives plenty of sun during the day. At night, this special block is caressed by cool hillside breezes that allow our fruit to develop flavor complexity while retaining its natural acidity levels.

### *Vineyard Sourcing*

Winston Hill Vineyard 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 they produce.

### *Aging*

16 months in 35% new French oak barrels and 65% once- and twice-filled French oak barrels.

---

## 2019 PATRIARCH

*98 points, Wine Advocate*

### *Tasting Notes*

Named in tribute to Rich's father, Hy Frank. This wine is a beautiful opaque purple color with crème de cassis, black cherry compote, and roasted espresso bean on the nose. The voluptuous full-bodied palate opens with richness and flavors of blackberry and black currant with a gentle touch of toasted oak leading to a long and lingering finish.

### *Blend Composition*

100% Cabernet Sauvignon

### *Founder Notes*

Named in celebration of my father, Hy Frank, the Patriarch will always be our most meaningful wine. Hy was an honorable man, a World War II veteran, and a true American patriot. This wine is crafted in remembrance of Hy and everything he stood for – family, commitment to country, and the American dream.

### *Vineyard Sourcing*

Hand-selected from the Heart Block on Frank Family's Winston Hill Vineyard, the best of our best. The vineyard's rocky and volcanic soils are self-balancing, which produces Cabernet Sauvignon with natural concentration, structure, and texture. The Heart Block's central location and high elevation along the Eastern side of Napa Valley creates a wine with bones, muscle and body, no blending from other sites is necessary.

### *Aging*

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



# Sparkling Wines

## 2012 LADY EDYTHE RESERVE BRUT 95 Points, *Decanter*

### *Tasting Notes*

Named in honor of Rich Frank's mother, Edythe, the Lady Edythe is a late-disgorged sparkling wine with 8 years on its lees. Its intensity and concentration derives from the predominately Chardonnay base that provides classic Champenoise minerality as well as elegant citrus fruit flavors. The acidity has been softened and beautifully integrated by the wine's maturity, yet it still is remarkably full of life.

### *Blend Composition*

61% Chardonnay, 39% Pinot Noir

### *Winemaker Notes*

This 10-year-old sparkling wine is Frank Family Vineyards' version of a tête de cuvée, essentially the best of our best. The 61% Chardonnay in this blend provides the wine's framework and structure, while the Pinot Noir added in gives the Lady Edythe muscle, body, and flesh. It's a delicate process to get right.

### *Aging*

Rested on spent yeast cells for 8 years before disgorgement in February 2021.

## 2016 BLANC DE BLANCS 94 points, *SOMM Journal*

### *Tasting Notes*

Our signature sparkling, the 2016 Blanc de Blancs displays wonderful finesse, lightness, and elegance. A classic bouquet of lemon peel, sliced green apple, and honeyed nuts persist to a pristinely fresh palate. Delicate beads of bubbles intermingle with hints of browned butter cut by crystalline acidity that converge with a long, tangy finish.

### *Blend Composition*

100% Chardonnay

### *Winemaker Notes*

The acidity that develops in Carneros fruit is comparable to Champagne, France. All Frank Family sparkling wines undergo partial malolactic fermentation to soften the high natural acidity and to achieve a beautiful richness. Our Blanc de Blancs showcases the perfect balance between bright acid and smooth creaminess.

### *Aging*

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

## 2017 BRUT ROSÉ

### *Tasting Notes*

A light coral pink in the glass, this elegant bottling shows rose petals, fresh raspberries, and a hint of lime zest on the soft and welcoming nose. The lush palate offers strawberries laced with citrus fruit and a touch of almonds that convenes in a refreshing minerality that lingers.

### *Blend Composition*

100% Pinot Noir

### *Winemaker Notes*

Producing a Rosé sparkling wine requires finesse and skill to achieve the perfect hue and balance between richness and acidity. In making the 2017 Brut Rosé, a still Pinot Noir was added to the base wine right before secondary fermentation, which lends to its full body and lush style.

### *Aging*

Rested on spent yeast cells for nearly 4 years before disgorgement in December 2021.



## 2019 ROUGE

### *Tasting Notes*

A striking scarlet color in the glass, the 2019 Rouge opens with lively aromas of strawberry, rhubarb, and soft floral notes of hibiscus. Bright flavors of Bing cherry, cranberry, and blackberry are rounded by a creamy vanilla mousse and vibrant acidity.

### *Blend Composition*

67% Pinot Noir, 33% Chardonnay

### *Winemaker Notes*

All our sparkling wines require a patient approach, and our Rouge is no exception. Like all Frank Family sparkling wines, the Rouge is created using the Méthode Champenoise, where by the secondary fermentation occurs in the bottle.

### *Aging*

Rested on spent yeast cells for nearly 3 years before disgorgement in December 2022.





# Napa Valley Wines

## 2022 CARNEROS CHARDONNAY

### Tasting Notes

This wine is a testament to the Carneros region, brimming with Meyer lemon, yellow apple, and salted butterscotch notes. Concentrated layers of spices and creamy vanilla meld with well-integrated oak and elegant waves of fresh acidity on the palate.

### Blend Composition

100% Chardonnay

### Winemaker Notes

As with all our white wines, we are looking for texture and complexity. To achieve this, we practice a long, cold fermentation and then put the wine through partial malolactic fermentation to soften the overall

high acidity. While aging, we employ bâtonnage (hand-stirring the lees) regularly to promote depth and longevity in the wine.

### Vineyard Sourcing

The foundation for the Carneros Chardonnay is the winery's own Lewis Vineyard, with additions from neighboring Beckstoffer Vineyards in Napa-Carneros and Sangiacomo Vineyards located in Sonoma-Carneros.

### Aging

Barrel fermented in 34% new, 33% once- and 33% twice-filled French oak barrels for 9 months.

## 2022 CARNEROS PINOT NOIR

### Tasting Notes

Rich yet balanced, the 2021 Carneros Pinot Noir begins with aromas of warm baked cherries, cinnamon, and pomegranate. The wine bursts with flavor on the palate, layered in delightful acidity and soft tannins, as notes of strawberry jam and toasted rosemary harmonize into a long finish.

### Blend Composition

100% Pinot Noir

### Winemaker Notes

This is a Carneros Pinot Noir through and through. In California, we are blessed with an abundance of sunshine, and we farm with that in mind. While respecting the heritage and craft of Burgundian winemaking, our Pinot Noir is made to showcase the character of this beautiful fruit and its terroir at their very best.

### Vineyard Sourcing

Our estate Lewis Vineyard provides the basis for this wine, with fruit from neighboring Beckstoffer Vineyards in Napa-Carneros and Sangiacomo Vineyards located in Sonoma Carneros to round out the blend.

### Aging

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

## 2021 NAPA VALLEY CABERNET SAUVIGNON

93 Points, James Suckling

### Tasting Notes

This beautifully complex and classically styled wine is perfumed with aromas of sweet blackberries, violets, and vanilla that guide espresso, nutmeg, and cedar flavors on the palate. Silky tannins and ample, fresh acidity support the complex flavors, lending elegance to the long, expressive finish.

### Blend Composition

87% Cabernet Sauvignon, 6% Merlot, 5% Petit Verdot, 2% Cabernet Franc

### Winemaker Notes

We highlight the beauty and complexity of our valley in this appellation-designated wine, a seamless blend of Cabernet Sauvignon with a splash of Petit Verdot to add color and structure, and Merlot to add a touch of softness and suppleness.

### Vineyard Sourcing

Sourced primarily from our estate S&J Vineyard in Napa's Capell Valley and our Benjamin Vineyard located on the valley floor in the heart of Rutherford. Additional vineyard sources include neighboring Quarry Vineyard and Round Pond Estate, both in Rutherford, as well as Delouise and Shooting Star Vineyard located in Napa Valley.

### Aging

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

## 2021 NAPA VALLEY ZINFANDEL

93 points, Decanter

### Tasting Notes

A fresh and approachable expression of Zinfandel, showing a complex, intricate layering of aromas and flavors. This wine conveys clove spices, dark plum, and just-picked violets on the nose followed by crushed black pepper, thyme, and creamy mocha on the palate. A velvety texture of fine-grained tannins and an underlying acidity frame and lift the wine into a long finish.

### Blend Composition

89% Zinfandel, 11% Petite Sirah

### Winemaker Notes

Zinfandel is foundational to California's viticultural heritage. This bright and bountiful grape has thrived in the Golden State since the 1880s, and while it has waned in popularity as Napa Valley continues to evolve and become more Cabernet-centric, Frank Family Vineyards is honored to champion this beautiful grape and its iconic legacy.

### Vineyard Sourcing

This Napa Valley designate wine is cultivated from our S&J Vineyard in Napa's Capell Valley as well as from our long-term grower partner, Sunseri Vineyards in Chiles Valley.

### Aging

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



# What's NEW



## INTRODUCING THE VINEYARDS OF CARNEROS TASTING

This spring, we are excited to introduce a new tasting experience at the Frank Family Craftsman House that celebrates the beauty of the Carneros region, highlighting three preeminent vineyard locations. The cool-climate Carneros region, where Napa and Sonoma meet, is the center of Napa's Chardonnay and Pinot Noir production, with world-class sites producing these Burgundian varieties to rival any region in the world.

Frank Family's Lewis Vineyard will take the spotlight in this tasting, featuring our Lady Edythe late disgorged sparkling wine, the Lewis Vineyard Chardonnay and the Lewis Vineyard Pinot Noir. This experience will also feature coveted member-exclusive wines from our esteemed grower partners, such as the Chardonnay and Pinot Noir from Andy Beckstoffer's Carneros Lake Vineyard, and from the Sonoma side of Carneros, our Sangiacomo Chardonnay from Kiser Vineyard. Through this new, hyper-focused, appellation-specific tasting, one will discover that whatever the grape variety or wine style, Carneros cultivates some of Napa Valley's most intriguing, energetic, and harmonized wines.

The Vineyards of Carneros Tasting will be available daily, starting March 1, 2024. Reservations are \$60 per guest, complimentary for club members, and can be made at [FrankFamilyVineyards.com/visit](https://FrankFamilyVineyards.com/visit).

## FRANK FAMILY VINEYARDS SWITCHES TO SOLAR

Since 2022, Frank Family Vineyards has sourced 100% renewable energy from locally produced wind and solar power, eliminating our electricity-based greenhouse gas emissions. We're excited to announce that in winter 2024, we plan to install a solar array at the winery that is designed to generate 80% of our electricity needs on-site and take our sustainability goals a step further! The array will include 800 solar panels, for a total output of

## THE MILLER HOUSE TURNS ONE

This March marks one year since the Frank Family Miller House opened to the public for elevated tastings and private events. Crafted by renowned architect Howard Backen, the modern, barn-inspired design boasts soaring ceilings and natural earth tones, while expansive walls that open out to the patio ensure a fluid indoor-outdoor ambiance. Our hospitality team has enjoyed sharing our new space with members and guests and are honored to see it named a "Best Tasting Experience in the West 2023" by *Sunset Magazine*. Here's just a small selection of some of our favorite Miller House moments and scenes you shared with us last year!



Congratulations to Angela & Matt on your engagement!



Interior panoramic of the Miller House captured by Steven (@chester\_cooley)



Fall at the Miller House captured by Verena (@trvlxpt.diary)



Summer at the Miller House captured by Claire (@clairerag)

400 kilowatts, and will be installed on the roofs covering Frank Family's admin building, tank building, and barrel room. This means we won't just be purchasing clean energy and supporting the renewables market; we'll be generating it ourselves and adding more carbon-free power to the grid.

## LATEST "PUPDATE" FROM SERVICE DOG FRANKIE

Since November 2022, Frank Family Vineyards has proudly raised \$55,000 for K9s For Warriors, the nation's largest provider of trained service dogs for veterans. Last year, we watched as our sponsored rescue pup, Frankie, underwent training to become a life-saving service dog. We are so proud that Frankie will be graduating from his intensive training program this spring and will soon be matched with a veteran in need. Frankie's graduating class is very important, as it carries the organization's 1000<sup>th</sup> warrior. We look forward to this momentous occasion and further sharing the story of Frankie and his new battle buddy. For more information about the Frank Family Vineyards partnership with K9s For Warriors or to shop our wine and dog toy packages, visit [FrankFamilyVineyards.com/wine/gift-collection](https://FrankFamilyVineyards.com/wine/gift-collection) and follow @frankfamilyvineyards on Instagram for regular #pupdates from Frankie leading up to his graduation day.

## FRANK FAMILY VINEYARDS NAMED "BEST NAPA WINERY," "BEST CHARDONNAY," AND MORE

Frank Family Vineyards is thrilled to be awarded "Best Winery," "Best Chardonnay," "Best Sparkling Wine," and "Best Winemaker" by *The Press Democrat's* 2023 Best of Napa County awards. The awards were announced in November 2023, at an exciting time for our winery—thanks to our year-long 30<sup>th</sup> anniversary celebration. Adding to the luster, these accolades also came on the heels of the career luminary recognition of Frank Family Vineyards Founder Rich Frank as a Wine Star at the *Wine Spectator* New York Wine Experience in October. Thank you to all who voted for us in these prestigious awards!





# Our Hospitality Dream Team







**ANTONIO (TONY) ZEPEDA**  
*Hospitality Sales Lead*

10 years at Frank Family Vineyards

“I love hosting new groups and getting to know them and their stories while sharing the story of our wines, people, and purpose.”

**JENNIFER HIGGINS**  
*Wine Club Manager*

16 years at Frank Family Vineyards

“I enjoy meeting our members in person, either at events or just saying a quick ‘hello,’ when they come in for a tasting.”



**CHRIS MUNOZ**  
*Retail Associate*

7 years at Frank Family Vineyards

“Coming in every day and pouring wine for different guests and being a part of their Napa Valley experience is a great joy.”



**GREG CLEFISCH**  
*Hospitality Sales Associate*

5 years at Frank Family Vineyards

“My best serving tip is, if you’re serving white wine from your refrigerator, bring it out and let it sit for a half an hour. Most white wine is served too cold, which subdues the wonderful flavors.”



**EDGAR RAMIREZ PEREZ**  
*Hospitality Sales Associate*

1 year at Frank Family Vineyards

“I was lucky enough to host a member who has been coming here since our earliest years in the 90s. She was able to meet Leslie Frank during her visit, who told her the story of our Patriarch — it was a very special moment for our guests.”

**JACOB COLLIER**  
*Wine Club Ambassador*

3 years at Frank Family Vineyards

“Working the Annual Chardonnay and Lobster Dinner and Fleet Week Wine Club Cruise is always fun and never feels like working.”



**ALEXANDER STERLING**  
*Hospitality Sales Associate*

1 year at Frank Family Vineyards

“The first time someone experiences high quality, fine wine is a life changing moment. I always tell our guests to enjoy their wine journey and don’t be afraid to try new wine varieties and styles.”



**JESSICA AYALA**  
*Concierge*

4 months at Frank Family Vineyards

“It’s an honor to be the first impression of our guest experience and connecting with our guests from the very start.”





**MIKE FREITAS**  
*Hospitality Sales Associate*  
12 years at Frank Family Vineyards

“My favorite thing about working at Frank Family Vineyards is the lifelong friendships that we build with our guests turned friends.”

**VICTOR RAYA**  
*Hospitality Sales Manager*  
19 years at Frank Family Vineyards

“One of the many things I love about my job is connecting with people who come to visit Frank Family Vineyards from all over the country and building lasting connections/ friendships with our guests.”



**JOHN RUCH**  
*Hospitality Sales Associate*  
8 years at Frank Family Vineyards

“It was great fun to work the 2022 Harvest Dinner, where we celebrated Todd Graff’s 20<sup>th</sup> harvest with Frank Family Vineyards by pulling the cork on a 9L bottle of 2003 Winston Hill. Fabulous wine.”



**SALVADOR (SAL) LOPEZ**  
*Hospitality Sales Associate*  
6 years at Frank Family Vineyards

“For me, it’s all about the guest experience! A combination of strikingly beautiful grounds, fun and educational tasting experiences along with world-class wines crafted by the best winemaking team in the Napa Valley provide the best experience for any guest.”



**KEVIN DEPINA**  
*Hospitality Sales Associate*  
1 year at Frank Family Vineyards

“My favorite thing about my job is the satisfaction of making memorable experiences with all our guests, who eventually become family.”

**OLIVIA LUDKE**  
*Hospitality Sales Lead*  
3.5 years at Frank Family Vineyards

“Our team is like a second family, and we get the opportunity to connect with people from all over the world every day!”



**LIBBY DEARBORN**  
*Concierge*  
10 months at Frank Family Vineyards

“I love our Frank Family Vineyards team and being greeted every morning with positive attitudes and a ‘seize the day’ mindset. I also very much enjoy meeting new people every day. It’s amazing how far people travel to visit us at Frank Family Vineyards.”



**TOM SCHETTER**  
*Hospitality Sales Associate*  
2.5 years at Frank Family Vineyards

“My favorite thing about my job is having the opportunity to host enthusiastic guests who love Frank Family Vineyards or are new to Frank Family Vineyards in our various tasting locations across the property.”



# Trivia to Tasting

THE BEST GAMES FOR WINE LOVERS

The Frank Family Vineyards guest experience is consistently recognized by top national publications, wine critics, and aficionados as one of the best in the country. Why? Because we put our focus squarely on wine, fun, and you! We believe enjoying what's in your glass is enhanced by knowing where it comes from, what it pairs with, how it was made, and more. Understanding wine is a lifelong journey, and it can be a lot of fun, too.

We asked our hospitality team for their top recommendations of wine-themed games to help broaden your wine education and sharpen your tasting skills, when a trip to our Napa Valley tasting room isn't in the cards. From trivia and board games to blind tasting challenges, pair each game with your favorite Frank Family wines and you'll have everything you need for a memorable night in, guaranteed.

## MONOPOLY NAPA VALLEY

Transport your next game night to California's legendary Napa Valley! This limited-edition board game features cultural sites, world-class restaurants, historic landmarks, and iconic wineries from across the region, including Frank Family Vineyards.

**How to play:** Inspired by the classic game introduced in 1935, the new Monopoly Napa Valley has all the wheeling and dealing you love with a wine-lovers' twist. From mustard season to grape harvest, every detail has been customized to give you an immersive experience, even the Community Chest and Chance playing cards. Just roll the dice, sip, and go.

**Shop:** Monopoly Napa Valley is available in the Frank Family tasting room as well as on our website.

## SOMM BLINDERS CARD GAME

If you loved the SOMM films or Blind Tasting Sessions on SOMM TV, this is the game for you. Whether you're an absolute beginner or a seasoned taster, Somm Blinders is a fun way for anyone to learn and compete in a blind tasting at home.

**How to play:** Gather your friends and explore new-to-you wines, like a French Beaujolais or Italian Pinot Grigio, to hone your wine knowledge and tasting skills along the way. Each player brings at least one wine (with the label hidden) from the game's list. The person who correctly matches the most wines in the tasting to the cards dealt in each round wins.

**Shop:** SOMM Blinders is available exclusively at [blindersgame.com](http://blindersgame.com)

## THE WINE GAME

Do you know your "Spätlese" from your "Auslese"? Then you're ready to swirl, sniff, and sip your way to victory with this ultimate wine-lovers' board game that combines deep oenophilic knowledge with roll-of-the-dice chance to keep it exciting.

**How to play:** Each person selects a game piece, either red, white, rosé, or sparkling. Players roll the dice to move around the board. Each space contains a symbol matching a trivia category: wine knowledge, wine making, or history. Draw a card from that category's deck, answer correctly, and earn a wine region card. The first person to collect all the regions wins.

**Shop:** The Wine Game is available on Amazon.

## WINE WARS

Which famous French wine is typically made from a blend of Sémillon, Sauvignon Blanc, and Muscadelle grapes? Wine mastery is no trivial pursuit, and this challenging game lets you prove your expertise with 750 trivia questions in categories including "vine to vino," "cork culture," "wine and food," and more.

**How to play:** Players answer trivia questions according to the color of their roll of the dice. Each color matches a category. Every correct answer earns a color-coded token. The first person to fill in their game board with the tokens wins.

**Shop:** Wine Wars is available on Amazon.

We can't wait to see you at our tasting room, but until then, tag us on Instagram @FrankFamilyVineyards to share your game night experiences at home!



# From Palette to Palate

## Q&A WITH PAINTER MICHAEL DUTÉ

In July 2017, Frank Family Vineyards commissioned American artist Michael Duté to paint the facade of our now iconic red barn. Little did we know that his masterpiece would become our winery's defining feature, beckoning travelers for years to come. We loved Michael's work so much that we continue to bring him back, year after year, to add his colorful and artistic touches to our space. From the playful "Drink Wine For Daily Happiness" message painted on the front of our yellow 1930s Craftsman House to the elegant Miller House mural featured alongside our new hospitality barn, Duté has used his craft to elevate just about every interior and exterior of our Napa Valley property.



Originally from the Bay Area, Duté now resides in Berlin and Tuscany. His paintings are featured regularly in leading interior design publications. Most recently, his Berlin apartment was featured in a new book by *Architectural Digest*, "The Most Beautiful Rooms in the World." Duté also creates works on canvas and is represented by Erin Martin Design in St. Helena.

**Q: What inspired you to become an artist? Was it always your dream career?**

I've always been the creative type. My first passion is architecture, especially residential architecture. I found that the artwork associated with and integral to this, gave me more freedom to express myself. I've found great satisfaction in creating exquisitely painted rooms and canvases to adorn them. My primary goal is to delight the inhabitants, to give them a sense of joy, and to elevate their spirits.

**Q: What brought you from the Bay Area to Berlin?**

I lived in San Francisco for 20 years and eventually grew weary of the ever-increasing hustle and expense. The artistic flair of the city suffered as a result, Hayes Valley lost its Bohemian charm and Berlin seemed to offer exciting cultural opportunities. I took the leap and found great inspiration. I created a fabulous new home for myself and embarked on a new artistic style as a result. Change is good!

**Q: Where do you find inspiration? Do you have a favorite art period/movement?**

I find inspiration from many sources, from 18th-century decorative arts and interiors, from the Dada movement, from the Renaissance to the street art scene of today. I'm influenced by punk and alternative rock music. I love satire. Humor and wit drive me wild.

**Q: Which artist are you most influenced by?**

Marcel DuChamp

**Q: What is your most memorable project at Frank Family Vineyards?**

Painting the facade of the big red barn was the most fun and the most challenging. It's the painting that started it all!

**Q: What's your favorite part of your job?**

My favorite part is enriching people's lives.

**Q: How does it feel to be one of the world's premier decorative painters?**

Wow, thanks. I love it. My work has been published all over the world. It's a real honor.





# The Wine Tools We Use

Opening a bottle of wine can be a tricky task. That's why we've asked our hospitality team to share their wine tool essentials, from the trusty double-hinged corkscrew to the investment-worthy Coravin® Pivot™ Wine Preservation System, or even the reliable Ah-So wine opener for those special, older vintages. Understanding these tools sets the stage for peak enjoyment of your favorite bottles. Scan the QR codes on this page to watch our how-to videos to help you master the wine tools we use every day.

## THE CORAVIN® PIVOT™

Coravin® makes a wide range of preservation systems, from their classic to the Pivot™ and now their sparkling system. Our hospitality team particularly loves the Pivot™ device and we've adopted it into our daily use in the Frank Family tasting room. The Pivot™ ingeniously extends the life of wine by filling the empty space of the bottle with ultra-pure argon gas while you pour, protecting the remaining wine from oxidation for up to 4 weeks. "The Coravin® Pivot™ was a game changer for our tasting room service," says Liam Gearity. "It has allowed us to serve splashes of our most exclusive and high-end wines without concern of the wine losing its freshness."

The system itself couldn't be easier to use. Simply replace the cork with a Pivot™ stopper. When you're ready to pour, insert the Pivot™ device through the stopper, tip the bottle, and press the button. When finished, remove the device and close the stopper cap. Custom Frank Family Coravin® Pivot™ devices are available for purchase in the tasting room or by calling us at 707-942-0859.



Scan to view video!

## THE AH-SO

The Ah-So is a two-pronged wine opener that slides into the neck of the bottle, hugging the cork on each side. The opener twists up to remove the cork without breaking or crumbling. The Ah-So is designed for bottles with some age since over time a bottle's cork will begin to break down and become fragile. If a younger cork splits in half when using a corkscrew, switching to the Ah-So will help avoid pushing the cork further into the bottle.



Scan to view video!

## DOUBLE-HINGED WAITER'S CORKSCREW

There are a variety of contraptions available for opening a bottle of wine, from battery-powered tools to the winged corkscrew, and everything in between. But sometimes simplicity trumps complexity, and the double-hinged corkscrew (preferably with a serrated blade) is a prime example. Perhaps the simplest tool of them all, these corkscrews are used by beverage professionals all over the world, as well as in the Frank Family tasting room, and for good reason. They are easy to use and won't break the cork.

**Pro tip:** For bottles with a wax seal, like many Frank Family wines, simply use the tip of the corkscrew to push through the wax and twist it off with the cork. For chilled wines, the wax may be harder to pierce, so we recommend placing the pad of your thumb over the wax dollop to warm it before trying to open the wine.



Scan to view video!



## **2024 CALENDAR OF EVENTS**

**Winemaker Masterclass: Spring Club Wines**  
Saturday, March 16

**Miller House Guest Chef Dinner**  
Saturday, May 4

**Chardonnay and Lobster Dinner**  
Saturday, August 17

**Harvest Dinner**  
Saturday, October 5

**Holiday with the Franks Open House**  
Saturday, December 7



**1091 LARKMEAD LANE - CALISTOGA, CA 94515**  
**707-942-0859**

**[WWW.FRANKFAMILYVINEYARDS.COM](http://WWW.FRANKFAMILYVINEYARDS.COM)**

**Enjoy Responsibly. ©2024 Frank Family Vineyards, Calistoga, CA**