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REALM

CELLARS

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INTRODUCTION TO REALM CELLARS

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MARCH 2023

# VISION

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To become the **iconic** wine of Napa Valley's **next generation**.



# THE REALM JOURNEY

*“Realm’s transformation from a virtual label relying exclusively on purchased fruit into a real winery with estate vineyards is truly remarkable.”*

*– Antonio Galloni, January 2020*



Our journey is unlike any other in the Napa Valley. **In 2012, Realm was a struggling start-up** when owner Scott Becker and winemaker Benoit Touquette teamed up to revive it. Fueled by a clear vision, relentless determination and unwavering focus on quality, they transformed Realm from a small virtual winery into one of the most electrifying domaines in Napa Valley.

Over the last decade, **Realm has grown its portfolio of wines in both quality and quantity** – from 1,000 cases of production to 15,000 cases today, while at the same time receiving significant critical acclaim and winning the hearts of the next generation of wine lovers.

Today, Realm has a **hillside estate in the heart of the Stags Leap District**, along with a **second estate vineyard through a partnership with the Farella family in Coombsville**. In 2020, Realm acquired an additional hilltop parcel adjacent to the Stags Leap estate, and most recently in 2022, **Realm acquired Nine Suns on Pritchard Hill**, bringing with it a winery facility in addition to vineyards. With these four estate vineyards and access to a number of the finest vineyards throughout the appellation, the Realm vineyard portfolio exemplifies the diversity and quality of Napa Valley.

**Realm Cellars is defined more by its future potential than by its past success, and the next chapter promises to be just as bold.** Our goal is to grow our production to 25,000-30,000 cases, the size of a Bordeaux first growth, with global recognition for quality and innovation.

# FROM SMALL STARTUP TO ENDURING ENTERPRISE



## **2012: A restart**

- Existing brand with no assets and no identity, but access to great fruit sources
- Business on the brink of bankruptcy, change in ownership led by Scott and Benoit

## **2014: Realm 2.0**

- New brand identity and vision, new labels and website
- First 100-point wine released (2012 vintage)

## **2015: The big swing**

- Acquisition of Estate in Stags Leap District with 18 acres of vineyard, winery site with room for expansion

## **2018: A family partnership and natural extension**

- Long-term partnership with Farella Vineyard, adding 28 acres of estate vineyards and an additional winery site

## **2020: Expanding the estate**

- Acquisition of a hilltop parcel adjacent to the Stags Leap District Estate

## **2021: Major construction milestone**

- Completion of the first phase of construction, expanding production capacity to 15K+ cases
- Unparalleled critical acclaim
- Major investment in new CRM system

## **2022: Acquisition of Grand Cru estate on Pritchard Hill**

- Acquisition of Nine Suns, adding 22 acres of estate vineyards and an 8K case winery facility

## SHAPED BY A TEAM OF PRACTICAL DREAMERS



Scott Becker *Co-Owner & CEO*

Scott has always been a practical dreamer. Grit and determination, along with a penchant for big dreams, have defined Scott's journey into wine – from the cornfields of Indiana to the battlefields of Afghanistan, from the classrooms at Harvard Business School to the vineyards of Napa Valley. Over the last decade, Scott has steered a dramatic transformation of Realm from a small virtual start-up to one of the most electrifying domaines in Napa Valley.

A graduate of the U.S. Air Force Academy and Harvard Business School, Scott's early years in Napa were shaped by mentorship from some of the legends in Napa Valley – Jack Cakebread, Bill Harlan, Bart Araujo, Jim Barrett and Frank Farella. Their stories inspired Scott to dream big and to build something lasting.

In 2018, Scott's long-time friendship with Frank Farella led to Realm's partnership with the Farella family, significantly expanding Realm's estate vineyard holdings.



Benoit Touquette *Co-Owner & Winemaker*

Benoit Touquette is equal parts artist and scientist. His approach to winemaking combines the use of the latest technology and tools available, with the firm belief that the magic resides beyond the data. Under his meticulous guidance, Realm's Single Vineyard and Proprietary Blend wines have continued to improve in quality level and critical acclaim.

A French native, Benoit earned his master's degree in Chemistry and Oenology at L'Université de Bordeaux and worked extensively with famed consulting winemaker Michel Rolland. After arriving in Napa, Benoit quickly made a name for himself, working side-by-side with Andy Erickson and with respected brands such as Ovid and Hartwell.

Benoit joined Realm in 2011, seeing it as an opportunity to make his mark in Napa Valley. In 2015, Benoit's long-term relationship with the Hartwell family led to Realm's acquisition of the Hartwell Vineyards estate, the Stags Leap District property Realm now calls home.

## WE MAKE WINES AT THE HIGHEST LEVEL



**Making wine at the very highest level** is at the core of Realm Cellars. Since 2012, the wines have been awarded more 100-point scores from internationally recognized wine critics than any other producer. Achieving “perfection” just once is an honor; Realm has received twenty-eight 100-points in the last decade, an unparalleled feat.

The wines are equal parts an **expression of the land** and an **articulation of the winemaking craft**. The “style” of Realm can best be described as a creative tension between richness and precision, density and finesse, purity of fruit and nuance.

In other words:

A giant who is  
*light on his feet.*

# SINGLE VINEYARD AND PROPRIETARY BLENDS FROM SOUGHT-AFTER SITES IN NAPA VALLEY



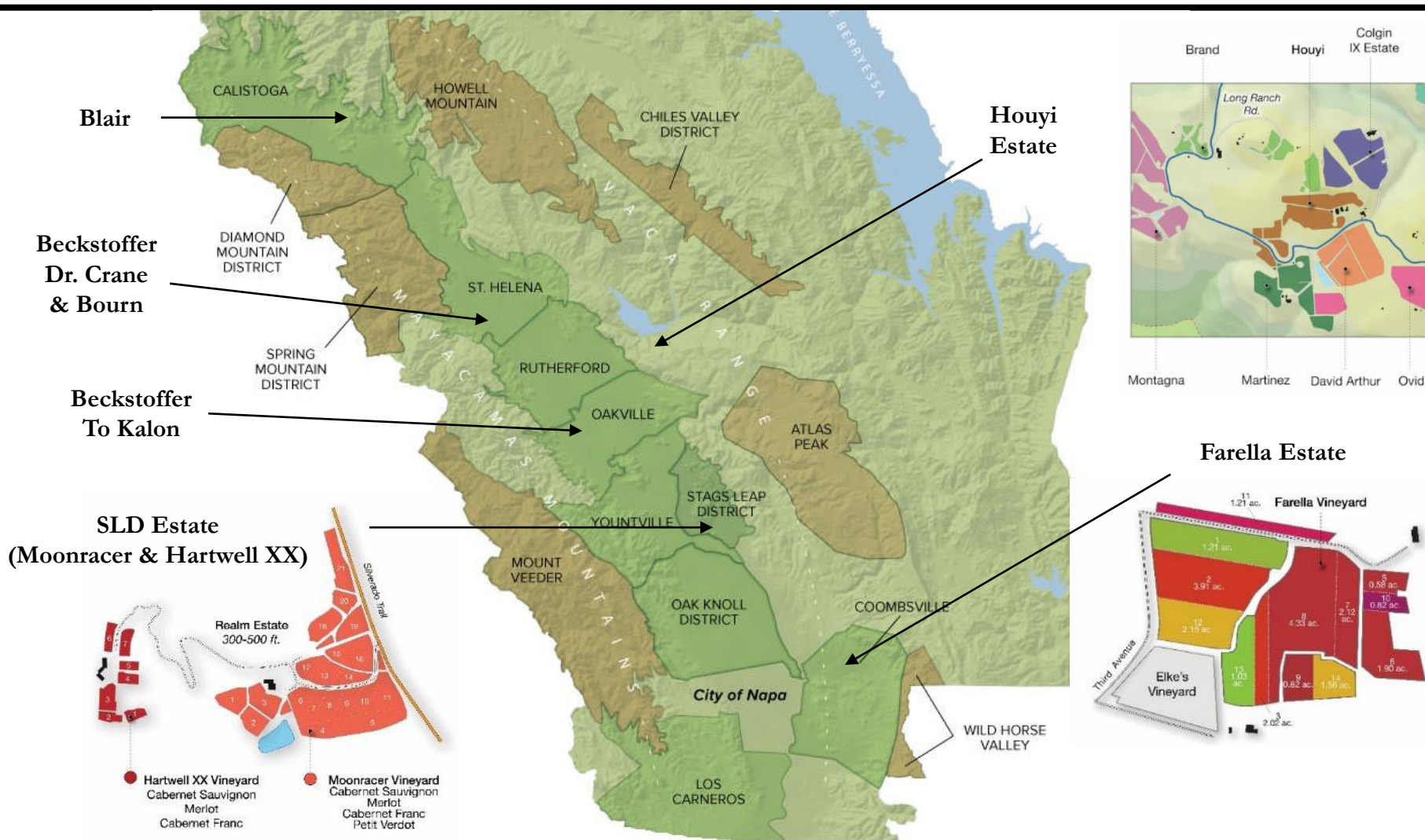
Realm's wines comprise both Single Vineyard offerings and Proprietary Blends, sourced from the winery's **estate vineyards** as well as other renowned and **highly sought-after sites** throughout Napa Valley.

Our **Single Vineyard** wines, place-and terroir-driven, reflect our personal expression of vineyards with pedigrees that allow them to stand on their own. The land speaks for itself in these wines, with a guiding hand that brings out its highest, most eloquent qualities.

Our **Proprietary Blends** are varietal-driven explorations of Napa Valley's most famous red grapes. Utilizing many of the same vineyard sources as our Single Vineyard wines, our Proprietary Blends celebrate the art and precision required of meticulous blending, combining grapes from impeccable growing sites with the judicious oversight of the human hand and palate.

**Moving forward**, our focus will be on **estate vineyards and a small number of curated vineyards** from the best sites in Napa Valley.

# FROM THREE ESTATES AND OTHER GRAND CRUS OF NAPA VALLEY







## STRONG CRITICAL ACCLAIM



“This is one of the stars of Napa Valley and has been since their debut in 2002.”

“If somehow Bordeaux's Haut Brion were injected with steroids, it might taste like this monumental effort from Napa. This is pure perfection...”

“Like a gorgeous intellectual, this is a wine that will absolutely turn heads and create a stir.”

“This seamless work of vinous haute couture is staggeringly rich, very long, but not the least bit heavy or overbearing.”

“These are wines that are recognizably honest to their Napa origins yet are laced with such drama and conflict, beauty and passion, sound and fury. They pull you in and make you question. They outright challenge your preconceptions about where they come from and the people that make them. And, ultimately, after you have been so challenged, summoned and enticed, they welcome you into their Realm.”

## JEB DUNNUCK

“These are true blockbuster, magical wines I wish every reader could taste.”

“One of the most profound young wines I've ever tasted”

“Another wine where my tasting note needed censoring, the 2015 The Absurd is as good as wine gets in this critic's opinion.”

“An incredible wine that tops out my scale”

## JAMES SUCKLING.COM

“Napa's answer to 1975 La Mission?”

“...full-bodied and extremely velvety. Generosity is balanced out by suggestions of austerity. Polished and beautiful. Superb.”

“When you taste it, it brings you down to the root and soul of the wine. Extraordinary. This is what To Kalon is supposed to taste like.”

# INDUSTRY-LEADING TRACK RECORD WITH 28 PERFECT SCORES SINCE 2012 VINTAGE



2019 Beckstoffer Dr. Crane Vineyard  
2019 The Absurd  
2018 Beckstoffer To Kalon Vineyards Cabernet Franc  
2018 Beckstoffer Dr. Crane Vineyard  
2016 Beckstoffer Dr. Crane Vineyard  
2015 Beckstoffer Dr. Crane Vineyard  
2015 The Absurd  
2014 The Absurd  
2013 Beckstoffer Dr. Crane Vineyard  
2013 The Absurd  
2013 The Bard  
2012 Beckstoffer Dr. Crane Vineyard  
2012 The Absurd

## JEB DUNNUCK

2019 Beckstoffer Dr. Crane Vineyard  
2019 The Absurd  
2018 The Absurd  
2016 Beckstoffer To Kalon Vineyard  
2016 Beckstoffer To Kalon Vineyards Cabernet Franc  
2016 The Absurd  
2015 Beckstoffer Dr. Crane Vineyard  
2015 Beckstoffer To Kalon Vineyard  
2015 The Absurd  
2014 The Absurd  
2013 The Bard  
2012 The Bard

## JAMES SUCKLING.COM

2018 Moonracer  
2015 Beckstoffer To Kalon Vineyard  
2013 Beckstoffer To Kalon Vineyard

# 2022 PRESS: RISING STARS, LEADING THE NEXT GENERATION

“These 8 power players are reshaping the future of Napa Valley wine.”

“These rising wine stars just bought a vineyard in Napa’s most exclusive pocket: Pritchard Hill.”

“The vintners driving a new generation of ‘cult’ wine.”

“Relationships have been the key to Realm’s improbable growth in a short period of time ... the winery is leading the next generation of Napa’s cult Cabernet producers.”

**San Francisco Chronicle**

2022

“Each wine is refreshingly different from the other, showing its birthplace. What is consistent throughout the collection is the Realm house-style; finesse, textural elegance and a compelling structure.”

–R. H. Drexel, “The Realm Experience,” *August 2022*



“In ten years, this impressive pair has rebuilt Realm into a triumvirate of fine estates ... They are pre-eminent examples of the finest modern Napa: marvels of precision, intensity and balance.” – “The new grand crew of California”

–Adam Lechmere, *Winter 2022/23*



# STRONG DTC MOMENTUM AND GROWING WHOLESALE FOOTPRINT

## DTC Channel

3 releases each year – Spring, Summer, Fall  
11K+ active members  
7+ year waitlist for certain wines  
Younger customer base averaging 50 years old and decreasing

## Trade Distribution Footprint

### USA

Arizona	Nevada
Arkansas	New York
California	North Carolina
Colorado	Oklahoma
Florida	Oregon
Georgia	South Carolina
Hawaii	Tennessee
Illinois	Texas
Kansas	Virginia
Massachusetts	Washington
Michigan	Washington DC
Missouri	Wyoming
Nebraska	

### International

Cambodia  
China  
Denmark  
France  
Germany  
Greece  
Japan  
Peru  
Puerto Rico  
Singapore  
South Korea  
Taiwan  
United Kingdom

# THE BARD CONTINUES TO BE OUR PRIMARY FOCUS FOLLOWED BY ESTATE WINES



**The Bard Series**  
*Our calling card*

- Dynamic expression of Napa Valley
- Primary wholesale focus
- The most significant driver of growth
- Accessible pricing



**Estate Wines**  
*The core of our portfolio*

- Estate Vineyards in Coombsville, Stags Leap District, Pritchard Hill
- Long term growth driver, short term will be impacted by replanting



**The Absurd, Beckstoffer To  
Kalon & Dr. Crane**  
*Highly allocated*

- Limited availability
- Limited growth projected

# SNEAK PEEK OF 2021 VINTAGE LABEL ART



Fidelio  
(vintage 2022)



The Tempest



Farella



Beckstoffer  
To Kalon



Beckstoffer  
Dr. Crane

THE WINES OF REALM CELLARS

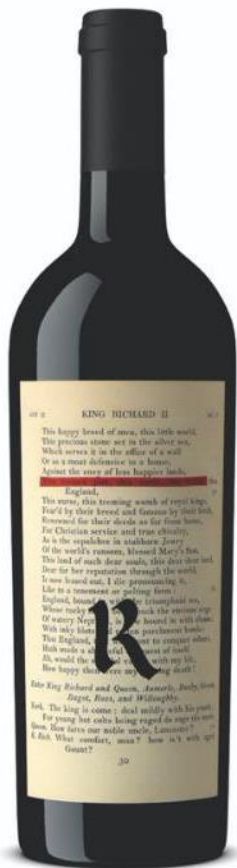


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# THE MOST DYNAMIC EXPRESSION OF NAPA VALLEY

## THE BARD



The flagship of Realm's portfolio, *The Bard* is the Cabernet Sauvignon-dominated Proprietary Blend we've made since 2003. We consider *The Bard* to be the most dynamic expression of Napa Valley: a blend of grapes from Coombsville to Calistoga, from the east to the west sides, from the hillsides to the valley floor. Dense, weighty, and concentrated, *The Bard* always punches above its weight, and with multiple dimensions coming together in harmony, there is more than meets the eye in this complex wine. Outstanding vineyards such as Beckstoffer To Kalon, Beckstoffer Bourn, Blair, Houyi, Larkmead, Realm SLD Estate, Farella, Orchard and Bettinelli Upper Range have all found a place in the wine. While the composition of *The Bard* varies from year to year, Cabernet Sauvignon typically comprises over 70% of the blend, joined by lesser percentages of Merlot, Cabernet Franc and Petit Verdot.

**Appellation:** Napa Valley

**Vineyard/Blocks:** Blair, Houyi, Beckstoffer To Kalon, Beckstoffer Bourn, Larkmead, Realm SLD Estate, Farella, Orchard, Bettinelli Upper Range

**Dominant Varietal:** Cabernet Sauvignon

**Sense of place:** A dynamic blend from throughout Napa Valley; from Coombsville to Calistoga, east side to west side, hillside and valley floor

**Distinguishing Characteristics:** Punches above its weight; richness, complexity; red and black fruit

*The label:* The label art is taken from a pocket-size edition of Shakespeare's *King Richard II*. The label zeroes in on the opening of Act II, Scene I, on the page that contains the quote "This blessed plot, this earth, this realm..." That was the quote that inspired us to look to Shakespeare for our proprietary blend names; it appeared on all Realm's original labels.

# A WHITE WINE FOR RED WINE LOVERS

## FIDELIO



*Fidelio* is sourced from Farella, our cool-climate Estate vineyard in the Coombsville AVA. We use three different vessels (and materials) to age *Fidelio* – demi-muid neutral oak barrels, concrete eggs, and terracotta amphoras. Each vessel contributes to *Fidelio's* unique layers, complexities, and depth.

This wine is an example of continuous refinement. We added cross arms in the vineyard to create more dappled light around the fruit zone. We tweaked irrigation practices to optimize ripening. We installed a new white wine press in 2021 that provides for much more precise control of oxygen exposure during pressing. The result is a wine that captures perfectly the ethos of Realm – richness and freshness, at the same time. The 2022 marks the beginning of a new label for this wine.

**Appellation:** Napa Valley

**Vineyard/Blocks:** Farella Estate

**Dominant Varietal:** 100% Sauvignon Blanc

**Sense of Place:** Fruit from Farella Estate with multiple picks providing a spectrum of flavors and textures

**Distinguishing Characteristics:** Layered richness, beautiful texture, a full spectrum of fruits from fresh to tropical. Bright acidity, almost the perception of spiciness offset by plenty of richness. This wine leaves a lasting impression.

***The label:** Fidelio is the name of the only opera that Ludwig van Beethoven ever composed. Realm commissioned artist Silvia Ji to create both Fidelio labels. In the second, pictured here, Ji overpainted her first label, leaving hints of the initial label art with some of the flourishes. As she began working on the new label, Napoleon's bicorne hat was auctioned off by Sotheby's, which made it a natural addition to the artwork as a period reference.*

# WHAT MERLOT CAN BE WHEN THE STARS ALIGN

## THE TEMPEST



*The Tempest* was one of the first wines, and the first Proprietary Blend, we produced. At the time, it seemed almost uncanny that we were able to access three grape varieties at the same time, from the same vineyard; it was blind luck, or perhaps the proverbial “perfect storm.” In 2002, our equipment was borrowed and the winery we occupied was just half finished, but the grapes were sound that year and the resulting wine reflected a fierce determination to brave the storm. *The Tempest* is still made with outstanding grapes, from vineyards such as Blair in Calistoga and cooler sites like Farella and Orchard. Predominantly Merlot with lesser amounts of Cabernet Sauvignon and Petit Verdot depending on vintage, *The Tempest* is a roiling cauldron of fresh red and blue fruit and silky tannins – a wine that shows what Merlot can be in the right hands, from the right vineyards.

**Appellation:** Napa Valley

**Vineyard/Blocks:** Blair, Orchard, Farella, Fortuna, Realm SLD Estate

**Dominant Varietal:** Merlot

**Sense of Place:** Richness from Blair Vineyard in Calistoga balanced by cooler-climate fruit from Orchard and Farella

**Distinguishing Characteristics:** Red fruit; silky tannins; more approachable in its youth

*The label:* This label went through many iterations before we settled on this original painting of a storm rendered in watercolor using three distinct hues. Countless illustrations of storms and waves – including etchings from Homer’s *The Odyssey* and Melville’s *Moby Dick* – were considered but ultimately rejected because they didn’t tell the story of the wine; they were too literal.

# OUR ESTATE HOME WITH CHARACTER IN SPADES

## MOONRACER



*Moonracer* is Realm's Estate wine from our SLD Estate Vineyard on Wappo Hill in the Stags Leap District. It is said this elevated site was important to the Wappo Native Americans as it provided the tribe with a central lookout from which to identify intruders and such. The Wappos, though small in number, were known for their bravery, strength and athleticism. Author Jack London, writing about the curious inter-tribal races that took place during full moons, noted that the Wappos often won these contests. Thus *Moonracer*, an oblique reference to the earliest inhabitants of the place Realm calls home.

The Cabernet Sauvignon-based *Moonracer* is composed of the finest lots from the Estate vineyard. Winemaker Benoit Touquette has much to choose from, as the site, with its multiple blocks, elevations, facings and diverse soils, has character in spades. The wine is strong and powerful yet elegant, with refined tannins and plenty of depth. What Benoit calls "intellectual."

**Appellation:** Stags Leap District

**Vineyard/Blocks:** 15+ acres; older eastern and southern facing blocks; 3 acres replanted in 2016 with more on the way

**Dominant Varietal:** Classic blend of Cabernet Sauvignon with Merlot, Cab Franc, Petit Verdot

**Sense of Place:** Complex, elevation and exposure changes, fragmented sandstone and volcanic soils

**Distinguishing Characteristics:** Red, blue and black fruit; floral notes; complex, layered wine; intellectual

*The label:* Barcelona-based artist Sergio Albiac inserts data taken from weather stations at the Moonracer vineyard, including temperature, wind, and solar radiation, into an algorithm that produces abstract images based on the data. Each vintage of Moonracer is represented by data from that particular year and each of the 6,000 labels are different. On the bottom are the dates with the corresponding data from which the label was created. No one has ever done this before.

## A LEGACY PRESERVED



### HARTWELL XX

*Hartwell XX* is an estate-grown Cabernet Sauvignon from blocks at the very top of our property on Wappo Hill. This two-acre parcel was planted in 1986 by Bob Hartwell, who used cuttings of Grace Family Vineyard's Bosche clone he had acquired from his friend, Dick Grace. 1990 was the first vintage from those vines, and the early wines of Hartwell Estate Vineyards were made at the Grace winery. Realm was given the opportunity to purchase these blocks in 2020, having acquired nearly 20 acres from the Hartwell family in 2015.

As Hartwell's winemaker, Benoit had made a separate wine from these upper blocks for many years. Although our inclination could have been to simply fold these blocks into *Moonracer*, Benoit knew from experience that the Cabernets from the upper and lower blocks are quite distinct. When Benoit had Scott taste the upper block wines going back to the 1990s, the difference was obvious. The Grace/Bosche clone is part of that, but the soils up top are also different, more homogenous with pure, fragmented sandstone. And because the top is relatively flat, the exposure is more uniform than the lower hillside blocks.

**Appellation:** Stags Leap District

**Vineyard/Blocks:** Realm SLD Estate. 2+ acres of Cabernet Bosche clone budwood from Grace Family Vineyards; 30+ year-old vines will be replanted over time

**Dominant Varietal:** Cabernet Sauvignon

**Sense of Place:** Hilltop vineyard, 360-degree view of Napa Valley; fragmented sandstone; even exposure

**Distinguishing Characteristics:** Red and black fruit; pedigreed; sleek, sexy and sophisticated

*The label: Across from the winery and behind the barn is "Benoit's tree". When we were looking for inspiration for the Hartwell XX wine label, we wanted something that would bind together the past with the future. Benoit, who has been working with this property since 2004, suggested that we feature this tree on the label as a way to pay homage to the Hartwells and the property. After searching for an artist that could work with us on this project, we found Jim Sullivan and his impressive works on*

*trees.*

# FANTASTICALLY COMPLEX

## FARELLA VINEYARD

*Farella Vineyard* is Realm's Estate vineyard in the Coombsville AVA. A fantastically complex site in the foothills of the Vaca Mountain range, the vineyard lies in one of the cooler regions of the Napa Valley. The site features layers of volcanic tufa, red decomposed rock and ashy deposits from ancient landslides, vast geologic episodes that literally turned this vineyard on its head. The 25 acres of vines are divided into numerous blocks with elevations ranging between 300 and 500 feet. Varying slopes create distinct microclimates and soil compositions, and the vineyard's diversity is suitable for growing Cabernet Sauvignon, Merlot, and Sauvignon Blanc. Realm has produced a Single Vineyard Cabernet from Farella since 2003. In 2018, we had the good fortune to partner with the Farella family on a plan to become long-term stewards of the estate. The core of Realm's Farella Cabernet comes from a high point in the vineyard, a block referred to as "rockpile" because of the preponderance of stone and gravel in the soil. This block is bathed in afternoon sunlight during the growing season and the wine - concentrated and beautifully-structured - consistently shows a mix of red and black fruits with spice and mineral overtones.

**Appellation:** Coombsville

**Vineyard/Blocks:** 25+ acres shared between Realm and Farella

**Dominant Varietal:** Cabernet Sauvignon

**Sense of Place:** Western-facing hillside in cooler climate area; volcanic soils; varying slopes and elevations

**Distinguishing Characteristics:** Combination of fruit and earth; savory notes; good acid structure; firmer tannins; flirting with minerality

***The label:** The geologic episodes that gave rise to Farella literally turned this vineyard site on its head. What better way to illustrate the phenomenon than with an upside-down representation of the vineyard? A scratchboard illustrator from Ohio worked off a photo to render this detailed engraving of Farella.*



# THE MAJESTY OF PRITCHARD HILL

## HOUYI VINEYARD

*Houyi Vineyard* is Realm's estate vineyard on Pritchard Hill. Tucked away on the eastern side of Napa Valley, Pritchard Hill is home to some of the best-known wine names in the world. At an elevation of nearly 1300 feet, our 22-acre vineyard sits above the fog line, its vines soaking in the morning sun. The vineyard is full of dense, volcanic rock. These unique soils provide an environment for the vines to produce concentrated fruit. This wine is rich and complex yet soft and elegant. It is approachable in a way that runs counter to many mountain wines. A paradox ...

Realm has produced a single vineyard cabernet sauvignon from *Houyi Vineyard* since 2013. After cherishing this site for nearly a decade, we had the good fortune of acquiring the vineyard from the Chang family in 2022.

**Appellation:** Napa Valley (Pritchard Hill)

**Vineyard/Blocks:** 22 Acres

**Dominant Varietal:** Cabernet Sauvignon

**Sense of Place:** Mountain site above the fog line with southeastern exposure; 1,300 feet elevation; dense volcanic rock

**Distinguishing Characteristics:** Red fruit; aromatic; softer; approachable tannins that run counter to some mountain sites



***The label:** Taken on a vintage Polaroid, this photo of Houyi paints the picture of the raw landscape stripped down to its bare and rugged essence. In our never-ending search to highlight blessed plots, this label epitomizes the land's unique and rocky terrain, and provides a glimpse into the sheer magnitude of transforming raw land into a great vineyard.*

## REMEMBERING THE SOURCE

### BECKSTOFFER DR. CRANE VINEYARD



“When drinking water, remember the source:” an old Chinese proverb that could apply to wine as easily as water. Located in what used to be St. Helena’s “Chinatown” in the 1920s, *Beckstoffer Dr. Crane Vineyard* sits in a small, residential neighborhood on the west side of town, an unassuming site bordered by an old riverbed and a rock quarry. The vineyard was originally planted in 1858 by San Franciscan Dr. George Belden Crane; today it is owned by Andy Beckstoffer, who replanted it to multiple clones of Cabernet Sauvignon, Petit Verdot and Cabernet Franc in 1998. Its soils, primarily bale loam and river wash, are extremely rocky and well-drained, and its warm, valley floor microclimate lends itself to the Bordeaux varietals grown here.

With interesting parallels to Chateau Haut-Brion, *Beckstoffer Dr. Crane* is undoubtedly one of the finest vineyards in St. Helena, and its wines are unmistakable. “You know it when you smell it,” says Winemaker Benoit Touquette. “Dr. Crane has everything you look for—minerality, complexity, excellent fruit definition, good tannin structure; a complete wine with many layers.”

**Appellation:** St Helena

**Vineyard/Blocks:** A1, B1, B2, C2

**Dominant Varietal:** Cabernet Sauvignon

**Sense of Place:** Walking distance into downtown St. Helena; next to a rock quarry; gravel, pebble-like stones throughout the vineyard; parallels to Chateau Haut-Brion

**Distinguishing Characteristics:** Blue fruit notes; graphite, mineral character; electric intensity and freshness

***The label:** Paying homage to the fact that the Dr. Crane Vineyard was once home to St. Helena’s Chinatown, this artwork was created by a San Francisco artist featuring the ancient Chinese proverb: “When drinking the water, remember the source.” How perfectly this applies to wine!*



# FROM A LEGENDARY VINEYARD

## BECKSTOFFER TO KALON VINEYARD

To Kalon means the ideal of physical and moral beauty especially as conceived by the philosophers of classical Greece. It was also the ancient Greeks who first said that beauty is in the eye of the beholder. If that is true, then To Kalon Vineyard is aptly named and considered by countless people over many decades as the preeminent vineyard of Napa Valley. Realm has been fortunate to work with exceptional fruit from *Beckstoffer To Kalon* since we began making wine in 2002. Comprised of a portion of the historical To Kalon vineyard first planted to grapes in 1868, the 89-acre parcel was acquired by Andy Beckstoffer in 1993 and replanted using close spacing and modern trellising. Bordering Highway 29 and stretching west nearly to the Mayacamas Mountain range in the Oakville AVA, *Beckstoffer To Kalon Vineyard* sits on a vast alluvial plain formed millions of years ago during a period of immense geologic activity. The site is predominantly Cabernet Sauvignon with several rows of Cabernet Franc at its westernmost edge. “The wines from To Kalon are so dense, so opulent,” says Winemaker Benoit Touquette. “When you look at it, it’s hard to put a finger on what makes this vineyard so special. But in the wine, its beauty is unmistakable.”

**Appellation:** Oakville

**Vineyard/Blocks:** A1, A2, B1, C1, C2, E2

**Dominant Varietal:** Cabernet Sauvignon

**Sense of Place:** Western benchland of Oakville; the most historic and storied vineyard in Napa Valley

**Distinguishing Characteristics:** Red and black fruits; an extra dimension in the midpalate that we call baby fat; powerful tannins; overall opulence but with such class and pedigree

***The label:** To Kalon means “the ideal of physical and moral beauty,” but how do you represent “ideal beauty” on a wine label? After all, isn’t beauty in the eye of the beholder? This was the perfect concept for To Kalon in particular – a legendary vineyard whose beauty has been interpreted by so many different wineries. The eye is from an Italian 1,000 lira note – the one that features an intaglio print of pioneering educator Maria Montessori.*



## FROM A HISTORIC VINEYARD

### BECKSTOFFER BOURN VINEYARD

*Beckstoffer Bourn Vineyard* sits on the west side of St. Helena, a 12-acre parcel that is part of a larger vineyard site dating back to the mid-19th century. When Andy and David Beckstoffer purchased the parcel in 2010, it consisted of four acres of Cabernet Sauvignon and eight acres of head-trained, old-growth Petite Sirah. Benoit started working with grapes from Bourn in 2011, when David Beckstoffer asked him to make wine for his new boutique brand, Kata. In 2018, when David was struggling to balance the demands of Kata with his responsibilities as president of Beckstoffer Vineyards, Scott, Benoit and David worked out an arrangement for Realm to take the fruit and develop a Realm Single Vineyard Cabernet from Beckstoffer Bourn.

Bourn's well-drained, gravelly loam soils – known as Cortina – are ideally suited to growing high-quality Cabernet Sauvignon. The vineyard is very homogenous, and the vines reflect the soils, steady and uniform. The 60-year-old head-trained Petite Sirah from the vineyard, when blended with the Cabernet, bring beautiful floral aromas, elegance and a softness that balances the structure of the wine.

**Appellation:** St. Helena

**Vineyard/Blocks:** Old-vine Petite Sirah, Cabernet blocks X, Y, Z

**Dominant Varietal:** Cabernet Sauvignon with a small but mighty inclusion of Petite Sirah

**Sense of Place:** Very few vineyards left with head-trained vines planted in the 1960's; west-side St. Helena with gravel soils

**Distinguishing Characteristics:** Distinct aromatics; perfumed, floral at times; very dense mid-palate

***The label:** Kata is a term used in martial arts; it describes a system of training exercises learned in order to progress through successive belt levels. This Japanese woodblock print from Utagawa Kuniyoshi (1797-1861) showcases a fierce female warrior, and its color, imagery and incredible detail captured our imagination. To us, the look of intense concentration on this sword-wielding warrior's face is a splendid representation of the concept of kata.*



**R**

**The best is yet to come**