

# E-NEWSLETTER

A SWIRL OF MARKET HAPPENINGS

## MEET THE WOMEN BEHIND WILSON DANIELS! OUR TEAM OPENS UP ABOUT THE WINE BUSINESS, MENTORSHIP, AND COMMUNITY

Each March, we have the opportunity to celebrate Women's History Month and spotlight the women in our industry that shape a culture of innovation and passion. This year, we caught up with several members of the Wilson Daniels team across Sales, Marketing, Public Relations, Finance, and Operations to share how we can continue paving the way for an inclusive industry. We are privileged and proud to work with a team that continues to elevate the standard of best-in-class business.

### HOW CAN WE ALL CONTINUE TO ENCOURAGE AND SUPPORT WOMEN IN THE WINE INDUSTRY?

"Pull other women up every day. Help amplify their voices. I'll never say no to a meeting with a woman who's thinking about getting into the wine business or looking to chat about their career goals."  
—Shannon Coursey, Executive Vice President of Sales & Marketing

"Supporting women in the wine industry starts with challenging traditional views of leadership and embracing qualities such as empathy, collaboration, and emotional intelligence. This leads to more inclusive and empowering environments, as well as fosters meaningful connections within the industry and with consumers."  
—Ellie Newcombe, National Sales Administrator & Executive Assistant

"I say this daily, but to me it is all about women supporting each other in the industry. Stopping the cycles of feeling like you need a tough skin to make it to the top and there is not room for multiple women at the 'big' table. It will be nice when 'Woman Winemaker' or 'Female Chef' are not such buzz words, and talented individuals are recognized for who they are and what they do. We are powerful in numbers."  
—Sarah Shoemaker, Rocky Mountain Regional Manager

"I consider the wine industry a big round dinner table. The more diverse the company, the more interesting and enjoyable the conversation will be."  
—Sarah Sallee, Director of Operations

"We can support women in the industry by being their allies. Make sure they are invited to events, given opportunities, and offered a seat at your next function. We can support and encourage by listening to their feedback and unique perspectives."  
—Laura Corrigan, South Central Regional Manager

"We can uplift women by fostering mentorship, creating inclusive spaces, and celebrating their achievements. Representation matters, and when women see others thriving in winemaking, sommelier roles, leadership, and education, it inspires the next generation to step forward with confidence. By working together as a community, we can create a future where women in wine are not just supported but truly empowered to lead and innovate."  
—Sheena Nueva, Marketing Coordinator

"In Media Relations, I get to support some of the most brilliant fine wine writers and presenters. A few years ago, I started the tradition of getting some of my favorite women in wine together for an end-of-year dinner. It's my way of saying 'thank you' for our relationship, but more than that, it's a chance for us to unwind, enjoy each other's company, check in on where each person is in their life, and swap industry stories."  
—Claire Gibbs, Media Relations & Communications Director

### WHAT ADVICE WOULD YOU GIVE TO SOMEONE JUST BEGINNING IN THEIR CAREER?

"Be yourself and speak up! Your voice is important at every level of your career. And your intuition is your north star."  
—Shannon Coursey, Executive Vice President of Sales & Marketing



"The wine industry is an incredibly welcoming community, and my biggest piece of advice is to never hesitate to reach out and ask someone about their career journey. Women in this industry genuinely want to support each other; we all remember what it felt like to be at the start of our careers. Embrace the power of connection, because you never know when a conversation today could lead to an opportunity tomorrow."  
—Taylor Neumann, Senior Brand Manager

"Successful business takes a collaborative approach. In a relationship-based industry like ours, shared experiences and collaboration are a driving force for success, so network constantly with people from all aspects of the business and in diverse backgrounds. This is how you can ensure confidence and gain unique perspectives that may lead you in a direction that surprises you."  
—Alexa D'Acquisto, Portfolio Director

"The same advice I was given when I was starting out, when I was considering a role many thought I was not prepared for: That help and sound advice are only a phone call, text or email away. Lean on your network, all of us are here to help!"  
—Annie Turso, NY Metro Director of Sales

"Go placidly amidst the noise and haste. Practice personal humility and professional drive."  
—Sarah Leimbach, New England Area Manager

### WHAT (OR WHO) INSPIRED YOU TO PURSUE A CAREER IN WINE?

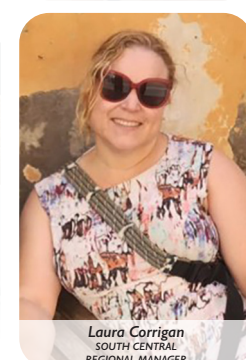
"The exhilarating NYC restaurant scene inspired me to make a career change to wine when I was 30 years old."  
—Shannon Coursey, Executive Vice President of Sales & Marketing

"I was fortunate to land with a highly respected fine wine distributor for my first job out of college after working in several restaurants and with a niche caterer in MN. I worked with a GM that recognized my strengths early on and was able to learn and develop not only a love for wine and culture but gain a deep understanding of the business and how to build successful relationships and manage a sales team that was super talented and learn from their experience. It happened very organically. Learn about the business and all that goes into getting wines to people – logistics, relationships, experiences, culture – meet as many people as you can and take time to learn about every little thing you can."  
—Allison Grandy, North Central Regional Manager

"My study abroad in Italy for a Political Science degree led to my career in the industry. I was more interested in the wineries we visited than the books we were supposed to be outlining, as the passion and history of every region was so interesting and inspiring with every generation that advanced the family business. Wine IS politics in many countries, so it's actually a great fit for an undergraduate degree."  
—Lea Jankowski, Southeast Regional Manager

"I met an Armenian who was making wine in Tuscany, while waiting at a bus stop in Damariscotta, Maine. He offered me a job at a winery in Monteverchi, Italy. Sometimes a career in wine isn't something that you seek out, but something that comes to find you!"  
—Kristen Butke, Northeast Division Vice President

"My study abroad experience in Florence, Italy was quite incredible and my professor for Professional Wine Studies had a big impact on my career shift from Finance to the Wine Industry. Additionally, my wine professor at James Madison University helped me study for the CSW, and another wine professor led a small group of students on an incredible wine trip to Napa Valley that inspired me to move to this beautiful valley. I still remain very close with all three today!"  
—Katie Bastian, Associate Brand Manager



INTERNATIONAL WOMEN'S DAY  
MARCH 8, 2025

## NEW BRUNELLO VINTAGE RELEASES FROM THREE ESTEEMED MONTALCINO PRODUCERS

The 2018 Riserva and 2019 Brunello from Biondi-Santi, the trio of 2020 Brunellos from Pieve Santa Restituta, and the two single vineyard 2020 Brunellos from Val di Suga

### BIONDI-SANTI:

This month, Biondi-Santi, who created the first Brunello in 1865, releases the 2018 Riserva and 2019 Brunello, both vintages defined by their "elegance."

During a recent visit to the market to introduce the wines, CEO Giampiero Bertolini shares: "Elegance is an incredible word that, to me, is very much linked with simplicity – in a good way. With the 2018 Riserva, the wine shows its incredible profile thanks to the simplicity of the wine. It's very delicate, with soft tannins...the opposite of opulence. Elegance is also reflected in 2019 Brunello. It's an incredible vintage, and considered in Montalcino as one of the best thanks to the big fruit structure, but is defined by its elegance again because of the soft, textural tannins. Despite the wines being quite different, elegance describes them both in a unique way."

Being the CEO of Biondi-Santi, the founder of Brunello, carries with it a deep responsibility, Bertolini and the team today to pursue the mission of "evolution, not revolution." He adds, "This estate has an incredible history that has lasted 130 years, so we need to be very careful in what we do – starting from the vineyard, getting into the cellar, into the bottling, the labeling, every single phase. The quality has always been here, so we want to respect the roots and the style of the house and try to improve the quality day after day."



### PIEVE SANTA RESTITUTA:

The Gaja family releases their trio of 2020 Brunellos from Pieve Santa Restituta – the balanced flagship Brunello, the floral Rennina, and the brooding Sugarille.

Wine has been made at this historic Montalcino estate since the 12th century, and significant redevelopments have been carried out in the vineyards under the family's ownership since 1994 to reflect GAJA's winemaking philosophy. Located over 300 meters above sea level, the estate spans 40 hectares, with 27 hectares under vine. The hills, which face the sea, are characterized by an extremely windy, dry, and bright microclimate, preventing damp stagnation and allowing full grape ripening. The 2020 vintage yielded sparse, small grape clusters with well-ripened berries rich in sugars and polyphenolic compounds.



### Brunello di Montalcino DOP 2020

Produced with grapes from a small quantity of grapes from Rennina and Sugarille vineyards that are blended with the grapes from the 22-acre vineyard in Torrenieri, the 2020 Brunello is a powerful, dense, and fresh wine that has grapes and silky tannins that provide a soft, sweet mouthfeel. It evolves with flavors of dried fruit and finishes with a savory, medium-long persistence.

### Rennina Brunello di Montalcino DOP 2020

Rennina is the name of three non-adjacent vineyards surrounding the church parish, with south facing soils consisting of sand, tuff, and clay. The 2020 vintage shows initial tension and freshness before developing a linear, persistent character. This juicy wine finishes with savory notes and vibrant tannins.

### Sugarille Brunello di Montalcino DOP 2020

Sugarille is a single vineyard of 4.5 hectares, mainly consisting of clay, limestone, and a rocky, schistous clay soil. With powerful and complex aromas of dark fruits, complemented by intriguing earthy notes, the palate is fresh with silky, enveloping tannins that are both dense and elegant. Showing excellent persistence, the finish is juicy with a savory touch.

### VAL DI SUGA:

Val di Suga is a pioneer in the production of terroir-driven Brunello di Montalcino from single vineyards and is the only producer making three different wines from three different estates: Vigna del Lago in the northeast, Poggio al Granchio in the southeast, and Vigna Spuntali in the southwest.

This spring, Val di Suga introduces two of their single vineyard 2020 Brunellos: Vigna del Lago, a vineyard on the continental north slope of the appellation influenced by the nearby lake, and Poggio al Granchio, a vineyard with southeast exposure characterized by its galestro schist soils.

### Brunello di Montalcino DOCG Poggio al Granchio 2020

Known for its muscular expression, Poggio al Granchio represents the more powerful and age-worthy side of Brunello di Montalcino. The vineyard's unique terroir produces a wine with exceptional structure and the potential for long-term aging. The 2020 vintage has well-defined tannins balanced with vibrant acidity, creating a juicy mouthfeel. The finish is persistent with fruit and spice notes.

### Brunello di Montalcino DOCG Vigna del Lago 2020

Vigna del Lago captures the essence of a lighter, more feminine style of Brunello di Montalcino. The vineyard's continental climate and predominantly clay soils create ideal conditions for producing wines of elegance and finesse. The 2020 vintage offers a complex bouquet of ginger, cherry, orange peel, bitter orange, and dried flowers. With medium structure and silky, delicate tannins, it finishes with a subtle saltiness that enhances its refreshing character.

