

## **ZEPPONI & COMPANY ADVISES PREMIER CENTRAL COAST WINE COMPANY IN SALE OF HIGH END VINEYARD**

SANTA ROSA, Calif., August 16, 2011 – Zepponi & Company ([www.zepponi.com](http://www.zepponi.com)), the leading provider of merger and acquisition advisory services to the wine industry, announced today that it has completed a significant Central Coast vineyard transaction on behalf of Donati Family Vineyard LLC.

The Donati Family Vineyard is located in California's *Paicines* American Viticulture Area (AVA), approximately 27 miles east of Monterey Bay in San Benito County. The 1,024-acre property features approximately 376 acres of vineyard planted to premium red and white varietals at various stages of maturity. The Donati family purchased the property in the late 1990's and began producing ultra-premium, *Paicines* AVA-designated wines from the vineyard in 2005 under the *Donati Family Vineyards* label. Since 2003 the vineyard has also supplied grapes to several major wine producers.

Zepponi & Company served as exclusive financial advisors on the sale of approximately 444 acres of the Donati Family Vineyard to Doug Circle, Principal of Pinnacle Vineyards, LLC. No brand or winery-related assets were included in the transaction and financial terms were not disclosed.

"I'm honored to have to the opportunity to be able to purchase this property," said Doug Circle. "I have followed San Benito wines for some time, and have been very impressed with the Donati family's stewardship of this vineyard. I look forward to carrying on the Donati family's passion for growing wine grapes "of a place," and working with the *Paicines* grape growing community."

Approximately 580 acres, including 47 acres of vineyard along with an estate residence, will remain with the Donati Family, who plan to develop additional acreage in 2012 for the purpose of continuing the *Donati Family Vineyard* brand. The brand's short-term grape needs will be satisfied via a grape buyback agreement which was negotiated with Pinnacle Vineyards, LLC.

"Doug is a very knowledgeable grower," said Ron Donati. "He will be a great and most welcome addition to the *Paicines* community. As for Donati Family Vineyards, it's business as usual. We will continue to grow and produce our world-class wines from Paicines via our winery base in Templeton, California."

"This is a spectacular vineyard property," said Joe Ciatti, principal with Zepponi & Company in Santa Rosa. "The Donati family has consistently produced first-rate fruit from their vineyards. With multi-year grape contracts in place, paired with a high-quality, well-cared for vineyard, it's truly a premium acquisition. The vineyard garnered grand appeal to a wide variety of grape buyers given the dramatic change in grape supply impacting the North American market."

Attorneys Neil Taxy of Leland, Parachini, Steinberg, Matzger & Meinick LLP in San Francisco and Kevin DeBorde of Dickenson, Peatman & Fogarty in Napa provided legal advisory services on the transaction.

### **About Zepponi & Company**

Zepponi & Company is the leading provider of merger and acquisition, valuation and transactional advisory services to the global wine industry. Headquartered in Santa Rosa, California, Zepponi & Company professionals specialize in advising on ultra-premium and luxury brands, estate wineries and vineyards, such as Chalk Hill Estate, Four Vines, Black Stallion, Kuleto Estate and Murphy-Goode Estate. The principals collectively share over seventy-five years of wine industry experience and \$900 million in completed transactions. For more information, please visit [www.zepponi.com](http://www.zepponi.com).

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