

# Tom Montgomery

Office: 559 278-9463

## Professional History

**Current**      **Winemaker**, Fresno State Winery, Fresno State 93470

**2015 to 2017**   **Winemaker**, Vine Cliff Winery, Napa, CA 95448 (See below for responsibilities)

**2015 to 2017**   **Director of Winemaking**, Papagni Wines, Madera, CA 93636

**2003 to 2016**   **Winemaker**, B.R. Cohn Winery, Glen Ellen, CA 95442

- **Viticulture:** Sourcing and contracts, grower and vineyard management, and grape growing and harvest of 90 vineyard locations including 60 acre estate vineyard.
- **Winemaking:** Production of over 30 wines ranging from small lots to 70K cases. Planning and supervision of winemaking staff and operations, crush through bottling at B.R. Cohn Winery and four offsite wineries. Product development and implementation, R& D, education, and safety. Emphasis (90%) on Cabernet Sauvignon, other Bordeaux varieties, and Chardonnay
- **Marketing/Promotion/Sales:** Planning, media promotion (print, digital, radio, and television), winemaker dinners and promotional events. Regional and national sales support. Distributor and broker relations. Produced copy for promotional materials, labels, tech sheets, and media. Product planning and sales implementation.
- **Management:** COGS and capital management. Budget analysis and implementation, strategy/planning, personnel management, and licensing and compliance.

**1997 to 2003**   **Winemaker**, Conn Creek Winery, Rutherford, CA 94573

- **Winemaking:** Production of over 25 wines at Conn Creek Winery for Conn Creek and Villa Mt. Eden. Conn Creek emphasis on Bordeaux varieties and blends (growth from 6,000 to 30,000 cases). Planning, product development, and supervision of operations, crush through bottling. Responsible for small single vineyard wines to large production multi-appellation blends.
- Sourcing and introduction of single vineyard lots to Conn Creek program. Development and introduction of new varieties to Conn Creek program. Extensive work with growers and vineyard managers for sourcing, cultural practice, and planting.
- **Promotion/Sales/Management:** Media support and copy. Extensive market work: events and tastings, dinners, market work and support for distributors. Personnel management. Compliance.

**1991 to 1996**   **Associate Winemaker**, Cosentino Winery, Yountville, CA 94599

**1988 to 1991** – **Winemaker/Vineyard Manager**, Mission View Corp., San Miguel, CA 93451

## **Education**

### **California State University, Fresno: B.S. Agricultural Science (1979)**

- Enology/Viticulture: focus on grape growing for wine production. Research in spore formation and germination of *Botrytis Cinerea* and its' initiation of bunch rot complex

### **Humboldt State University: MBA – Advanced to Candidacy**

- Thesis in progress: Examination, identification, and resolution of common qualitative problems in contracting grape and bulk wine sales in the California wine industry

## **Community Service**

- Fire/Rescue/EMT including Helitak, mountain rescue, and 22 years paid and volunteer firefighter and emergency medical technician

## **Extra-Curricular**

- Sports and adventure: track and field and football, mountain climbing, travel, tennis, baseball, fishing, surfing

## **Summary**

A full-charge winemaker with a proven track-record in all wine types and California appellations. Extensive experience in all areas of the wine industry, from viticulture and sourcing to sales and management. Providing a solid ongoing educational foundation in the science and business of winemaking.

Worked under Ken Ford (Bronco and Franzia) at United Vintners and at E&J Gallo while attend Fresno State.

Worked in the Napa Valley after graduation as apprentice under Aaron Mosley and with Andre Tchelistcheff, later at Conn Creek.

Also employed by Robert Ongpin, Hong Kong, China as a winemaker, vineyard manager, and investment analyst for California wine operations.

Current focus is development of premium winemaking programs for varieties grown and adapted to Madera and Fresno counties.

Continued production of super-premium Cabernet Sauvignon from the Oakville and Rutherford AVAs, Napa Valley, and Chardonnay and Pinot Noir from the Carneros and Russian River Valley AVAs, Sonoma County.

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