



David Beckstoffer
President and Chief Operating Officer
Beckstoffer Vineyards

The oldest of five children, David Beckstoffer spent his early childhood on the East Coast. When his father brought the family to California in 1969 to begin his career in the wine business, David was just eight years old. After spending his high school years in the Napa Valley, David headed to college in 1979 with no thoughts of returning to the sleepy agricultural valley that had so attracted his father.

After receiving a BS and MS in Structural Engineering at Stanford, he took a job in San Francisco as a specialist in earthquake-resistant structural design. Two years later, he decided to go back to school again, this time giving the other coast a try.

He received his MBA in 1988 from the Wharton School in Philadelphia during the peak of the mergers and acquisitions craze on Wall Street. As his friends accepted lucrative investment banking positions in New York, David decided to go home. He took a job in San Francisco with the construction giant Bechtel, structuring financing for large infrastructure projects throughout the world.

During his time away, the Napa Valley had changed from a quiet farming community to a dynamic, world-class wine-growing region. As Beckstoffer Vineyards prospered under his father's leadership, David saw an opportunity to return to his hometown, and bring some fresh perspective to the rapidly expanding family business.

In 1997, after nearly a decade in the corporate world, David joined his father at Beckstoffer Vineyards and soon learned that the intricacies of running a labor-intensive viticulture operation are often no less challenging than the complexities of large-scale construction projects. Since joining the company, his focus on streamlining operations and taking advantage of new technologies has served to help prepare the company for the challenges of the 21st century.

Throughout his career, David has been active in industry and community affairs. He is a former director of the Napa County Farm Bureau and a former Trustee of the Blue Oak School in Napa. From 2010 to 2012 he was President of the Napa Valley Grape Growers Association, supporting the organization's mission to preserve and promote Napa Valley's world-class vineyards.