

The background of the entire image is a close-up photograph of a fossil-rich rock matrix. It features numerous fossilized shells, likely brachiopods or bivalves, embedded in a light-colored, sandy or calcareous matrix. The shells vary in size and orientation, showing different stages of preservation and some with distinct concentric or radial patterns. The overall color palette is warm, ranging from light beige to dark brown and black, highlighting the textures and details of the fossils.

SANTA BARBARA COUNTY

SAND, VINES, PEOPLE & WINES



IN CASE OF LOSS, PLEASE RETURN TO:

SANTA BARBARA COUNTY

SAND, VINES, PEOPLE & WINES

Brewer - Clifton[®]

BYRON[®]

Cambria
ESTATE WINERY

DIATOM


HARTFORD

KENDALL-JACKSON[®]

NIELSON

SIDURI[®]





AT JACKSON FAMILY WINES, it has long been our belief that the relationship between vineyards and man is an ancient and vibrant one. Since the acquisition of our first estate vineyard in Santa Barbara in 1986, our work in the region has been anchored by a long-term vision, one that includes land stewardship, cultural preservation and adherence to artisan farming and winemaking.

Our vineyards and wineries are first and foremost family-owned and farmed. When Jess Jackson entered the wine business over three decades ago, his goal was to create a family enterprise specializing in handmade wines of authentic character.

Today, under the leadership of Chairman and Proprietor Barbara Banke, Jess's wife of 25 years, Jackson Family Wines continues this legacy in our vineyards in California, Oregon, Tuscany, Bordeaux, Chile, Australia and South Africa.

ROOTED IN SANTA BARBARA
THREE DECADES OF WINEGROWING



Brewer-Clifton

3D Vineyard, Sta. Rita Hills

SANTA BARBARA COUNTY AT A GLANCE

AREA

2,737 square miles
(Sonoma County = 1,768 square miles)

PRIMARY CITIES

Santa Maria, Santa Barbara

HIGHEST POINT

Big Pine Mountain - 6,803 ft

LOWEST POINT

Pacific Ocean - Sea Level

POPULATION

450,000 (Sonoma County = 504,217)

AGRICULTURE

Top producer of strawberries and wine grapes

INDIGENOUS TRIBE

The Chumash have lived in the Santa Barbara region for at least 13,000 years

TREES

A broad variety: oak, Douglas fir, cypress and pines alike

SANTA BARBARA COUNTY WINE FACTS

There are over 200 wineries in Santa Barbara County, ranging in size from 400,000 to 600 cases in production.

Santa Barbara County has six approved American Viticultural Areas (AVAs):

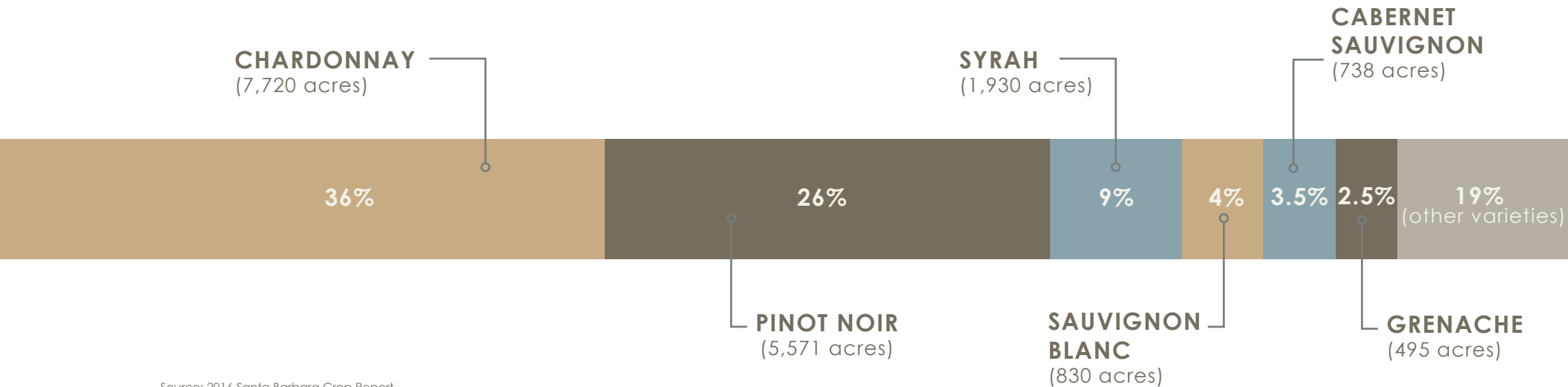
- Santa Maria Valley | Established 1981 | Acreage: 98,790
- Santa Ynez Valley | Established 1983 | Acreage: 42,880
- Sta. Rita Hills | Established 2001 | Acreage: 30,720
- Happy Canyon | Established 2009 | Acreage: 23,941
- Ballard Canyon | Established 2010 | Acreage: 7,800
- Los Olivos District | Established 2016 | Acreage: 22,820

STA. RITA HILLS - WHAT'S IN A NAME?

Upon its ratification in 2001, this AVA was known as "Santa Rita Hills" but the name was changed to Sta. Rita Hills in 2006 when a Chilean producer with the same name objected.

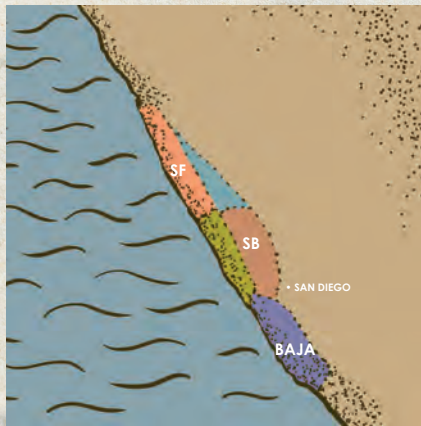


SANTA BARBARA COUNTY BY VARIETY

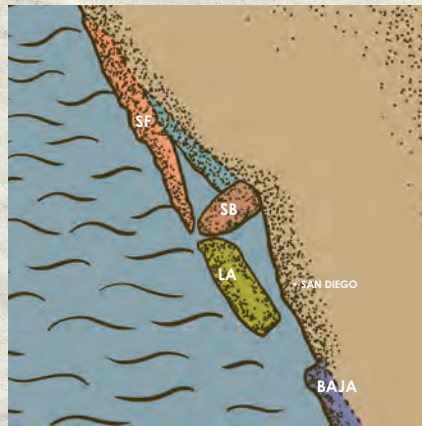


SANTA BARBARA COUNTY: THE RESULT OF A TECTONIC COLLISION

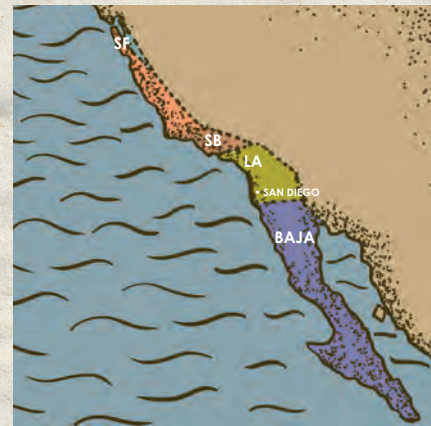
The southern coast of what would become California was profoundly reshaped when tectonic plates collided between 15 and 25 million years ago during the Oligocene Epoch, effectively driving the then north-south running mountain ranges into an east-west orientation and opening the land mass to sedimentation from the oceanic crust of the Pacific Plate.



PACIFIC COASTLINE
25 MILLION YEARS AGO



TRANSITIONAL SHIFT



PACIFIC COASTLINE TODAY

SANTA BARBARA'S COOL COASTAL VALLEYS: SIDEWAYS SIRENS OF THE SAND AND SEA



While Santa Barbara possesses an enviable range of mesoclimates that enable the cultivation of cool and warm climate varieties alike, **Jackson Family Wines' vineyards lie exclusively in the east-west running valleys along the coastline**—three exquisite ribbons of Pacific-cooled air connecting the inland vineyards to the nearby ocean, otherwise known as “transverse ranges.”

Many of the vineyards here are no more than 20 miles away from the coastline, and some are as close as five miles away.



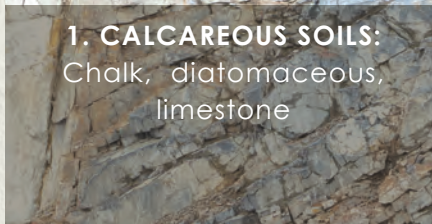
SANTA BARBARA SOILS:

MARINE-DERIVED + ENORMOUS VARIATION

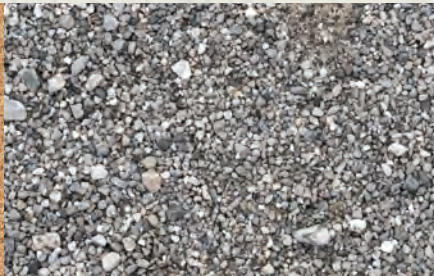
As a result of the land mass dislocation, the Pacific Ocean deposited marine soils onto the region's landscape; what remains is an amalgam of oceanic soils, left behind as sediments by the receding Pacific waters and the Santa Maria and Santa Ynez Rivers.



1. CALCAREOUS SOILS:
Chalk, diatomaceous,
limestone



**2. PURE SAND/
SAND DOMINATED LOAMS:**
Sand loams mixed with
clay, gravel, chert,
and other materials



3. GRAVELS:
Sedimentary river rock
and sand



OCEAN REFRIGERATED AIR:

LONG GROWING SEASON = EXTENDED HANGTIME



The Santa Barbara coastline extends outward into the ocean where deep currents that originated in the Alaskan Arctic are forced to the surface. As breezes from the ocean surface are pulled into the landmass, they convey hyper-cooled temperatures into the vineyards; the average daily temperature here resides between 70° to 74° F. This significantly extends the hangtime of Santa Barbara's grapes over other coastal winegrowing regions, resulting in balanced physiological ripeness.

AVERAGE GROWING DAYS FROM BUDBREAK TO HARVEST:

BURGUNDY, CÔTE D'OR:

160 days

WILLAMETTE VALLEY, OREGON:

160-170 days

RUSSIAN RIVER VALLEY, SONOMA:

175 days

SANTA MARIA/STA. RITA, SANTA BARBARA:

200 days



A HISTORY OF CHARDONNAY AND PINOT NOIR IN SANTA BARBARA

FROM MISSIONARIES TO VISIONARIES



Santa Barbara is one of the oldest wine-producing areas in California; the first wine grapes were planted in the late 1700s by Spanish missionaries. In 1964, the modern era was ushered into Santa Barbara as the first commercial vineyard in the region was planted by Uriel Nielson on the Santa Maria Bench in Santa Maria Valley.

In 1971, Richard Sanford planted the first vineyard in what would later become the Sta. Rita Hills AVA. Initially, most of the fruit was shipped out of the county to wineries in the north coast, but gradually winemakers began to produce wines locally; in 1975, Firestone became the first estate winery to make wine using its own locally grown grapes.



THE FIRST WAVE OF WINEGROWING RENEGADES

In the 1980s, Santa Barbara enjoyed an awakening, as a handful of small wineries brought international attention to the region. The personalities and wines alike were, and remain, much beloved: Ken Brown of Ken Brown and Byron Wines, Jim Clendenen of Au Bon Climat, Bill Wathen and Dick Doré of Foxen, Bob Lindquist of Qupé, and Richard Sanford, Rick Longoria and Lane Tanner with eponymously-named wineries.

By 2004, the movie *Sideways*, which featured the wineries of the region and brought Pinot Noir to a generation of consumers, had propelled Santa Barbara into the limelight in earnest.



REDRAFTING: WISDOM AND INGENUITY COMBINED

The Santa Barbara winegrowing landscape of today is led by both long-time winemaking cognoscenti and novel thinkers alike, a scenario that's played out in the vineyards themselves; the Chardonnay and Pinot Noir that dominate the county is not only being replanted to different clones and heritage selections, but vineyards are also being reconfigured with cuttings from older sites—a tribute to the beloved vinous DNA of the region.

The stylistic range of wines from Santa Barbara has increased significantly as has the varietal mix; today one finds successful bottlings of Riesling, Chenin and much more—the original pioneering spirit of the region remains very much alive.





SANTA MARIA VALLEY AVA

Notable Producers

Au Bon Climat, Bien Nacido Vineyards, Byron, Cambria, Foxen, Native 9, Presqu'ile, Qupé, Riverbench, Scar of the Sea

Notable Vineyards

Bien Nacido, Cambria, Foxen, Nielson, Sierra Madre, Solomon Hills, Tepusquet

Terroir

- Annual Rainfall: 10 to 14 inches per year
- Climate: Cool and dry Region 1 < 2,500 annual degree days
- Soils: Mixed Sand Soils
Marine origin soils with shale and sandstone substrates; much of the topsoil is comprised of sandy/clay loams.

SMV Sensory Profiles	CHARDONNAY	PINOT NOIR
Aromatic/Flavor	Tropical and orange/ripe fruits (mango, lime, pineapple), exotic	Red fruits, earthy, Chinese five spice, baking spice
Textural/Structural	Fleshy texture, elegant framework	Fine tannins

SANTA MARIA VALLEY

JACKSON FAMILY ESTATE VINEYARDS & SOURCING

Statistics

- AVA size: 98,790 acres
- Planted Area: ~3,500 acres
- Year Ratified: 1981 (modified in 1985 to include more acreage)

Geographical Features

The Santa Maria Valley is bordered by the San Rafael mountains and Solomon and Casmalia Hills; the corridor leads directly to the Pacific Ocean no more than 15 miles away. The majority of vines here are planted between 300 and 800 feet on the slopes of hillsides and on what is famously referred to as the “Santa Maria Bench.”



STA. RITA HILLS AVA

Notable Producers

Ampelos, Babcock, Bonaccorsi, Brewer-Clifton, Cargasacchi, Chanin, D'Alfonso-Curran, Domaine de la Côte, Foley Estates, Hilliard Bruce, Lafond, Loring, Lutum, Melville, Samsara, Sandhi, Sanford, Sea Smoke, Tyler

Notable Vineyards

3D Ranch, Bentrock, Clos Pepe, Drum Canyon, La Encantada, Fiddlestix, Foley, Hapgood, Machado, Pence, Radian, Rinconada, Rio Vista, Rita's Crown, Sanford & Benedict, Sea Smoke, John Sebastiano, Spear, Zotovich

Terroir

- Annual Rainfall: 10 to 14 inches per year
- Climate: Cool and dry Region 1 < 2,500 annual degree days
- Soils: Sand, sandy clay loam, diatomaceous earth

SRH Sensory Profiles	CHARDONNAY	PINOT NOIR
Aromatic/Flavor	Citrus, saline	Blue and black fruits, tea
Textural/Structural	Bold, firm acidity, power	Generally firm tannins

STA. RITA HILLS AVA

JACKSON FAMILY ESTATE VINEYARDS & SOURCING

Statistics

- AVA size: 30,000 acres
- Planted Area: ~3,500 acres
- Year Ratified: 2001

Geographical Features

This region has a very close western proximity to the Pacific, and the weather here shows it; the Purisima and Santa Rita Hills and Santa Ynez Mountains framing the area to the north and south provide a corridor that funnels cold air into the area.



THE LOS ALAMOS VALLEY

Sandwiched in between the Santa Maria Valley to the north and Sta. Rita Hills to the south one finds the Los Alamos Valley, as yet not formally appellated and thus a superb value for coastal grapes. Soils and mesoclimate here differ slightly from its neighboring valleys; in the western edges, Chardonnay and Pinot Noir flourish while trapped heat in the eastern inland section allows for the cultivation of warmer climate varieties such as Syrah and Grenache. Soils are largely sand/loam amalgams although one finds a few rare sites comprised of pure sand.



SUSTAINABILITY IN SANTA BARBARA

All of Jackson Family Wines' wineries and vineyards in Santa Barbara County are Certified California Sustainable Winegrowing (CERTIFIED SUSTAINABLE) and Sustainability In Practice (SIP) certified. These rigorous, third-party certification programs take a triple bottom line approach to ensuring the long-term health of ecosystems while concurrently enhancing the social well-being of people and communities.



OUR SANTA BARBARA COUNTY SUSTAINABLE PRACTICES



Water & Energy Efficiency – We integrate water and energy efficiency measures across our wineries, and some solar arrays power up to 52% of our winery operations.



Land Stewardship – More than 65% of our estate properties are unplanted, protecting natural habitat and biodiversity for future generations.



Community Development – We support numerous local social and environmental NGOs each year. Our employees also volunteer in their communities, including building 50 bikes for local children in need.



Transparency & Goalsetting – We publicly report on our environmental and social impacts, and have established a series of 5-year goals focused on continual improvement.

SANTA BARBARA VINTAGES

CRITIC DARLINGS | 2012, 2014, 2016

2011 | Cold. One of the coolest vintages on record. A long hang time produced lighter, albeit complex wines. A controversial vintage: while some critics derided the wines, others felt the general lack of baby fat provided more vineyard transparency.

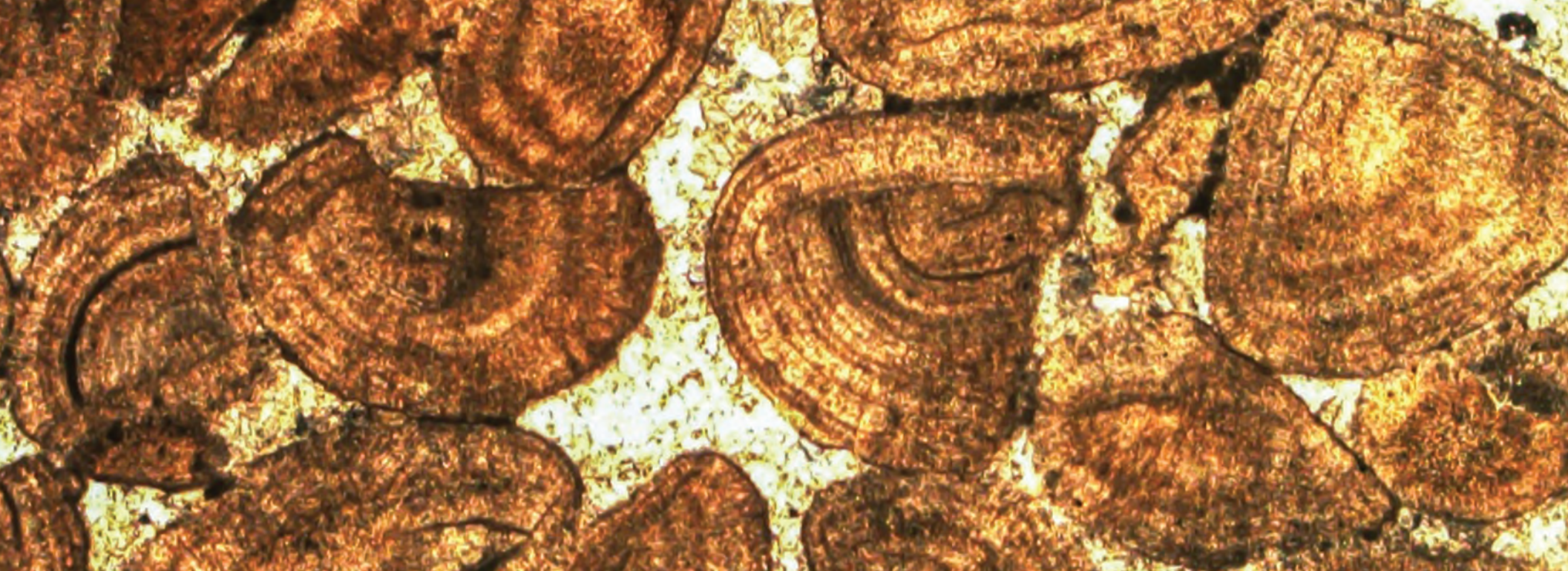
2012 | Moderate. A mild spring was followed by a mild summer and mild fall—in other words, nearly perfect conditions. A dry, moderate spring produced a strong set, while the remaining vintage conditions ushered the fruit through to harvest unscathed. A superb year as the yields were high and quality was commensurate.

2013 | Moderate to warm. During this second year of drought (with an especially dry winter) vineyards saw an early bud break and a large fruit set. The growing season was even and warm, punctuated by a moderate, dry fall. Quality is very good across the board.

2014 | Moderate to warm. The third in a string of strong vintages. A mild winter, normal bud break and a mild summer led to a more compressed harvest season with people reporting some of the earliest harvest dates on record. Quality is very high in general.

2015 | Warm. Earliest bud break on record. In this fourth year of the drought cycle, bud break was very early. Poor weather during bloom diminished the crop on average 30-50%. The spring bud break led to an early harvest under warm conditions. Quality is good.

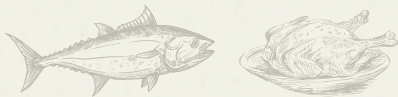
2016 | Moderate to warm. Following a very warm spring and early summer, July and August brought cool nights and moderate temperatures to bring the medium-sized crop to ideal maturation. This vintage has superb potential, with firm acid and structural delineation.



SANTA BARBARA CHARDONNAY AFFINITIES

FIELD & OCEAN

Uni, rockfish ceviche, calamari, oysters, abalone, mahi mahi, Coho salmon, halibut, sole, trout, sea bass, lobster, crab, scallops, chicken, quail, duck, pheasant, pork (bacon & pancetta), veal, rabbit



GARDEN

Mushrooms, squash, pumpkin, corn, spinach, avocado, spring garlic, leeks, white beans, golden beets, rainbow chard, carrots, grapefruit, mandarin, tangerine, nectarine, coconut, mango, peach, pear, apple, yellow figs



SAUCES/SPICES/HERBS

Beurre blanc, mustard, cream/alfredo, fowl reductions, mango salsa, tarragon, basil, pineapple sage, saffron, ginger, white pepper, nutmeg, clove



CHEESE/NUTS

Brie, camembert and triple crème cheeses, manchego, aged goat, gouda, ricotta, pine nuts, almonds, cashews



SANTA BARBARA PINOT NOIR AFFINITIES

FIELD & OCEAN

Grilled salmon and tuna, black cod, uni, duck breast, roasted turkey, sausage, quail, squab, pheasant, heirloom pork chops, sausages, rabbit sweetbreads, filet mignon, tri-tip, leg of lamb



GARDEN

Mushrooms, truffles, grilled fennel, roasted peppers, beets, dark lentils, red and black beans, red beets, roasted or sun dried tomato, radicchio, roasted garlic, roasted red onions, blueberry plum, cherry, pomegranate, Mission figs



SAUCES/SPICES/HERBS

Berry compote, fig sauces/glazes, mustard, blackening spices, ginger, tarragon, purple basil



CHEESE/NUTS

Gouda, wash-rind cheeses, camembert, aged chevre, manchego, almonds, hazelnuts



BREWER-CLIFTON

Brewer-Clifton is committed to producing transparent Chardonnay and Pinot Noir from a finite stretch of land within the Sta. Rita Hills appellation. Their origins and place in the region are impeccable and deep; over the past several decades, they mapped and helped to define the AVA in its infancy. Winemaking is fittingly suited to their vineyard philosophy, with a Zen-like approach to the wines in the cellar.

Established 1996.

WINES

Sta. Rita Hills Chardonnay

3D Chardonnay, Sta. Rita Hills

Sta. Rita Hills Pinot Noir

Machado Pinot Noir, Sta. Rita Hills

Brewer - Clifton

DIATOM

Diatom is dedicated to an expression of Chardonnay from Santa Barbara's three coastal areas: the Santa Maria Valley, Sta. Rita Hills, and Los Alamos Valley, a region not yet formally appellated but entirely relevant as a winegrowing region. Winemaker Greg Brewer's motivation is striking; a near meditative approach to the vineyards and winemaking produce wines that are at once powerful and unembellished, reflective of place and intention.

Established 2005.

WINES

Katherine's Vineyard Chardonnay, Santa Maria Valley
Bar-M Vineyard Chardonnay, Santa Barbara County

(release date: April 2019)

DIATOM



“The pure crystalline sand soils under our feet and the salty air blowing continuously from the rugged nearby sea set an immediate hook from which we could never escape.”

-Greg Brewer, Founder and Winemaker

"Diatom is motivated by the pursuit of subtraction and refinement, akin to the polishing of a grain of rice until one has reached its inner core. Our Santa Barbara County Sta. Rita Hills landscape is stark and so are the wines of its provenance. We strive for a recognition of place with as little distraction, disturbance or interference as possible. The resulting wines have a sense of transparency and a purity of intent and purpose."

- Greg Brewer, Founder & Winemaker





“When one stops to consider, it should be very unlikely to grow world class Pinot Noirs and Chardonnays this far South along the West Coast. In this respect, Santa Barbara’s East-West valleys along with their microcosms of alluvial deposits are truly magical. The wines are unique, compelling, and exceptional.”

–Jonathan Nagy, Winemaker

BYRON

BYRON VINEYARDS & WINERY

The Byron winery is anchored by the historic Nielson vineyard on the Santa Maria Bench, originally planted in 1964 as the first commercial vineyard in Santa Maria Valley. The winery pays homage to single vineyard Chardonnay and Pinot Noir throughout Santa Barbara's Pacific-cooled valleys, bringing to life a selection of rarified wines under winemaker Jonathan Nagy's skilled hand.
Established 1984.

WINES

Nielson Vineyard Pinot Noir, Santa Maria Valley
Fiddlestix Vineyards Pinot Noir, Sta. Rita Hills
Julia's Vineyard Pinot Noir, Santa Maria Valley
John Sebastiano Pinor Noir, Sta. Rita Hills
Bien Nacido Chardonnay, Santa Maria Valley





"Santa Barbara County makes it easy to produce incredibly expressive single vineyard wines from its terroir and diverse selection. All the different soil types, elevations, rootstocks and clones paired with the amazing climate is pretty spectacular. I just love being a part of the Santa Barbara winegrowing community."

– Jill Russell, Winemaker

Cambria
ESTATE WINERY

CAMBRIA ESTATE VINEYARDS & WINERY

As one of the earliest Chardonnay and Pinot Noir crus in California, Cambria Vineyard and Winery includes the famed Tepusquet Vineyard planted in 1970 at the dawn of the modern California wine era. The 1,600-acre estate is situated on the geological massif of the Santa Maria Bench in Santa Maria Valley, and contains numerous old vine clones and historical selections, grown in a complex range of soils and mesoclimates. Here winemaker Jill Russell crafts single estate Chardonnay and Pinot Noir of meticulous quality.

Established 1986.

WINES

Julia's Vineyard Rosé of Pinot Noir
Julia's Vineyard Pinot Noir
Katherine's Vineyard Chardonnay
Tepusquet Vineyard Viognier
Tepusquet Vineyard Syrah

Katherine's Vineyard Signature Collection Chardonnay
Julia's Vineyard Signature Collection Pinot Noir
Barbara's Signature Collection Clone 667 Pinot Noir





"There's something about the Santa Barbara climate and atmosphere that reminds me a lot of home (Cape Town, South Africa). I love that I can smell the ocean in the air, and taste the saline qualities in the wines; I've rarely experienced a more direct line from climate to wine anywhere else in California. And I also get to make Chenin, which reminds me of home!"

-Tiaan Lordan, Winemaker

HARTFORD

HARTFORD COURT

Hartford Court is a renowned Chardonnay and Pinot Noir producer situated in the Russian River Valley of Sonoma County. The winery has a prodigious number of single vineyard wines ranging from the Willamette Valley south to Sta. Rita Hills; the common denominator is a deep commitment to vineyard expression. Winemakers Jeff Stewart and Tiaan Lordan employ indigenous yeast and a gentle hand in the cellar to preserve the intrinsic personality of each vineyard.

WINES

Jurassic Vineyard Chenin Blanc, Santa Ynez Valley
Truly Rita Pinot Noir, Sta. Rita Hills





"Wild, majestic oaks standing tall over the pastures, cattle, horses and vineyards: this is Santa Barbara wine country. Long ago, Jess knew that this region and all of its offerings would rise to provide gracious, beautiful wines year after year (putting Russian River guys like me in their place forever)."

-Randy Ullom, Winemaker

KENDALL-JACKSON

KENDALL-JACKSON

Kendall-Jackson is a family owned, vineyard-based wine company based in Sonoma County, California. Founder Jess Jackson placed his faith in farming and a meticulous expression of wine with his first landscape-changing vintage in 1982, a philosophy that long-time Kendall-Jackson winemaker Randy Ullom continues to uphold to this day. The winery crafts a broad range of wines from the Pacific coastline—stretching from the Anderson Valley to Santa Barbara.

WINES

Jackson Estate Santa Maria Valley Chardonnay

Jackson Estate Camelot Chardonnay, Santa Maria Valley

Vintner's Reserve Syrah, Santa Barbara

Grand Reserve Chardonnay, Santa Barbara





"There are few (if any) places in the world of wine that can match the tremendous diversity and opportunity found in Santa Barbara County. A combination of world class wine growing sites profoundly influenced by the cold Pacific, and an innovative winemaking spirit provide the ideal setting to produce wines of true distinction. I can't imagine a better place to live and make wine!"

–Ryan Pace, Winemaker

NIELSON

NIELSON WINERY

Situated in the Santa Maria Valley, the Nielson Winery tells the story of the three Pacific-cooled valleys found in Santa Barbara County with a range of Chardonnay and Pinot Noir bottlings. From AVA inspired wines that provide an intimate taste of Santa Maria and Sta. Rita Hills to Santa Barbara bottlings that convey the depth of the region's inimitable soils and climate, winemaker Ryan Pace's translation of the landscape is superlative.

Established 2013.

WINES

Santa Barbara County Pinot Noir

Santa Barbara County Chardonnay

Santa Maria Valley Pinot Noir

Sta. Rita Hills Pinot Noir





"The Sta. Rita Hills is one of the most geographically unique areas in all of North America. It is the only true east-west valley on the West Coast of North America and the largest such valley in all of the Americas. This allows continuous access to the Pacific Ocean, with the winds blowing in throughout the day. This leads to great cooling and really beats down the berry size which ends up producing more concentrated wines with superb levels of natural acidity."

-Adam Lee, Winemaker and Founder

SIDURI

SIDURI

Specializing in cool-climate, single-vineyard Pinot Noir from more than twenty vineyards stretching from the Willamette Valley to Sta. Rita Hills in Santa Barbara, Siduri's breadth and depth of wine is truly unique. Winemaker Adam Lee believes that great Pinot Noir is made in the vineyard; to that end, he develops long-term relationships with some of the Pacific Coast's most sought-after growers and vineyards and purchases the majority of the winery's fruit by the acre rather than the ton—the surest commitment to quality over quantity.

WINES

Sta. Rita Hills Pinot Noir

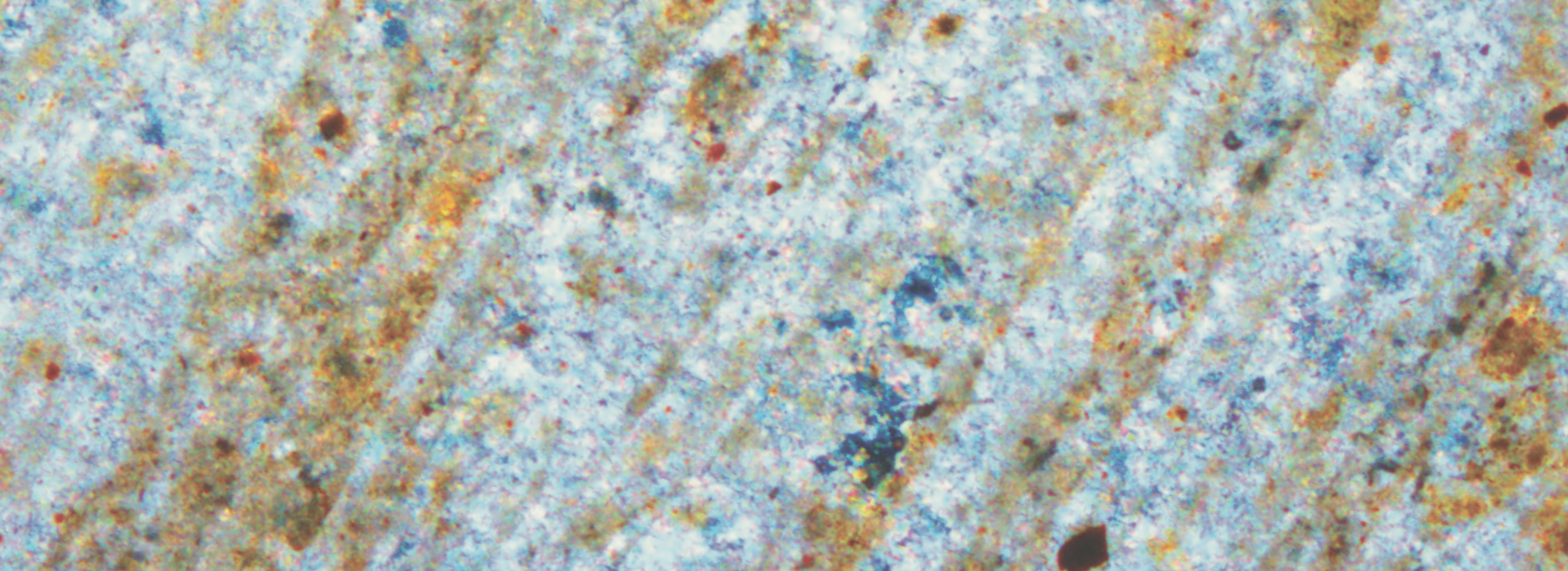
John Sebastiano Vineyard Pinot Noir, Sta. Rita Hills

Clos Pepe Vineyard Pinot Noir, Sta. Rita Hills

La Encantada Vineyard Pinot Noir, Sta. Rita Hills

Santa Barbara County Pinot Noir





A close-up photograph of a sandy surface covered with numerous fossilized shells of various sizes and colors, ranging from light tan to dark brown. The shells are embedded in the sand, creating a textured and layered appearance. The lighting is warm, highlighting the intricate details of the fossilized shells.

SAND, VINES, PEOPLE & WINES

Jackson
FAMILY WINES

©2019 Jackson Family Wines, Santa Rosa, CA JFW18_205844