

A Culture of Fine Wine:
Rooted in Family, Inspired by Community

MARCH 2026

NEWSLETTER

A Whirlwind Tour with Winemaker Federico Radi, and NEW Vintage Releases from Biondi-Santi, Pieve Santa Restituta, and Val di Suga

Biondi-Santi's Director of Winemaking Federico Radi joined us for a dynamic few days in the market to introduce the 2020 Brunello, a warmer vintage characterized by bright fruit and approachable structure, and the 2019 Riserva, hailed as an exceptional vintage whose top wines rival the best of the 2016s.

Making stops in Nevada, Florida, New Jersey, Connecticut, and New York, Federico's infectious passion was on full display as he shared what makes Biondi-Santi the preeminent Brunello di Montalcino producer – from regenerative practices in the vineyard to the biodiversity of the soils at Il Greppo that inform the wines.



BIONDI-SANTI

Brunello di Montalcino DOCG 2020

Near perfect weather conditions beget a beautiful vintage: discreet floral notes of rose, violet, cherry, berry, and juniper melt in the mouth, rounded out by supple, velvety tannins and elevated acidity.

Brunello di Montalcino DOCG Riserva 2019

In his own words, Winemaker Federico Radi shares, "2019 was an amazing vintage. We got amazing rain in spring, especially May, followed by a classic sunny, beautiful Tuscan summer without excess temperature, which was so perfect for ripening conditions. What you get in the glass is a perfect representation of that vintage: great tension, balsamic notes, bay leaf, laurel, huge complexity. It's a wine that unfolds and becomes more ethereal revealing complexities, citrus aromas, cherry, and liquorice notes. It's a wine that could age a very, very long time – more than 50-60 years."



PIEVE SANTA RESTITUTA

The Gaja family releases the 2021 Brunello, Rennina, and Sugarille from Pieve Santa Restituta. A vintage heralded for its return to classicism, this trio of 2021s are characterized by their power, freshness, and silky tannins.

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 Gaja family's ownership. The estate is named after Santa Restituta, one of the first female martyrs of Christianity. After her persecution and death, her devotees fled modern day Tunisia and arrived on the Western shores of Italy. Here they built six minuscule churches where they could pray to Santa Restituta.

The only church that is inland is in Montalcino and lies at the heart of the estate that Angelo Gaja fell in love with and purchased in 1994. 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.

Brunello di Montalcino DOP 2021

Produced from a small quantity of grapes from the Rennina and Sugarille vineyards that are blended with the fruit from the family's 22-acre vineyard in Torrenieri, the 2021 Brunello di Montalcino boasts floral notes and juicy plum fruit. A warm, spicy finish persists on the palate.

Rennina Brunello di Montalcino DOP 2021

Made from the fruit of three non-adjacent, southwest-facing vineyards, the 2021 Rennina exudes refinement. Minerality, flowers, and honey gently fold into spiced balsamic. The tannins are long, showing a verticality that goes hand in hand with the persistent finish.

Sugarille Brunello di Montalcino DOP 2021

The 4.5-hectare single vineyard Sugarille opens with tropical fruits on the nose. The palate boasts mint, thyme, and tart red fruits. This wine shows the energy from mouthwatering acidity in perfect balance with silky tannins for a deeply pleasurable profile.



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.

Brunello di Montalcino DOCG 2021

Opening with cherry and fresh sage on the palate, the 2021 Brunello folds into white chocolate and light tobacco. Textured tannins offer a persistent and highly enjoyable finish. This Brunello captures the essence of the 2021 vintage, with its hallmark freshness, balance, aromatic precision, and excellent ageing potential.

Vigna del Lago Brunello di Montalcino DOCG 2021

With favorable harvest conditions and June heat to clear disease pressure from a wet winter and icy spring, the Vigna del Lago opens with balsamic notes of thyme and rosemary. The palate is notably fresh, with elegant tannins and a refined, agile texture.

Poggio al Granchio Brunello di Montalcino DOCG 2021

Strong and powerful, Poggio al Granchio shows wild dark berries with underbrush and iron-like notes that fill the glass. Crunchy tannins are supported by bright acidity, making this Brunello destined for long-term aging.

Vigna Spuntali Riserva Brunello di Montalcino DOCG 2020

An intense fruit profile of black fruits alternates with thyme and cherry. The palate shows balanced density; the sip is satisfying, deep, and at the same time pleasantly spicy. A Vigna Spuntali capable of stopping time.

Meet the Women Behind Wilson Daniels!

For Women's History Month, we talked to the women on our team who help make Wilson Daniels great. We are thrilled to be in community together, to elevate each other, and to do it all at Wilson Daniels, where our diversity makes us a stronger team. We asked some of our valued colleagues across our Sales, Marketing, Communications, Operations, and Finance departments about their experience working in wine – read more here:



Shannon Coursey, Ellie Newcombe



Katie Bastian, Jérôme Flous, Sarah Shomaker



Kristin Butke, Alessia Grunberger, Lauren Hoey, Annie Turso

As the wine industry diversifies and evolves, what kind of legacy are you working to leave behind?

"The wine industry is slowly becoming more diverse, but there is still a long way to go. I hope to leave a legacy behind of lifting other women up every day. Sometimes that's in obvious ways—recruiting, mentoring, and advocating for advancement of talented women. Other times it's in the smaller moments, like amplifying a woman's voice in a room until her ideas are acknowledged and heard. Those everyday actions can seem small and frustrating, but they add up to change."

— Shannon Coursey, Executive Vice President of Sales & Marketing

"It's incredibly important to me to foster young female talent in our industry. Our nimble team of three in the Communications department is all women, and the support we offer each other without question or hesitation is something I'm really proud of. Even on those days when work is particularly busy or stressful, knowing your team has your back and is proactively working together to detract from that stress buoys the spirit."

— Claire Gibbs, Director of Media Relations and Communications

"Honestly, being a strong working mom is the legacy I hope to leave behind in the industry. There are too few working moms in the wine industry, especially on the supplier side. Showing that balance can be achieved between a traveling sales career and raising a family. It does not have to be one or the other."

— Sarah Shomaker, Rocky Mountain Regional Manager

"After 25 years in the industry, looking back on all that I have experienced and accomplished and having the opportunity to mentor – there have been so many people that I have learned from over the years, and I hope I can do the same for others! It is such a fun industry."

— Allisun Grandy, North Central Regional Manager

"I strongly believe that when one of us wins, we all win, so I hope to open doors where I can, speak up for those who are finding their voices, and have lots of fun along the way."

— Fernanda Gonzalez Blanco Serrano, Associate Communications Manager

What is the most rewarding thing about being a woman in the wine industry?

"One of the best parts of my job is getting to work alongside so many FIERCE women in this remarkable - sometimes antiquated - industry."

— Shannon Coursey, Executive Vice President of Sales & Marketing

"One of the most rewarding aspects is how easily genuine friendships form over a glass of wine and shared stories from vineyard visits. Wine is such a passion driven world, and I think women bring a lot of warmth and emotional connection to it that makes those connections even more meaningful."

— Taylor Neumann, Senior Brand Manager, New Zealand and Spain

"Intuition power is a skill that many women possess; this inner voice or gut feeling allows us to understand our producers and customers in a powerful and impactful way."

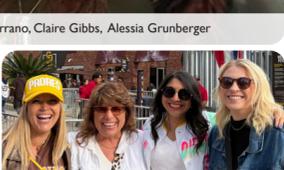
— Kristin Butke, Vice President, Northeast Division



Fernanda Gonzalez Blanco Serrano, Claire Gibbs, Alessia Grunberger



Rebecca Rivera, Olga Matsmakis, Cynthia Montoya



Laura Knochenmus, Diana Gosden, Carla Villanueva, Ellie Newcombe



Gian Intermaggio, Giovanni Gaja, Allisun Grandy



Shannon Coursey, Alexa D'Aquisto



Laurie Taboulet, Lea Jankowski, Heather Alfaro

How do you bolster your community and elevate others in this space?

"As the Executive Assistant to the President, I try to operate with a strong sense of responsibility for the people and the mission around me. My role is not only to support our president, but also to help create an atmosphere where people feel supported—anticipating needs, solving problems before they surface, and making sure people feel supported and connected."

— Diana Gosden, Executive Assistant to Rocco Lombardo, President

"I believe in sharing knowledge, exchanging information, and building meaningful connections. The wine industry isn't always easy to break into, so it's important to acknowledge, uplift, and promote the people around you. A scarcity mindset only leads to gatekeeping. When we choose collaboration, transparency, and support instead, we create more opportunities for everyone."

— Lauren Hoey, French Field Specialist

"The wine industry can feel quite traditional, so I think it's important to create space for women's voices and leadership styles that value empathy, collaboration, and emotional intelligence. When women feel supported and included, it strengthens the entire industry and the connections we build with consumers."

— Ellie Newcombe, Executive Assistant to Shannon Coursey, EVP Sales & Marketing

"This industry has always been built on relationships, and I try to be one of those sharing opportunities, making introductions, and applying the work of people whose voices might not always be the loudest in the room. I've been fortunate to learn from generous mentors, so I try to carry that forward by listening intently, being accessible and supportive to colleagues who are earlier in their journey."

— Alexa D'Aquisto, Portfolio Director, New World

"I try to bolster my community by sharing what I've learned, supporting collaboration, and making others feel welcomed into the conversation. The wine world can feel intimidating at times, so I always want to help create an environment where people feel encouraged to ask questions, and find their place in the industry."

— Sheena Nueva, Marketing Coordinator

COMING SOON!



New Vintage Releases from
Domaine de la Romanée-Conti,
Domaines Leflaive – Maconnais,
and Esprit Leflaive

The highly anticipated annual releases from **Domaine de la Romanée-Conti**, **Domaines Leflaive – Maconnais**, and **Esprit Leflaive** are coming to a market near you! Stay tuned for more on these legendary producers next month.