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*"With Gold Medal Wine Club,
The Road to Great Wine
Begins at Your Door."*
www.goldmedalwine.com

VETERAN TEAM AT BAILEYANA GUIDING WINERY TO NEW HEIGHTS

More than thirty years ago, a visionary couple placed their confidence and family's money into some undeveloped acreage in the then unobtrusive Edna Valley with the expectations that the area would one day develop into a top caliber wine producing area.

The intuitive pair was Jack and Catharine Niven, at the time in their 50s, and their dicey venture into the rich soils of San Luis Obispo County is now the

stuff that often produces legend in the wine world.

To be sure, the Nivens road to success wasn't all that easy.

As part of an old Scottish seafaring family, Jack Niven's father John had founded the large Purity Stores chain that existed successfully in California during the 1930s through the 1960s. As the new 1970 decade approached, Jack looked for

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The Baileyana estate vineyard is located in the heart of beautiful Edna Valley within San Luis Obispo County.

Gold Medal Wine Club features two wines each month from only the best small wineries of California. Featured wines include those which have earned medals in the top wine-industry competitions or have been highly rated by a respected national wine publication. On occasion we feature a wine which is of high medal-quality, but due to its very limited availability or by preference of the wine producer, may not be submitted to these venues for review. Each and every selection is a superb wine made in small quantities and with limited distribution. There are over 1,000 wineries in California producing thousands of different wines. Only wines fitting the above criteria are considered in choosing the featured selections each month.



1999 ZINFANDEL

This is the second vintage of Baileyana Zinfandel and it continues the winery's **Gold Medal** winning ways with this varietal. An **88-Point** rating at the California State Fair Wine Competition is further proof the winery is on a high road with their Zinfandel program. It certainly helps to use fruit from the Central Coast's Paso Robles region, one of the premier spot for producing Zinfandel grapes. The area's warm days and cool coastal evenings are ideal for the development of intense varietal characteristics of black berry and plum. The 1999 Baileyana Zin shows very ripe Zinfandel fruit, enriched with black cherry and spice. Supple on the entry and well balanced, the wine offers deep, concentrated blackberry flavors, joined by a briary note and dusty spice in the lengthy finish. Pair it with big-flavored foods such as smoky pork ribs. 100% Zinfandel.



1999 CHARDONNAY

The Baileyana 1999 Chardonnay is a top quality wine boasting an inordinate amount of accolades. **Gold Medal** after **Gold Medal** and **multiple ratings in the 90s** validate that this is a Chardonnay worthy of high praise. "The blending of two wonderful vineyards has made this 1999 vintage a superbly elegant wine with hints of Asian pears, vanilla, lemon, honey, and pineapple. A long finish of bright fruit flavors with hints of citrus and pear round out this abundantly rich and well-balanced Chardonnay," says winemaker Christian Roguenant. *Restaurant Wine* magazine calls this wine, "**Excellent!** Fleshy and full bodied, this is a very ripely flavored Chardonnay, which tastes of pineapple, butterscotch, roasted nut, vanilla, toast and lemon peel. Long finish." Try it with a steamed clams appetizer followed by grilled sea bass. 100% Chardonnay.

WINE CREDENTIAL HIGHLIGHTS

1999 VINTAGE: *Gold Medal*—Taster's Guild International Consumers Wine Competition; **88-Points & Silver Medal**—California State Fair Wine Competition;
LEGACY: This is Baileyana's second vintage of Zinfandel, both have earned high regard. Made with fruit from the Zinfandel-rich Paso Robles area along California's Central Coast.

1999 VINTAGE: **94-Points & Gold Medal**—California State Fair Wine Competition; **93-Points**—California-Australia Shootout; **Gold Medal**—American Wine Society Commercial Wine Competition; **Gold Medal**—Monterey Wine Competition; ★★★★★ (4 1/2 Stars) *Restaurant Wine* magazine.

LEGACY: The flagship wine for Baileyana, always a blend of the best fruit available on the Central Coast.

Just the facts:

pH	3.61
Total Acid	.62 g/100 mls
Alcohol	14.1%
Cases Produced	1,252
Aged in French & American Oak	20 Months
Drink Now or Up to Year	2008+

Just the facts:

pH	3.40
Total Acid	.658 g/100 mls
Alcohol	13.7%
Cases Produced	7,804
Aged in French Oak	10 Months
Drink Now or Up to Year	2005+

GOLD MEDAL SPOTLIGHT

Even as a toddler, 30-year old John H. Niven has wonderful memories of his grandparents home, surrounded by vineyards in California's superlative Edna Valley.

"From the time I was little, we used to go there for our summer vacations," he recently related. "Even though I wasn't aware of the business associated with the place, I knew in my heart that it was special and that I was intended to be involved with it one day."

After growing up in California's Bay area, Niven completed his undergraduate studies at the University of Southern California, earning a business degree with a focus on entrepreneurship. He tried his hand at real estate but soon felt the calling of the grape. Niven spent a year taking courses at both UC Davis and Santa Rosa JC in order to broaden his knowledge about the wine business. With his family's full endorsement, he completed his wine industry studies and accepted a job with an Australian wine company as a marketing manager based in Monterey.

By 1998, Niven was ready for full involvement with the Niven Family's wine company and specifically the Baileyana Winery. Niven's cousin Michael Blaney, 38, was already an integral part of the growing business. Blaney was a Las

Vegas native who was formerly a high-ranking pit boss for several casinos and who had graduated from the University of Nevada Las Vegas. Blaney loved the wine industry and

John H. Niven is the tenth generation of the seafaring clan that originated in Scotland. Interestingly, all generations of males have been named John, even though John H.'s grandfather was generally known as Jack. The family moved west in the early 1920s from the Midwest, and has been a mainstay in Northern California for well over eighty years.

specialized in the operational side of the business.

Along with Niven, the two were instrumental in coaxing Christian Roguenant into joining their team and designing the world-class winery that bears Baileyana's name.

"I thought the three of us complemented each other quite remarkably," Niven added.

"We built the winery from the ground up and the three of us agreed on practically everything. Around Baileyana, there is very little ego involved. We are a real team and I'm very proud of that fact."

Niven also refers to a "young energy" within the winery that allows Baileyana to pursue its destiny at its own pace. Niven acknowledges the turning point in his career was the 1999 coming out party for Baileyana's first release that was made from start to finish at the winery.

"It was the first time that everyone involved felt that Baileyana was ready to meet the outside world," he continued. "The wines were really world-class down to the modernistic label that my Uncle Jim designed." We used about eighty percent of the grapes from our Estate vineyards and the finished wines were actually delightful. We intend to continue this winning formula for some time in the future."

Niven relies on his hard earned business expertise to continue growing the winery from its present 15,000 cases to a 40-50 thousand case level some time in the future. He is in no particular hurry, for Niven considers

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The team at Baileyana put on their finest to attend the annual Hearst Castle Charity Dinner. (Left to right: John & Lucy Niven, Michael & Stephanie Blaney, Lois & Christian Roguenant.)



WINE WIZARD

- 1) Many wine enthusiasts know that a Magnum size wine bottle is equivalent to two standard size bottles. Can you put in order from smallest to largest the following size bottles? *Salmanazar, Jeroboam, Nebuchadnezzar*. What is the equivalent number of standard size bottles each holds?
- 2) If raisins are dried grapes, are any wines made from raisins?
- 3) What does the term *Cuvée* mean?

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outside investments as a hedge for his family's long-term security. Catharine prompted her husband to explore a particular area known as Edna Valley that she found particularly attractive. Always the prudent businessman, Jack Niven hired the heads of UC Davis and Fresno State's viticultural departments to conduct sight tests on the property during their summer vacations. When he received

glowing reports about the area's future promise from both sources, he immediately purchased a six-hundred-acre tract about four miles from the Pacific Ocean.

The couple built a house there and planted their first varietals as the Paragon Vineyard on what they called the Tiffany Ranch. By the mid-1980s, Catharine Niven started producing a small amount of wine that she began selling as Tiffany Hill Winery, after their property's name. As such, she became the first female winery proprietor in the Central Coast and one of the first in the entire country. Most of her production was sold locally, or within California, and eventually a contract was made to sell some wines in New York.

Everything went smoothly until the president of New York jewelry icon Tiffany's, happened upon the new wine brand. Incensed, he threatened the small winery with a suit if the name wasn't immediately changed.

Catharine Niven considered the alternatives and decided against a costly court battle that could conceivably hurt her fledgling winery. She looked around for another name and finally settled on a street name from Hillsboro, California where the family maintained another home. The street was named Baileyana and her winery name was soon changed.

Meanwhile, the Niven family had continued its investment both in

the wine business and also in the emerging Edna Valley. Paragon Vineyard Company was established to sell wines throughout the country and the Niven family acreage had now grown to nearly a thousand acres. During the period, a mutual partnership with Edna Valley Winery was also forged. Fifteen hundred additional acres in Paso Robles and Santa Maria were also planted and, along with increased vineyards in Edna Valley, were placed under the Niven family's immediate care.

As Jack and Catharine Niven advanced in age, the next generation of Nivens assumed the role of leadership in the Baileyana Winery. Sons John and Jim became involved in various aspects of the business and slowly grew the winery until it reached the 3,000 case mark in the mid to late 1990s.

By then, another generation of Nivens had indicated a willingness to become involved in the family's wine business. John Niven's son, John H. (see spotlight for explanation of Niven family names) Niven entered the business along with his cousin, Michael Blaney and decided to advance Baileyana Winery to the next level.

The pair sought out international help and was successful in luring veteran Burgundian winemaker Christian Roguenant to cast his lot with Baileyana. Roguenant utilized his wine experience gleaned from five continents to design and build a state of the art winery that must be

considered the finest such facility existing on today's Central Coast. The complex is perched on a knoll overlooking the entire Edna Valley and is a testament to Roguenant's vision for the dramatic and unusual and the Niven family's willingness to embrace a project that will be considered innovative by most onlookers.

The winery's focal points are huge double paneled windows at each end of the winery's massive bays that permit sunlight and incredible vistas to an area that is usually dark and damp in most winery environments.

Roguenant views the situation simply. "While keeping mildew down, we can turn off rows of lights and conserve energy while enjoying



Baileyana Winery is a state-of-the-art facility from top to bottom, designed and built to winemaker, Christian Roguenant's specifications.

the view," he states flatly. "I've seen wineries all over the world and our winery is compact, versatile and easy to operate."

From Baileyana's early success, it is evident that Christian Roguenant's words are probably an understatement. 🍷

ANSWERS TO WINE WIZARD

1) From smallest to largest: 1) Jeroboam, equivalent to 6 standard size bottles; 2) Salmanazar, equivalent to 12 standard size bottles; 3) Nebuchadnezzar, equivalent to 20 standard size bottles. A standard size wine bottle holds 750 milliliters., equivalent to 27 fluid ounces. This size has changed very little since glass was first used as a wine container. It is said that the size was originally determined by the size of a container conveniently blown by a glassblower's lungful of air. The explanation of size has also been described as simply a suitable ration of wine for two people at one sitting.

2) The answer is: Yes. The grapes can either be left to raisin on the vine or dried after harvest. The evaporation of water from the grapes concentrates the sugar and flavors, resulting in a wine of intense character. The most famous such wine in the world is Amarone. Produced in the Italian province of the Veneto, around the city of Verona, Amarone is made by laying very ripe grapes (Corvina grapes, to be exact) on straw mats for three to four months, then pressing them into wine. Amarone is Port-like in body and powerfully rich.

3) In general terms, *cuvée* can be used to mean any blend of wine and therefore wine labels often carry meaningless descriptions incorporating the word. **Tête de cuvée**, on the other hand, is occasionally used for the top bottling of a wine producer. In champagne production, *cuvée* is a name for the first and best juice to flow from the press. The blend of base wines assembled for second fermentation in the bottle, is also known as the *cuvée*. Thus the term is often used in many sparkling wine names.





FOOD FOR THOUGHT

HERB AND SPICE ROASTED CORNISH GAME HENS

"This is a very simple dish that showcases the rich flavors of the Baileyana Chardonnay."

Serves 5-6 as an entrée.

3 Cornish game hens, livers and gizzards removed and rinsed

3 whole cloves garlic, peeled

2 large shallots, peeled and quartered

3 large sprigs of fresh rosemary

1 teaspoon salt

1 1/2 tablespoons Dijon mustard

1 1/2 tablespoons coarse-grained mustard

2 teaspoons fines herbes (see note)

1 teaspoon sweet paprika

1 teaspoon fennel seed, crushed

1/2 teaspoon freshly ground black pepper

3/4 teaspoon red pepper flakes

Preheat oven to 350. Place game hens in a large ovenproof baking dish. Place 1 clove garlic, several pieces of shallots, and 1 rosemary sprig into the cavity of each game hen. Rub 1/2 teaspoon salt into the cavity of the hens.

In a small bowl, combine mustards, fines herbes, paprika, fennel seed, pepper, red pepper flakes and remaining 1/2 teaspoon salt and whisk thoroughly. Coat game hens thoroughly with mixture.

Place in oven and roast for 1 1/4 hours, or until juices run clear. Remove from oven and serve with buttered corn and mashed potatoes.

Note: Fines Herbs is a classic French mixture of dried chervil, chives, parsley, and tarragon, available in finer supermarkets.

BASIL FETTUCCINE WITH SUN-DRIED TOMATOES, OLIVES AND PROSCIUTTO

"This hearty, Mediterranean-style pasta is a classic match with Zinfandel."

Serves 2-4 as an entree

2 tablespoons olive oil

3/4 tablespoon chopped garlic

1 cup sliced yellow onions

1 1/4 cups sliced crimini or shitake mushrooms

3/4 cup Zinfandel or other red wine

1 cup julienned sun-dried tomatoes, packed in oil

3/4 tablespoon tomato paste

3/4 cup tomato sauce

2/3 cup pitted, chopped Kalamata olives

3 tablespoons chopped fresh basil (1 1/2 tablespoons dried)

1 tablespoon toasted fennel seed

1 tablespoon balsamic vinegar

Salt & fresh ground pepper

1 1/4 pounds fresh or dried basil fettuccine noodles
(plain can be substituted)

1/2 cup freshly grated Parmesan cheese

3 ounces prosciutto, julienned

1/4 cup chopped toasted walnuts

In a medium skillet, heat olive oil over medium heat. Add garlic, onions, and mushroom and sauté for 3-4 minutes, until onions are translucent. Add wine, tomatoes, tomato paste, tomato sauce, olives, basil, fennel seed, and balsamic vinegar and simmer, stirring frequently, until sauce begins to thicken slightly, about 8 minutes. Reduce heat and keep warm. Add a little more wine if the sauce thickens too much. Season to taste, being careful not to add too much salt since prosciutto will add saltiness to the dish.

In a large pot of salted boiling water, cook fettuccine for 3-5 minutes, or until cooked "al dente". Drain water from pot then transfer fettuccine back to the pot and place over medium heat.

Divide noodles evenly on plates. Spoon sauce over noodles. Top with evenly divided Parmesan, prosciutto, and walnuts. Serve immediately.



A healthy cluster of Chardonnay grapes hangs from the vine in Baileyana's estate vineyard.

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Baileyana Winery to exist within the best of both worlds.

"I realize that most people consider us a really high tech winery," he explained. "And they are probably right. What most people don't realize is that Baileyana possesses a most traditional approach to winemaking. We do not cut corners and take care to insure that the basics are well covered.

Christian, Michael and I agree most conclusively on that and we are unlikely to change our minds."

John is particularly proud of his Firepeak Vineyard, a low yielding parcel of land that produces particularly intense fruit. His family's thirty years of research and grape growing expertise is centered on Firepeak, which is expected to be the Niven Family jewel of estate vineyards. Its soil content includes

JUDGE-THE-WINES RESULTS

In this section we publish the cumulative, on-going tallies of the Judge-the-Wines Scoresheets which are provided in each delivery of wine and mailed back in by Club members. We believe it is fun as well as educational to think about and record the different characteristics of the wines you sample. No matter how acute you think your palate is, the person next to you will probably have a different thought or opinion about a certain characteristic of the wine you are sampling. It can also prove beneficial to record your impressions of the wine for reference at a later date.

Below are the most recent tallies of the Scoresheets returned. Gold Medal Wine Club specializes in featuring small-sized wineries and small-production wines. Depending on availability from the winery, all members may not receive every wine that is listed below. The Scoresheet results which are printed in green indicate the wine selections that as of press time are still available for reorder.

Camden Court 2000 Cabernet Sauvignon

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	98%	2%	0%

Perry Creek 2000 Zinfandel, "ZinMan"

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	93%	5%	2%

Paraiso Springs 1999 Chardonnay

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	90%	5%	5%

Optima 1998 Cabernet Sauvignon

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	95%	5%	0%

Camden Court 2000 Chardonnay

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	97%	2%	1%

Perry Creek 2000 Couteau de Michel

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	91%	6%	3%

Handley 1997 Brut

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	95%	3%	2%

Optima 1999 Chardonnay

MEDALS:	GOLD	SILVER	BRONZE
RESULTS:	93%	5%	2%

The above wines were recently featured. Due to space limitations the entire list of available wines is not listed—please call to inquire about other previous favorites.

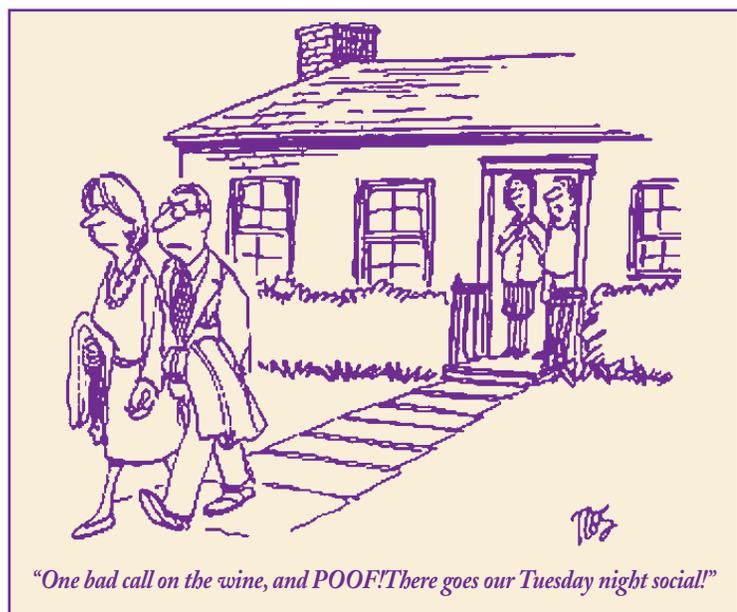
■ Indicates wine is still available

clay loam and marine sediment that is joined by volcanic elements from Islay Mountain, at whose base Firepeak Vineyard sits.

While Niven smiles confidently when mentioning Firepeak, he is more concerned with the impending birth of his first child. Niven's wife Lucy will soon deliver the couple's first child and have already been told the baby is a boy.

The name had already been chosen and, to no one's surprise, his first name will be John.

For obvious reasons, the parents intend to call the baby Jack, after his great-grandfather. 🍷



"One bad call on the wine, and POOF! There goes our Tuesday night social!"

THE GRAPEVINE

Comments from us and Club members

We knew the Camden Court wines were great bottles of wine but WOW, the response to these wines went over the top! Reorder sales are on a pace to surpass last year's record setting Optima wines. The good news is that we bought plenty of it (in fact, *all* of it the winery produced), and still have both wines available at incredible prices.

You may recall from reading one of the previous issues of *The Wine Press* that we are increasing the frequency of our drawings for a half-case of FREE wine! Instead of quarterly drawings, they will now be held on a monthly basis. The lucky winner drawn from January's barrel full of Wine Tasting Scoresheets is **Bill Graves** of South Carolina! Bill has been a Club member for one year and needless to say was very happy to win. His choice of wine? The Andrew Murray 2000 Esperance—great wine. Send in your Scorecards now to be eligible for the next drawing!

[The Camden Court 2000 Reserve Cabernet] was as smooth as silk. The aftertaste lingered on and on. What a great Cabernet!
Sherry Schayot, Score 55

[Camden Court 2000 Reserve Cabernet] Glad children came through again and gave us a year's membership; next to loving our children, we love your wine. We are glad to be back!
Karisue Kujawski, Score 55

[The Camden Court 2000 Reserve Cabernet was] Excellent, with real promise to age well!
Kenneth E. Smith, Score 55

Maximum score is 55. Members who send in their wine ratings on the provided Scoresheets are eligible to receive a bonus half-case of any Gold Medal Series wine that is in stock if your name is drawn. Drawings are held each month. (Maximum of one Scoresheet per wine per membership)...GMWC

R E O R D E R

French winemaker, Christian Roguenant, formerly the head enologist for Champagne Deutz, now directs the winemaking team at Baileyana Winery. Since his arrival in 1998, Baileyana has won a plethora of Gold Medals including the fabulous selections featured this month.

BAILEYANA WINERY	Retail Price		Club Price		Club Price	
	Winery-Direct		2-Bottle Members		4-Bottle Members	
1999 Zinfandel Paso Robles	Half Case-6	\$108	\$84	(22% Off)	\$78	(28% Off)
	Full Case-12	\$216	\$157	(27% Off)	\$144	(33% Off)
1999 Chardonnay Monterey	Half Case-6	\$108	\$82	(24% Off)	\$75	(31% Off)
	Full Case-12	\$216	\$149	(31% Off)	\$139	(36% Off)

Reorder Hotline: 1-800-266-8888

Reorder Faxline: 1-800-266-8889

www.goldmedalwine.com

**Availability is very limited.*

Note: Shipping and tax (if applicable) not included in the above prices. Call for details.