



Wine Industry
Mergers &
Acquisitions

Zepponi & Company Advises Cuvaision on Sale of Calistoga Winery

Zepponi & Company, the leading mergers and acquisitions advisory firm dedicated to the global wine industry, served as the exclusive financial advisor to Cuvaision Estate Wines on the sale of their original winery and tasting room in Calistoga, California, to Criswell Radovan, LLC. The Calistoga winery, which will be renamed Fairwinds Estate Winery, was home to Cuvaision until the completion of its new, state-of-the-art winery in Carneros in 2004. Since its completion, the Cuvaision portfolio of wines have been made exclusively at the new Carneros winery, and the Calistoga location began operating solely as a custom crush facility and will remain as such following the transaction. The transaction was purely an asset sale that included only the Calistoga winery and tasting room. The Cuvaision and Brandlin brands will remain in the Cuvaision Estate Wines portfolio and continue to be produced at the Carneros winery.

This transaction caps a record first quarter for Zepponi & Company. In the first three months of 2015, the firm served as the exclusive sell-side advisor on three notable wine industry transactions: Triere Estate Vineyard and Winery in the Oak Knoll AVA in Napa; Sugarloaf East vineyard in Napa; and Siduri, a West Coast luxury-priced Pinot Noir brand.



Zepponi & Company is the largest mergers and acquisitions advisory firm that is dedicated to the global wine industry. Headquartered in Santa Rosa, California, the firm has served as the financial advisor on numerous transactions involving ultra-premium and luxury wine brands, estate wineries and vineyards, such as Kenwood Vineyards, Chalk Hill Estate, Murphy-Goode, Valley of the Moon, Goosecross Cellars, and Four Vines, and has advised some of the wine industry's largest wine companies, including Diageo Chateau & Estate Wines, Jackson Family Wines and F. Korb & Bros. For more information, please visit www.zepponi.com.