



W. Andrew “Andy” Beckstoffer

Few people have played a more pivotal, pioneering role in Napa Valley’s evolution into a world-class wine region than Andy Beckstoffer. Andy is the owner of Beckstoffer Vineyards which has roughly 4,000 acres of vineyards owned in Napa, Mendocino, and Lake Counties, including some of Napa’s most historic vineyard properties. These six exceptional "Heritage Vineyards" are To Kalon, Dr. Crane, Las Piedras, Missouri Hopper, Vineyard Georges III and Bourn, which all consistently produce wines that score 95+ points and above.

Andy, born in Richmond, Virginia, earned a B.S. in Engineering at Virginia Tech in 1961 and an M.B.A. at Amos Tuck School at Dartmouth in 1966. Andy founded Beckstoffer Vineyards at just 30 years old in 1970. In 1975, Andy was a founding Director and the second President of the Napa Valley Grapegrowers Association, in 1976 a member of the Napa County Planning Commission, and in 1983 a Director of the Winegrowers of California. In 1994, he was a founder and the initial President of the Rutherford Dust Society.

For the last 50 years, Beckstoffer Vineyards has been a leader in shifting wine industry perspectives, in agricultural preservation and in developing and implementing new vineyard technologies in the California premium North Coast area. Perhaps most notably, Andy introduced a new grape pricing structure in 1976, which created a major and lasting shift in how the California wine industry views the importance of wine growers and grape quality. In the 1980s and 1990s, his insistence that vineyard-designated wines are the best expression of wine produced from a single vineyard source lead to a surge in vineyard-designated bottlings, which today, are often viewed as a winery’s flagship wines.

Andy also played a major role in Napa County’s Winery Definition Ordinance (WDO), which brought about key measures for preserving agriculture in Napa Valley, as well as requirements than Napa wineries must have a minimum of 75% grapes from Napa in their wines. His enthusiastic investment in the Red Hills of Lake County since the late 1990s has helped the region begin to establish itself as a producer of ultra-premium Cabernet Sauvignon that can rival the best California has to offer. In 2019, he launched a groundbreaking research project dedicated to preserving Cabernet Sauvignon as Napa Valley’s prized grape in the face of climate change.

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Napa Valley, Mendocino County and the Red Hills of Lake County

Currently, Beckstoffer is one of the top 20 largest grape growers in California, the largest non-winery owner of Napa Valley and North Coast vineyards and the largest seller of premium wine grapes in the Napa and North Coast areas providing grapes to more than 100 premium wineries. In 2018, Andy sold 9,902 tons of Cabernet Sauvignon to wineries in Napa, Mendocino, and Lake Counties priced at \$45,617,000, making Beckstoffer Vineyards arguably the largest producer of Cabernet Sauvignon grapes, value-wise, in the world.

In 2001, Andy, and his wife of 60 years, Betty Beckstoffer were honored as St. Helena's "Citizens of the Year." Andy has been named Grower of the Year three times, by three different organizations: in 2005 by COPIA: The American Center for Wine, Food & the Arts, in 2006 by the Napa Valley Grapegrowers Association—their first bestowal of the award—and in 2015 by the California Association of Winegrape Growers. He was also named Agriculturalist of the Year twice, in 2007 by the Napa County Farm Bureau and in 2016 by the 12 District California Agricultural Association. In 2007, Andy received the Wine Industry Leadership Award, the first-ever United States Congressional Wine Caucus Commendation, and in 2010, he was inducted into the Vintners Hall of Fame. The *Wall Street Journal* in 2011 and the *Wine Spectator* again in 2017 named Andy "Most Powerful Grapegrower".