



# CIA SOMMELIER SUMMIT

April 24 – 26, 2016 | Napa Valley, CA

## PROGRAM SCHEDULE

### SUNDAY, APRIL 24

#### PRE-SUMMIT SESSIONS

10 a.m.

#### **Yoga in the Vineyard**

*Cain Vineyard*

Lay the “ground” work for three days of exclusive instruction and deep discussion with Associate Professor of CIA Wine and Beverage Studies and Certified Yoga Instructor, Christie Dufault. Center yourself by connecting with your body and awakening your senses in the inspirational Cain Vineyard on Spring Mountain with Christopher Howell, Wine-Grower/General Manager, joining in on the discussion. Discover how mindfulness can help develop your tasting and hospitality skills. Enjoy a healthy and fulfilling lunch at the winery.

Presenter: **Christie Dufault**, Associate Professor – Wine & Beverage Studies, CIA at Greystone

10:00 a.m.

#### **The View from Pritchard Hill**

*Pritchard Hill*

Is Napa Valley’s best kept secret Pritchard Hill? With the help of Master Sommeliers Jay James and Paul Roberts, plus winemaker Nile Zacherle you’ll get the insider’s tour of this remarkable area, home to 16+ wineries, but only 350 acres of vines. Learn what makes this such a special, sought-after, unofficial Napa Valley sub region and why it is considered one of the best sites for growing grapes in the valley from those who know it best.

Presenters: **Jay James, MS**, Director of Sales & Marketing, Chappellet Winery  
**Paul Roberts, MS**, COO, Colgin Cellars  
**Nile Zacherle**, Winemaker and Viticulturist, David Arthur Vineyards and Montagna Napa Valley

10:30 a.m.

#### **Bocce at Trinchero Family Estates**

*Trinchero Family Estates*

The wine dude abides. Join vintner and St. Helena native Josh Phelps of Taken Wine Company for Sunday brunch and bocce ball. Learn Napa Valley’s favorite pastime, as well as a little bit about Taken Wine Company, Josh’s winery collaboration with childhood buddy Carlo Trinchero. Their philosophy is simple, “Craft great wines to share with friends.” Master the technique of holding wine in one hand, while rolling your bocce ball with the other during a little friendly competition.

Presenter: **Josh Phelps**, Winemaker/Partner, Taken Wine Company

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**1 p.m.**      **REGISTRATION**  
*Atrium*

**1 p.m.**      **High Energy Tasting Warm-Up – Red Wine Edition**  
*Herb Terrace*

These tastings are the perfect way to get your palate ready, willing and able. Located outside on the Herb Garden Terrace, each station will provide a unique challenge for your senses, focusing this year on the evaluation and characteristics of red wines from around the world. The open-format of this tasting allows you to quickly calibrate your palate while getting professional coaching and feedback from your station host.

Presenters:      **Gillian Balance, MS**, Education Manager, Treasury Wine Estates  
                      **John Buechsenstein**, Adjunct Instructor - Wine & Beverage Studies, CIA at Greystone  
                      **Willi Sherer, MS**, Sommelier/Wine Producer, Remix Wines/Redd Restaurant  
                      **Geralyn Brostrom**, Adjunct Instructor - Wine & Beverage Studies, CIA at Greystone  
                      **Dennis Kelly, MS**, Owner, Protégé

**2:15 p.m.**      **Welcome**  
*Ecolab Theater*

Presenters:      **Thomas Bensel '76**, Managing Director, CIA California  
                      **Mark Erickson '77, CMC**, Provost, CIA

**2:25 p.m.**      Opening Remarks  
                      **Witness to the Wine Revolution: A Forty Year Perspective**  
*Ecolab Theater*

What was the restaurant, wine world, and sommeliers' influence 40 years ago versus today? Sommelier Summit emcee discusses the transition in American wine drinking during those amazing four decades.

Presenter:      **Kevin Zraly**, Author and Wine Educator

**2:45 p.m.**      General Session I  
                      **Turning the Stone: Reflections of an American Sommelier**  
*Ecolab Theater*

One of the best known and most influential Master Sommeliers of our time, known for his work at Charlie Trotter, Rubicon and now as Lingua Franca vintner, Larry Stone shares the stories of his career along with marching orders for the next generation of sommeliers.

Presenter:      **Lawrence Stone, MS**, CEO, Lingua Franca Wines

**3:30 p.m.**      **Break**  
*Atrium*

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- 4 p.m.**      **General Session II**  
**Tasting in 3D**  
*Ecolab Theater*  
Tasting beverages professionally is a multi-sensory experience with a variety of methodologies. None of these methods are necessarily better than the other, but all of them showcase just how sophisticated our human senses are. Join Master Sommelier and Master of Wine, Doug Frost, as he creatively demonstrates several of these methodologies and learn new ways of evaluating wines from different perspectives and even dimensions.
- Presenter:      **Doug Frost, MS, MW**, Chief Engagement Officer, Full Circle Wine Solutions
- 5:15 p.m.**      **Closing Remarks**  
*Ecolab Theater*
- 5:30 p.m.**      **Reception: Rocks of Ages**  
*Vintners Hall of Fame*  
A decade by decade tribute to the ever-changing vino-scape that is the Napa Valley. Join vintners, winemakers and local wine experts in exploring and tasting the past, present and future of this world-class region.
- Featured Wineries:** Blackbird Vineyards, Broman Cellars, Duckhorn Vineyards, Frog's Leap, Inglenook, Joseph Phelps Vineyards, Lewis Cellars, Nellcôte, Nichelini Family Winery, Pahlmeyer, Pope Valley Winery, Robert Biale Vineyards, Schermeister Cellars, Schramsberg Vineyards, Spottswoode Estate Vineyard & Winery, Stony Hill Vineyard, Tate Wines, The Mascot, Three Clicks Wines, Trefethen Family Vineyards, Truchard Vineyards
- SPONSORED BY *Napa Valley Vintners***
- 7 p.m.**      **Program Concludes for the Evening**

## 2016 CIA Sommelier Summit

### **MONDAY, APRIL 25**

**8 a.m.**            **Napa Valley Breakfast**  
*The Bakery Café*  
**SPONSORED BY Starbucks**

**9 a.m.**            General Session III  
**Riesling: Old World, New World, Out of this World**  
*Ecolab Theater*  
Riesling may, in fact, be one of the most talked about and well pondered wine grapes in the world, from its purity of flavor, diversity of styles, ageworthy-ness, food friendliness and finally, ability to spontaneously translate terroir into expression. Discover the universal appeal of this transcendent fruit through in a global tasting with Tim Gaiser, a man who believes that Riesling “might actually be able to make him dance.”

Moderator:       **Tim Gaiser, MS**, Adjunct Instructor - Wine & Beverage Studies,  
CIA at Greystone

Presenters:       **Petra Thieriot**, Director, Dee Vine Wines  
**Ernst Loosen**, Owner, Dr. Loosen  
**Rob Bigelow, MS**, Senior Director, Wine Education, Ste. Michelle  
Wine Estates  
**David Schildknecht**, Wine Critic, Vinous

**11 a.m.**            **Break**  
*Atrium*  
**SPONSORED BY Starbucks**

**11: 15 a.m.**      **BREAKOUT SESSIONS – Group 1**

Session 1  
**Bonneau du Martray: Crown Jewel of the Cote d’Or**  
*Rudd Center, 2<sup>nd</sup> Floor*  
*Napa Valley Vintners Sensory Classroom*

There is simply no better way to understand what makes a grand cru - a near miraculous interaction of land, grape and winemaking - than to experience one fully in the company of this panel of wine experts. While tasting a vertical selection of Grand Cru White Burgundy curated by the owner of the most legendary estate in the region, Bonneau du Martray, you will learn this history, philosophy and stories of this property, which has remained intact for over 1200 years.

Moderator:       **Rajat Parr '96**, Winemaker, Domaine de la Côte

Presenters:       **Suzanne Chambers**, President, Chambers & Chambers Wine Merchants  
**Jean-Charles Le Bault de la Morinière**, Vigneron, Bonneau du  
Martray

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### Session 2

#### **Wines of Greece: Sunny Santorini**

*Rudd Center, 1<sup>st</sup> Floor*

*Viking Corporation Sensory Classroom*

Despite its ancient history of winemaking, the island of Santorini is enjoying a winemaking renaissance with plantings of vineyards increasing amid the luxurious tourism for which the island is widely known. Santorini's winemakers treasure the unique, singular terroir of the island and prize both the classic vin santo and a truly unique white wine – made from the assyrtiko grape. In this session, we'll taste and learn what makes Santorini the "it girl" of the wine world.

Moderator: **Levi Dalton**, Host, I'll Drink To That! / Wine Editor, Eater NY

Presenters: **Doug Frost, MS, MW**, Chief Engagement Officer, Full Circle Wine Solutions  
**Gillian Balance, MS**, Education Manager, Treasury Wine Estates

### **SPONSORED BY *Wines from Santorini***

### Session 3

#### **Somm Circuit Training: The Next Level**

*Williams Center for Flavor Discovery*

Condition your nose, calibrate your palate, and sharpen your skills through this interactive breakout session. This high-intensity workout is comprised of a series of lightning-round blind tasting challenges. Our team of Master Sommeliers, will rapidly rotate you through several tasting stations, while you learn from them first hand their secrets to blind tasting.

Moderator: **Robert Bath, MS**, Professor – Wine & Beverage Studies, CIA at Greystone

Presenters: **Andrea Robinson, MS**, Author and Educator, The ONE/Andreawine.com

**Will Costello, MS**, Wine Director, Mandarin Oriental Las Vegas

**Paul Roberts, MS**, COO, Colgin Cellars

**Rob Bigelow, MS**, Senior Director and Wine Education, Ste. Michelle Wine Estates

**Dennis Kelly, MS**, Owner, Protégé

**Willi Sherer, MS**, Sommelier and Wine Producer, Redd Napa Valley and Remix Wines

**Madeline Triffon, MS**, Wine Specialist & Sommelier, Plum Market

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Session 4

### **Parallel Languages: Farmstead Cheese and Estate Grown Wine**

*DeBaun Theater*

Winemakers who farm their own grapes often approach winemaking differently than the négociant model of out-sourcing grapes, and the same can be said for cheese makers who own and raise the animals that provide the milk for their cheeses. There even exists a parallel language in the production of estate grown wines and farmstead cheeses, as well as federal regulations that apply to the production and labeling terminology of both. In this session, you will taste and begin to unravel the lexicon of farmstead cheeses and estate grown wines from top quality producers of each.

Moderator: **Christie Dufault**, Associate Professor – Wine & Beverage Studies, CIA at Greystone

Presenters: **Soyoung Scanlan**, Owner/Cheesemaker, Andante Dairy  
**Sarah Cahn Bennett**, Co-Owner/General Manager, Navarro Vineyards  
**Colette Hatch**, Madame de Fromage, Oliver's Markets

**12:45 p.m.**

### **Lunch**

*Wine Spectator Greystone Restaurant*

**SPONSORED BY *Wines of Chile***

**2 p.m.**

General Session IV

### **En Fuego - Spirits of the Americas South of the Border**

*Ecolab Theater*

There's nothing hotter in the spirit industry right now than Cachaca, Tequila and Pisco. All three of these spirits have colorful histories, and they all have unique affinities for making cocktails that's inspiring legions of mixologists. Join Doug Frost and this panel of experts as they head south of the border to explore classic artisanal producers of each spirit and their unique production methods. You may never come back!

Moderator: **Doug Frost, MS, MW**, Chief Engagement Officer, Full Circle Wine Solutions

Presenters: **Duggan McDonnell**, Master Blender, Campo de Encanto Pisco  
**Tomas Estes**, Tequila Ambassador to Europe, Tequila Ocho  
**Lucia Gonzales**, Agave Expert, Del Maguey

Demo: **Scott Beattie**, Writer and Beverage Director, Meadowood Resort Estate

**3 p.m.**

### **Break**

*Atrium*

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### 3:30 p.m. BREAKOUT SESSIONS – Group 2

#### Session 1

##### **Lost in Wine Translation**

*Rudd Center, 1<sup>st</sup> Floor, Viking Corporation Sensory Classroom*

Have you ever found a guest completely losing interest or getting that “deer in the headlights” look as you’ve talked about Pinot Noir clones, Hungarian puncheons, or DOCG? While we hope our wine knowledge can lead to a greater understanding and enjoyment by our customers, sometimes we find ourselves speaking a language that is completely foreign to our guests. Learn to talk, write, and draw about wine in ways your team and guests will understand and appreciate from industry veterans gifted in the art of communication.

Moderator: **Kevin Zraly**, Author and Wine Educator

Presenters: **Jim Gordon**, Editor, Wines & Vines

**Gilian Handelman**, Director of Wine Education, Jackson Family Wines

**Paul Wagner**, President, Balzac Communications & Marketing

#### Session 2

##### **Nouvelle Vague**

*Debaun Theater*

Blah, blah, oysters, Chablis, blah, champagne, caviar, blah blah, roast duck, red Burgundy. Is there anything new to explore in the world of French food and French wine? But of course! Discuss the evolution of French food and wine pairing from classic to modern to groundbreaking. What does the future hold for this bastion of culinary technique and those classic wine regions that we know and love? Is it all just passé or the next revolution?

Moderator: **Andrea Robinson, MS**, Author and Educator

Presenters: **Gilles de Chambure, MS**, President, Alejandro Bulgheroni Estate Napa Valley

**Roland Passot**, Executive Chef and Proprietor, La Folie

**Rob Renteria**, Sommelier, La Folie

#### Session 3

##### **Navigating the 3 Tier System (get out the GPS!)**

*Williams Center for Flavor Discovery*

The repeal of prohibition gave us another reason to drink: the three tier system of alcohol distribution! What do you need to understand about it in order to run your business and get the best wines? Learn some of the innovative ways to work around this often frustrating system in this honest, informative exploration of the business of wine.

Moderator: **Peter Granoff, MS**, Owner/Partner, Ferry Plaza Wine Merchant, Oxbow Cheese & Wine Merchant

Presenters: **John Skupny**, Proprietor / Winemaker, Lang & Reed Winery

**Reggie Narito, MS**, VP of Fine Wine, The Estates Group

**Geralyn Brostrom**, Adjunct Instructor - Wine & Beverage Studies, CIA at Greystone

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### Session 4

#### **Bonneau du Martray: Crown Jewel of the Cote d'Or**

*Rudd Center, 2<sup>nd</sup> Floor, Napa Valley Vintners Sensory Classroom*

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Moderator: **Rajat Parr '96**, Winemaker, Domaine de la Côte

Presenters: **Suzanne Chambers**, President, Chambers & Chambers Wine Merchants  
**Jean-Charles Le Bault de la Morinière**, Vigneron, Bonneau du Martray

5 p.m.

### General Session V

#### **BYOB: Pairing on the fly!**

*Ecolab Theater*

Three sommeliers compete to pair mystery wines with three different courses in this spur of the moment live action brown bag challenge. Play along and vote for the sommelier that convinced you their pairing, which they had 60 seconds to come up with, is the best pairing in the room.

Moderators: **Kevin Zraly**, Author and Wine Educator

Color

Commentator: **Evan Goldstein, MS**, President & CEO, Full Circle Wine Solutions

Chefs: **Roland Passot**, Executive Chef & Proprietor, La Folie

**Victor Scargle**, Executive Chef, CIA at Copia

**Stephen Durfee**, Professor – Baking and Pastry Ars, CIA at Greystone

Sommeliers: **Will Costello, MS**, Wine Director, Mandarin Oriental Las Vegas

**Courtney Humiston '11**, Wine Director, Petit Crenn

**Jason Alexander**, General Manager and Wine Director, The Progress and State Bird Provisions



## 2016 CIA Sommelier Summit

### 6 p.m. **Evening Reception – Perfect Strangers**

#### *Herb Terrace*

This interactive tasting reception features our own CIA Chef Instructors preparing dishes from their birthplaces that represent a new frontier of food and wine pairing for American sommeliers. These dishes are “fused” from culinary realms not classically associated with wine. You get to “pair” selected wines and beverages from around the world to find new and exciting combinations. Each conversation, bite, and sip will help create a new paradigm of flavor dynamics to inspire your next menu.

Your CIA chefs and their birthplaces:

**Almir Da Fonseca** – Brazil

**Tod Kawachi** – Japan and China

**Lars Kronmark** – Denmark

**Tom Wong** – Hawaii (*Executed by **Chef Bill Heubel***)

**Featuring:** 3 Badge Mixology (Uncle Val's Gin)  
Compass Box Whiskey  
Domaine Select (Diplimatico Gin)  
Frederick Wildman & Sons  
Jordan Winery  
Pago de Arinzano Wines  
Palm Bay International  
Rias Baixas  
Reustle Vineyards  
Schlumberger  
Terlato Wines

**SPONSORED BY *The SOMM Journal/ The Tasting Panel***

### 7 p.m. **Program Concludes for the Evening**

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### **TUESDAY, APRIL 26**

**7:30 a.m.**      **Napa Valley Breakfast**  
*The Bakery Café*  
**SPONSORED BY Starbucks**

**8:30 a.m.**      General Session VI  
**Mapping Your Career: Beyond Certifications**  
*Ecolab Theater*

You've graduated, gotten certified and paid off your student loans. Does that make you a bona fide wine professional? What happens next? Plot the pathways of your career from the straight and narrow to the one not taken with the advice of our four mentors who will help you understand how to prepare for and enjoy the journey.

Moderator:      **Bob Bath, MS**, Professor – Wine & Beverage Studies, CIA at Greystone  
Presenters:      **Rajat Parr '96**, Winemaker, Domaine de la Côte  
                         **Madeline Triffon, MS**, Wine Specialist & Sommelier, Plum Market  
                         **Evan Goldstein, MS**, President & CEO, Full Circle Wine Solutions  
                         **Paul Wagner**, President, Balzac Communications & Marketing

**10 a.m.**      **BREAKOUT SESSIONS – Group 3**

Session 1  
**To Kalon: The Most Beautiful Vineyard**  
*Rudd Center, 2<sup>nd</sup> Floor*  
*Napa Valley Vintners Sensory Classroom*

In 1868 when Hamilton W. Crabb planted his 130 acre parcel, named To Kalon (which is Greek for “most beautiful,”) in Oakville, he probably had no idea that nearly 150 years later we would be sitting down to taste wines from one of the most celebrated vineyards in the world. Join the conversation as Michael Silacci, winemaker of Opus One, leads a discussion and tasting with a celebrated panel who know this vineyard intimately.

Moderator:      **Michael Silacci**, Winemaker, Opus One  
Presenters:      **Graeme MacDonald**, Vineyard Manager/Winemaker, MACDONALD  
                         **Benoit Touquette**, Winemaker, Realm  
                         **Dr. David Howell**, Research Geologist, USGS/Stanford (retired)

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### Session 2

#### **Natural Wines: WTF? (What's the fuss?)**

*Rudd Center, 1<sup>st</sup> Floor*

*Viking Corporation Sensory Classroom*

Is it in the yeast or the ideology? Organic, biodynamic, vegan, no added/low sulfite, foot trodden or simply wine made with minimal intervention by a brave, well-meaning purist? What does it all mean and what do we think about it? Are natural wines good for the earth, good for you, and good tasting? Is this current movement new hype or new hope? This panel will pull off the gloves and answer all your questions.

Moderator: **Christie Dufault**, Associate Professor – Wine & Beverage Studies, CIA at Greystone

Presenters: **Randall Grahm**, President, Bonny Doon Vineyard  
**Abraham Schoener**, Winemaker, The Scholium Project  
**Ian Becker**, Wine Director, The Absinthe Group

### Session 3

#### **Winery Technology for the Savvy Somm**

*DeBaun Theater*

Better wine through chemistry? Let's talk about advancements in the winemaking world. What's on the horizon for new technology in winemaking? Spinning cones, optical grape sorters, flash detente, RO and Gas Chromatography-Mass Spectrometry, that's what. You'll get the skinny from experts and learn the impact on flavor, quality and price, as well as how to put your best foot forward in front of a winemaker or guest.

Moderator: **Traci Dutton**, Manager – Public Wine & Beverage Studies, CIA at Greystone

Panelists: **Rick Jones**, Director of Winemaking-Product Innovation, Treasury Wine Estates

**Willi Sherer, MS**, Sommelier/Wine Producer, Remix Wines/Redd Restaurant

### Session 4

#### **Beverage Program Development from the Ground Up**

*Williams Center for Flavor Discovery*

"Where do I start?" is the big question when developing any beverage program. How many, how big, how much, when do I sleep? Never fear, the answers to these questions, and more, will come from our expert panel, who will share their personal stories and strategies to help you develop, or redevelop, your next beverage program. You'll learn the all things to consider first, how to know when you've gone wrong, how to fix it, and when you know that: you've done it right.

Moderator: **Jeff Prather**, Adjunct Instructor - Wine & Beverage Studies, CIA at Greystone

Presenters: **Dennis Kelly, MS**, Owner, Protégé  
**Brian Reccow**, Director of Operations and Partner, Belga  
**Jason Alexander**, General Manager and Wine Director, The Progress and State Bird Provisions

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11:15 a.m.

**Break**

*Atrium*

**SPONSORED BY Starbucks**

11:45 a.m.

General Session VII

**Through the Generations**

*Ecolab Theater*

Trace the path of American restaurants and their wine programs throughout the last 50 years with this panel of chefs, restaurateurs and sommeliers that range from legendary to soon-to-be famous.

Moderator: **Kevin Zraly**, Author and Wine Educator

Presenters: Chef-Restaurateurs

**Piero Selvaggio**, Restaurateur, Valentino Group

**Nancy Oakes**, Chef/Proprietor, Boulevard & Prospect Restaurants

**Philip Tessier '99**, Culinary Director, Hestan

**Jason Raffin '14**, Executive Chef & Co-Owner, Scotland Yard

Sommeliers

**Evan Goldstein, MS**, President & CEO, Full Circle Wine Solutions

**John Lancaster**, Wine Director, Boulevard

**Andrea Robinson, MS**, Author and Educator

**Paul Roberts, MS**, COO, Colgin Cellars

**Lulu McAllister '12**, Wine Director, Nopa, Nopalito, Liholiho

Yacht Club

1:15 p.m.

**Bento Box Lunch**

*Herb Terrace*

## 2016 CIA Sommelier Summit

p.m.

General Session VIII

### **Master Class: Taste of Japan – Sake and Shōchū**

*Ecolab Theater*

The long history and food affinity of sake and shōchū is more than enough reason for their recent rise in popularity throughout the US. However, it is the range, quality and "terroir" of these beverages that make them a must for virtually any upscale beverage program today. This is a remarkable opportunity to learn about the production and styles of sake and shōchū with Sake Expert and Educator Toshio Ueno and an all-star cast of sake and shōchū brewers.

Moderator: **Peter Granoff, MS**, Owner/Partner, Ferry Plaza Wine Merchant,  
Oxbow Cheese & Wine Merchant

Presenters: **Toshio Ueno, Saka Sho (Master of Sake) and Nihonshugakukoshi (Master Sake Sommelier)**, Executive Instructor & VP, Sake School of America  
**Takeyoshi Honda**, Chairman, Honda Shoten Co., Ltd.  
**Atsuhide Kato**, President, Katou Kichibee Shouten  
**Yoshihiro Naka**, Advisor (Former President & Brew Master), Takara Sake USA Inc.  
**Asumi Saito**, Vice President, Sales & Marketing, Asahi Shuzo Co., Ltd.  
**Suguru Nakajima**, Sales Manager, Hakkaisan Brewery Co., Ltd.  
**Tetsuro Miyazaki**, North America Development Manager, Sanwa Shurui Co., Ltd

**SPONSORED BY *Sake School of America and Mutual Trading Co.***

3:30 p.m.

**Program Concludes**