

WINE BUSINESS MONTHLY

December 2016 • \$5.95

The Industry's Leading Publication for Wineries and Growers

www.winebusiness.com

T O P

WINE INDUSTRY

Leaders

50

2016 YEAR IN REVIEW

Top News • Top Deals • Top Hires • Top Products

Jeff Smith & Tony Biagi, Hourglass Wine Company, Napa, CA

Jeff: "Several years ago *WBM* ran an article on experiments run by Dick Smart on Cabernet yields relative to grape quality. It helped recalibrate my thoughts on pruning and appropriate crop loads."

Tony: "*Wine Business Monthly* fosters great industry camaraderie through highly educational and technical articles. Many winemakers, who might not be open to sharing ideas one-on-one, open up to *WBM* and offer very insightful and pertinent information. One article I found quite useful recently was a piece on crafting Cabernet Franc. So much great information presented by that panel."



NAME AND TITLE: Tony Biagi, winemaker; Jeff Smith, founder/CEO

WINERY NAME AND LOCATION: The Hourglass Wine Company is an estate-focused Napa Valley-based winery. We have two vineyards (Hourglass Estate in St. Helena and Blueline Estate in Calistoga), and produce and market a series of Bordeaux varietals from these vineyards.

ANNUAL CASE PRODUCTION: 5,000 cases

PLANTED ACRES: Four acres at Hourglass and 20 acres at Blueline Estate in Calistoga

CAREER BACKGROUND:

Tony Biagi: I have a 20-year history as a winemaker in Napa Valley after graduating from UC Davis. I went to Davis wanting to be a marine biologist, but I wound up majoring in fermentation science, specializing in winemaking. I've made wine at Duckhorn, Neal Family and Plumpjack before joining the winemaking team at Hourglass in 2012.

Jeff Smith: I grew up in Napa Valley and worked at Robert Mondavi and SKYY Vodka prior to redeveloping my family property (located in the pinch of Napa Valley's hourglass shape) into what is now the Hourglass Estate vineyard in the early 1990s. We added the Blueline Estate vineyard (in Calistoga) to the portfolio in 2006 and have since built into it our Olle Lundberg-designed cave winery where all Hourglass wines are now made.

WHAT HAS BEEN YOUR BIGGEST PROFESSIONAL CHALLENGE?

Tony: Patience! Allowing the process to unfold on its own timeline is critical in crafting fine wine.

Jeff: Understanding the complexities of wine chemistry and harnessing them to achieve specific stylistic objectives.

VARIETALS THAT YOUR WINERY IS KNOWN FOR: Hourglass' reputation was established by Cabernet Sauvignon, yet the Cabernet Franc may be our greatest achievement.