



Accendo  
Estate





Since its founding by the Araujo family in 2013, Accendo has crafted classic Napa Valley Cabernet Sauvignon and Sauvignon Blanc, with aspirations to be recognized as one of the world's finest wines.

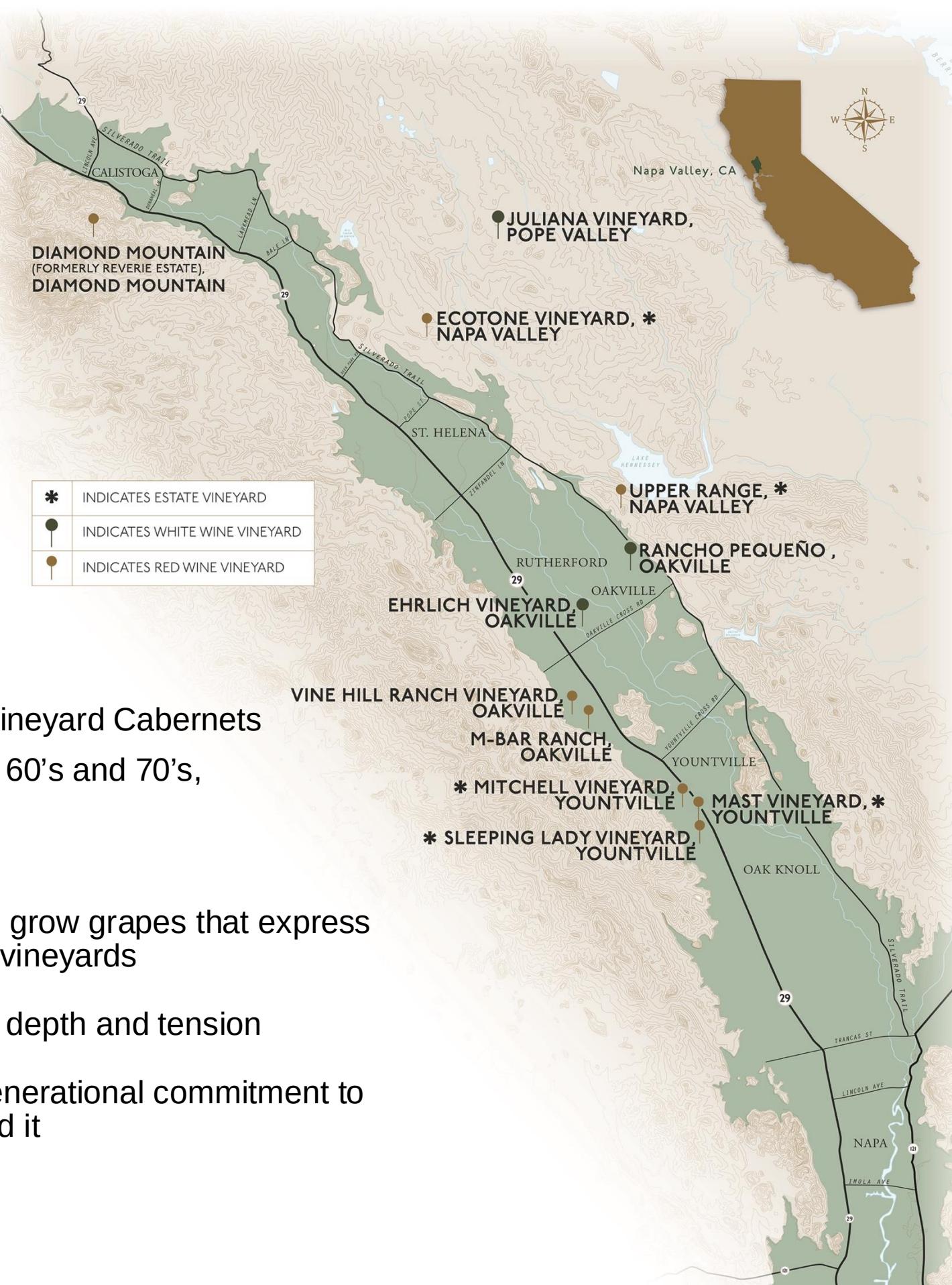
As the longtime grapegrowers for Accendo, we are honored to carry forward this legacy of distinction. Accendo Cellars is now Accendo Estate.

This transition isn't about reinvention. It's about honoring Accendo's exacting standards through shared values and a generational commitment to excellence.



winemaker  
**NIGEL KINSMAN**

Making wine since 2006,  
with Accendo since 2015



Inspired by the iconic, multiple-vineyard Cabernets of Napa produced in the 1950's, 60's and 70's, Accendo is committed to:

- Precision farming with a goal to grow grapes that express each of our world-class, estate vineyards
- Crafting joyful wines of finesse, depth and tension
- Continuing our family's multi-generational commitment to the land and the hands that tend it





Farmers first,  
but with deep wine industry  
knowledge...



Jack Bittner

- Former managing partner of Ovid and president of Cliff Lede Vineyards
- Schramsberg Board of Directors, Chair of Finance Committee
- Former chair of Napa Valley Vineyards and president, Stags Leap Winegrowers
- B.A. Boston College, M.B.A. UC Davis

Giancarlo Bettinelli

- Napa viticultural heritage dating back to the 1800's
- Founded a real estate investment firm in the southwest
- Came back to Napa in 2008 to work with brother-in-law, Paul Goldberg to manage Bettinelli Vineyards
- B.S. Ag Business and Viticulture from Cal Poly

Paul Goldberg

- Named 2024 Napa Valley Grower of the Year by the Napa Valley Gapegrowers
- Past-president of the Napa Valley Gapegrowers and the current president of the Napa Valley Farmworker Foundation
- B.S. Viticulture from Cal Poly



## Sales and Operations Expertise



**Brett Davis, MS**

**National Sales Director**

Brett began his culinary career at 15 and rose into leadership roles at nationally acclaimed restaurants like Commander's Palace (New Orleans), Michael's (Santa Monica), and Geronimo (Santa Fe). As the founding partner and COO of Falls City Hospitality Group, he developed multiple restaurant concepts across Louisville and Nashville.

Brett spent ten years as Sales Director with Vintner Select and later joined Gallo, advancing to National Director of Luxury Sales before moving to his current role with Accendo Estate.

In 2009, he became the 100th U.S. Master Sommelier - a distinction held by just 282 people worldwide as of 2025. He is also an in-demand speaker and educator, mentoring the next generation of wine and hospitality professionals.



**Quincy Selbach**

**Director of Operations**

Quincy's responsibilities include strategic management of sales operations for DTC, 3-Tier and in-house channels, compliance, financial controls, supply chain ordering and fulfillment, as well as importing.

She joined Accendo with nearly 30 years of experience in the wine industry working with reputable brands including Robert Mondavi Winery, Wilson Daniels, LTD and most recently Quintessential Wines.



Napa Valley  
**SAUVIGNON BLANC**  
2023

*“The 2023 Sauvignon Blanc offers a striking mix of vibrancy and mid-palate creaminess. White flowers, mint, crushed rocks and lemon peel all grace this airy, delineated Sauvignon Blanc. This classy, polished white will drink well for a number of years.”* - Antonio Galloni, Vinous

#### PHILOSOPHY

- Inspired by both Graves from Bordeaux and select New World Sauvignon Blanc
- An exquisitely balanced wine that possesses a delicacy and artfulness that can only come with a winemaking philosophy that honors the integrity of the fruit and the vineyards' terroir.

#### TASTING NOTES

On the nose, inviting aromas of Asian pear and quince blend with delicate floral hints of lemon verbena and chamomile tea. The palate is rich and multi-layered, showcasing a complex mix of flavors. Fine herbs add a savory touch, while a hint of nori introduces an intriguing umami note, balancing the bright fruit and floral nuances. The wine's texture is creamy yet maintains a lively freshness, ending with a long, satisfying finish.

#### VARIETAL BLEND

71% Sauvignon Blanc, 19% Semillon, 10% Sauvignon Musqué

#### ACCOLADES

**95**  
points

Decanter

**93**  
points

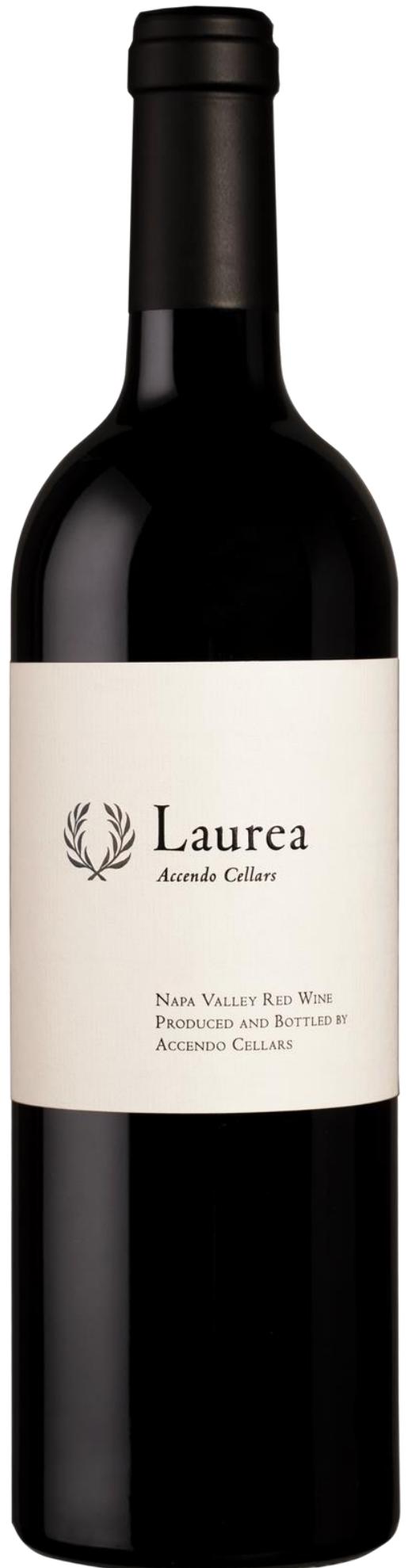
vinous



## NAPA VALLEY RED GRAPE VINEYARD SOURCES

*	INDICATES ESTATE VINEYARD
●	INDICATES WHITE WINE VINEYARD
●	INDICATES RED WINE VINEYARD





Napa Valley  
**LAUREA**  
2022



*“The 2022 Cabernet Sauvignon Laurea is a terrific wine to drink now and over the next handful of years. Dark cherry, blackberry, graphite, lavender, licorice and espresso are front and center. This juicy, resonant Cabernet Sauvignon offers notable immediacy in a plush, open-knit style that is quite appealing.”* - Antonio Galloni, Vinous

#### PHILOSOPHY

- Bordeaux-style red blend, labeled as Cabernet Sauvignon starting with the 2023 vintage
- Bright fruit and soft tannins
- Ready to be enjoyed on release

#### TASTING NOTES

This vintage of Laurea opens with a captivating bouquet of ripe blueberries, blackberries, and blackcurrants, interlaced with notes of leather, subtle hints of cedar, warm loamy earth, and a touch of baking spices. Layers of red fruit awaken the palate with bright acidity, supported by silky tannins and an elegant structure. As the wine unfolds in the glass, a gentle suppleness emerges with a surge of vibrant energy. The wine's deft balance creates a charming and approachable character, while its long finish leaves a lasting impression.

#### VARIETAL BLEND

94% Cabernet Sauvignon, 6% Petit Verdot

#### ACCOLADES

95  
points

Decanter

92  
points

vinous



Napa Valley

## CABERNET SAUVIGNON 2022

*“The 2022 Cabernet Sauvignon is fabulous and clearly one of the wines of this very challenging year. Succulent dark red fruit, espresso, mocha, licorice and rose petal all meld together. More than anything, though, I am so impressed with the wine’s balance.”* – Antonio Galloni, Vinous

### PHILOSOPHY

- Inspired by the iconic wines of Napa Valley produced in the 1950s, 60s, and 70s that were blends from outstanding vineyards.
- Emphasizes elegance, balance, freshness and finesse. Accessible at a young age, yet with the concentration and complexity required for extended cellaring.

### TASTING NOTES

Around Napa Valley, 2022 is known as “the tale of two harvests,” making it one of the most unique vintages in recent history. The red wine harvest quickly followed the whites, which kicked off in early August. The typical gap between the white and red wine harvest was almost nonexistent, and the frenzied pace continued until the rains provided a much-needed break. With climate variability as the new normal, Napa Valley grape growers aim to be adaptable, and that preparation paid off in 2022 as growers faced triple-digit heat over five days in September, quickly followed by rain that brought a little reprieve from the heat. After the rain, our grapes left to hang through mid-October, enjoyed mild weather days that allowed us to wait for perfect ripeness. The resulting red wines possess excellent structure with deep red colors, luxurious tannins, and exquisite fruit-forward aromatics.

### VARIETAL BLEND

92% Cabernet Sauvignon, 8% Cabernet Franc

### ACCOLADES

98  
points

**JEB DUNNUCK**

95+  
points

**vinous**

97  
points

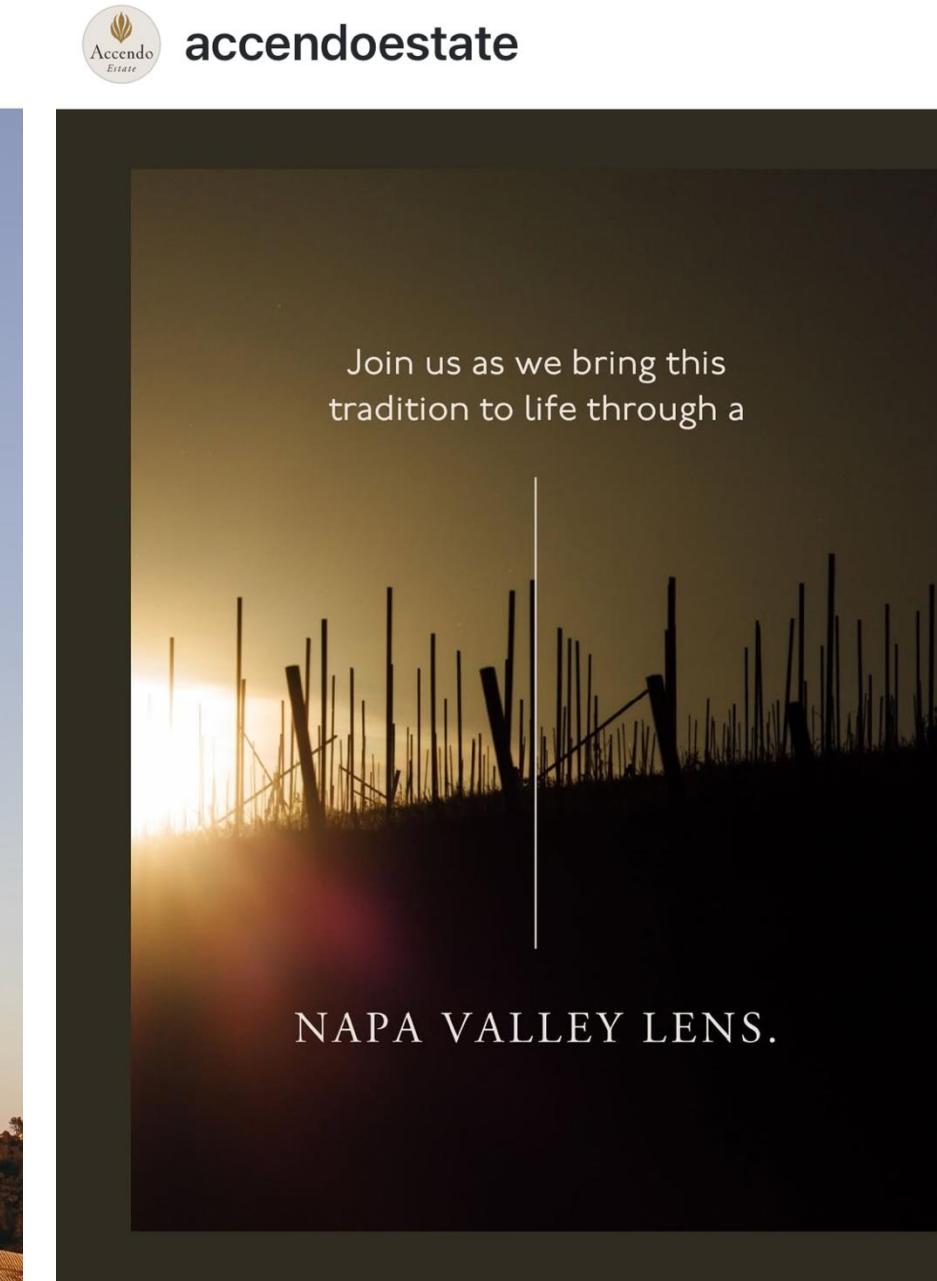
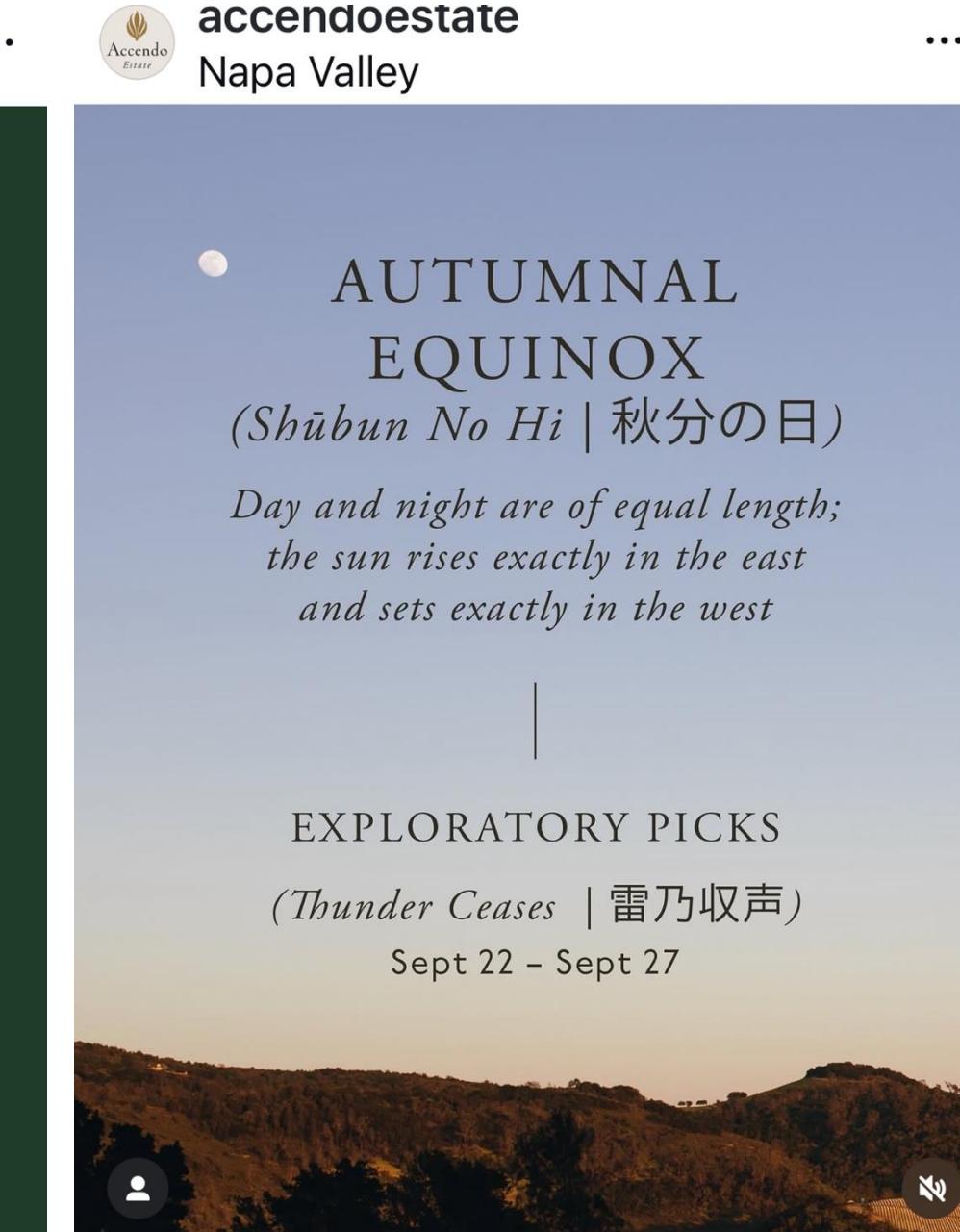
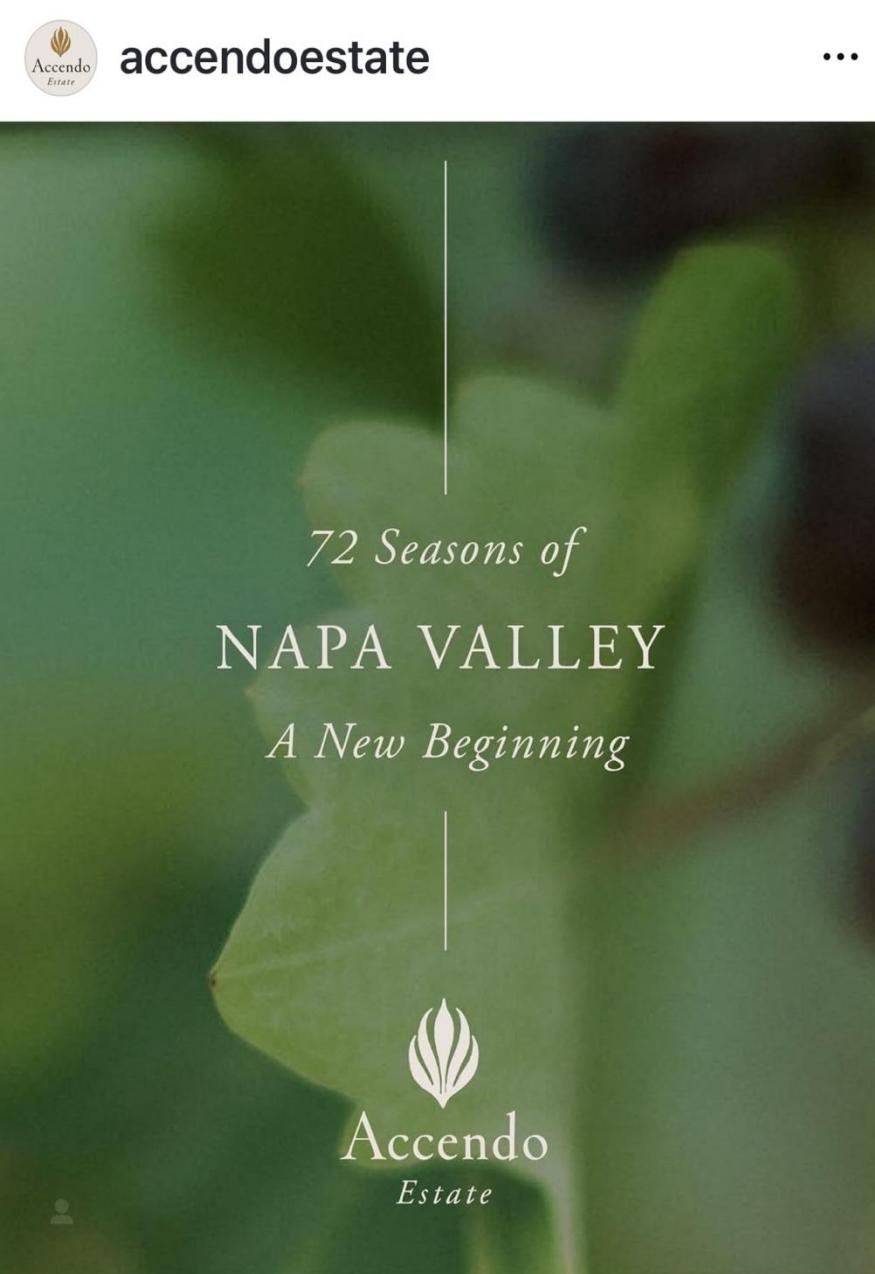
**Decanter**

96  
points

*Robert Parker*  
WINE ADVOCATE



# The 72 Seasons of Accendo Estate



@accendoestate



THANK YOU

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