

Deal creates one of Oregon's biggest wineries

By Pete Danko, Staff Reporter, Portland Business Journal

Sep 5, 2018, 10:23am PDT Updated Sep 5, 2018, 11:55am

Oregon has a new very big wine player with the announcement Wednesday that Great Oregon Wine Co. has purchased [Duck Pond Cellars](#).

The price wasn't disclosed, but the deal gives Great Oregon Duck Pond's Dundee winery and tasting room along with 300 acres of vineyards in the Willamette and Umpqua valleys.

Great Oregon is owned by [Integrated Beverage Group](#), [which purchased the company](#), maker of the familiar Rascal brand, in 2016.

"We are thrilled to add Duck Pond Cellars to the Great Oregon Wine Co. portfolio, giving us access to premier vineyards in the region as we grow our winery operations in Oregon," [Ari Walker](#), CEO of Integrated Beverage Group, said in a statement. "With this acquisition, Great Oregon Wine Co. moves into the first rank of Oregon winegrowers."

Duck Pond, focused on pinot noir and pinot gris, ranked ninth on the Business Journal's list of largest wineries in Oregon for 2017. Great Oregon said adding Duck Pond would boost its production capacity to more than 300,000 cases. That's in the same neighborhood as leading Oregon producers A to Z Wineworks and Union Wine.

Zeponi & Company brokered the deal, and Senior Vice President [Kevin O'Brien](#) said "it's one more sign of Oregon wine's attractiveness to investors."

"This transaction continues a string of high-profile acquisitions in the Oregon wine industry over the last several years," O'Brien said. "We continue to field calls from many well-known domestic and international wine companies that are anxious to find their place in this dynamic wine region, so would expect additional transactions to occur in the near future."

Familiar brands and wineries involved in deals in the past year include [Acrobat](#), [Erath](#) and [Benton-Lane](#).

Duck Pond was started in 1991 by Doug and Jo Ann Fries, farmers from California's Central Valley who had planted a 13-acre vineyard in Dundee to go along with a 500-acre hazelnut orchard in the 1980s.