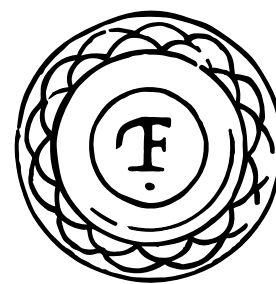


# FOLKTALES

SPRING 2023



[www.folktalewinery.com](http://www.folktalewinery.com) // 8940 Carmel Valley Rd., Carmel, CA, 93923







# Letter from Greg & Madigan

*"We are going to start with our quarterly Club Member celebrations. We're planning to organize a series of festivals of food, wine, music and fun that will make Bacchus proud."*

For some reason, I was researching (read:Google-ing) the term "party pants." I assumed there was some disco-era connection or at least some good images, but I was surprised to find that it has quite a history. The origins of party pants go back at least as far as the 16th century. I learned that English children would wear long dresses, or petticoats, from birth to toddler, regardless of gender. Around age four, a little boy would be outfitted with his first pair of trousers, known as a "breaching." This occasion would be commemorated with a ceremony and party. So, it was literally a party to celebrate your pants. This momentous act would transform the toddler from a confined child into a running, climbing, horse-riding, hellraiser. This tradition faded out about 100 years ago, but thankfully, the party pants have survived and thrived.

That was a roundabout way of announcing that it is time to shed your modern-day petticoat (bathrobe, sweats, or pjs) that you've been spending the pandemic wearing and go find your party pants, because the folks at Folktale have decided that for 2023, we are going to bring the party back.

After three years of restraint, we need to release all that pent-up revelry. We are going to start with our quarterly Club Member celebrations. We're planning to organize a series of festivals of food, wine, music and fun that will make Bacchus proud. To get warmed up, our Spring Fling Festival is scheduled for Saturday, March 18. Chef Justin will showcase some fire-focused culinary magic. We are also bringing Chef Ray, Head Chef at Seventh & Dolores Steakhouse, to the winery to share some tasty treats from 7D. I promise you a delicious time. We'll be celebrating our members and community every three months, and we will be challenging ourselves to make each one bigger and better than the last, so get ready.

We're also planning to launch a new culinary experience at Folktale. We're preparing a special spot overlooking the vineyard where Chef Justin will embrace the art of outdoor cooking. Bonfires, earthen pit ovens, smoking racks, and open-flame grills will inspire a globally influenced menu that will transport you. The outdoor space will be set in the vineyards, embracing the magical feeling of being immersed in the beauty of nature in Carmel Valley. As a Folktale Member, you will have special early access to this special experience.

Live concerts, comedy, and special performances are going to take advantage of our new outdoor stage with expanded seating and culinary menu. We are so excited about the line-up that we are putting together for this year, starting with ALO on March 15. We are also organizing smaller educational and social events that will be on-going throughout the year. We will have wine education, cooking classes, arts & crafts, and game nights just to name a few of our offerings. And don't be surprised if we just decided to throw a party to celebrate our ability to celebrate.

And if you aren't able to join us in person, we're thinking about you too. We are working on ways to bring the party to you. That might be in your shipment or a live stream of a concert. We're even planning to take the party on the road by organizing events in cities around the country.

This is all to say that we're all excited about what 2023 has in store. We want to make sure our Members feel like they are part of something special and joyful. It's been too long since we really let our hair down and celebrated life. So, get rid of the sweats and make room for more party pants. You're going to need them.

Looking Forward to Celebrating,

-Greg & Madigan



## The story behind the label Estate Rosé

Rosé is a wine that expresses each vintage in a fresh and youthful way. The pale pink color, light, dry style, and bright acid make it the perfect warm weather wine. So when we release our dry rosé wine around the first day of Spring each year, there is a sense of celebration and joy as flowers bloom, green grass comes up, and the sun shines longer in the sky.

That celebratory energy is what this label captured, and thus, felt appropriate for our rosé. The peacock is like a bursting sun sitting over a dancing Cupid and Venus. Wine is being poured and the cornucopias are overflowing.

At the bottom of the panel, the horses are anxious to begin the parade. You can almost hear the music and feel the excitement as the celebration gets underway. What better way to welcome the coming Spring season?



WINTER WINE RELEASES:

2022 SAUVIGNON BLANC

250 cases produced  
Arroyo Seco AVA  
Monterey County

13.1% Alc. by Vol.  
3.28 pH  
7.2 g/L TA

Sauvignon Blanc is one of those varieties that never gets old, it's fresh, vibrant, and often hits just the right spot. We've been making Sauvignon Blanc from Cedar Lane Vineyard in Arroyo Seco for some time now, and feel it represents the variety and our region to a T. Tropical and fruit forward Sauv Blanc, with the same fresh acidity and low alcohol they're achieving.

The grapes were hand harvested Sept. 13 and sent straight to our bladder press. Fermentation lasted three weeks and took place in stainless steel to preserve the bouquet. As soon as the wine completed fermentation, we began our stability work on the wine and bottled it Oct. 28, just six weeks later.

Honeydew melon, white peach, and tropical fruit are met with a green bell pepper edge to balance the fruit. The palate is lively and acidic, just as you'd expect from a Sauvignon Blanc. This wine should be chilled and enjoyed with seafood, goat cheese or a pesto sauce.



2022 ROSÉ

780 cases produced  
Monterey County

11.2% Alc. by Vol.  
3.26 pH  
7.1 g/L TA

In its second harvest after being replanted, Patricia Lane Vineyard is showing promise as a new solid vineyard in the Arroyo Seco AVA. When young, grapevines tend to have abundant acidity as they work through their teenage years before reaching maturity and balance flavor with acid and overall physiological ripeness. Young vines do make the perfect candidates for Rosé as we've done for the second year in a row.

Pinot Noir grapes were harvested September 1 and pressed into juice before fermenting in stainless steel for two weeks. Afterwards, the wine was racked to a clean tank and filtered prior to bottling at the end of October. Young, fresh, and bright - this Rosé should drink well all summer long.

Vibrant nose of tangerine blossom, and potpourri, the wine has a wonderful mouth-watering acidity that draws you in. The palate has a wonderful minerality that offers structure and grounds this refreshing gem.



2021 SANTA LUCIA HIGHLANDS CHARDONNAY

187 cases produced  
Santa Lucia Highlands AVA  
Monterey County

13.1% Alc. by Vol.  
3.52 pH  
5.7 g/L TA

The Santa Lucia Highlands have become synonymous with one of the premier regions in the US for Burgundian grape varieties like Chardonnay or Pinot Noir and the soils and climate suit these varieties very well. We're continuing to partner with Escolle Vineyard for this wine (who recently converted to using Organic pesticides) and source from the same vineyard block we did in 2017. Understanding the crop and how it evolves is critical to improving a wine and we are proud to release a stunner of a 2021 SLH Chardonnay.

Grapes were hand harvested 9/16 and gently pressed into juice for fermentation. After a few days of settling, the juice was racked to French oak (25% new) for primary and Malolactic fermentation. A gentle racking took place after six months, and the wine continued to age in its barrels for 15 months before bottling in Nov 2022. This Chardonnay will continue to mature and evolve for years to come, and I hope you'll find a wonderful occasion to pair with this wine.

The Chardonnay opens with sweet pecan pie, caramelized plantain, kiwi, melon and green apple nose and has a wonderful vanilla, toast and butter undertone from the partial Malolactic fermentation. he palate is silky with banana cream pie and balanced and energized acidity.



2021 WHOLE CLUSTER PINOT NOIR

467 cases produced  
Santa Lucia Highlands AVA  
Monterey County

13.4% Alc. by Vol.  
3.46 pH  
6.6 g/L TA

Wines have been produced as whole clusters for centuries but became far less common when machines were able to separate the berries from the stem. Stems ripen differently than the fruit, so producing a wine in this style can often lead to green and bitter flavors if things aren't just right. Grapes from two vineyards were selected for this special wine, using clones 943, Pommard 4 and 115. Each batch was hand harvested and transported to the winery in ½ Ton picking bins. Our team hand sorted the fruit by cluster before gently placing the bunches in fermentation bins with dry ice to begin its native fermentation. Daily hand punch downs were performed and the grapes were gently basket pressed when dry. The wines aged in neutral French oak for six months before being blended and returned to barrel for another 10 months in barrel. The wine was bottled in Nov. 2022.

Tobacco, leather, and baking spice is layered with damp forest and earth. The fruit is expressive and lively and reminds us of fresh strawberry and raspberry preserves. The wine is elegant with soft tannins and has great tension and finesse for such a young wine. This wine is young - and needs years to come into its own. We think this wine is better than the last iteration we made back in 2018, so you're in for a treat. (2018 Whole Cluster Pinot Noir - 94 points Wine Enthusiast)



Fresh Start From the Cellar

Winter is a quiet time in the cellar and gives us an opportunity to evaluate our wines and work on setting ourselves up for another successful vintage. Through the winter, we occasionally get visits from barrel companies (coopers) who like to taste our wines in their barrels and help us decide what's working well. One of my favorite projects in 2022 was purchasing 8 - 600L barrels that we barrel fermented Pinot Noir and Syrah grapes in and are now aging that same wine in the barrels. To macerate the grapes during fermentation, the barrels were rolled on their sides to mix the grapes and juice and help with flavor extraction. To be honest, this cooper, Tonnellerie Mercurey, hadn't produced these barrels before, and did so at our direction.

Nicolas, the owner of Mercurey flew out from the Champagne region of France - and was eager to see the results of this project. To be honest, I think

we were all blown away with how well these wines were tasting at such an early age. Wines at four months old tend to be a bit angular and need additional time to settle in barrels before bottling, but these had elegance, length and were truly singing in the glass. We all agreed that this project was a huge success and gets me thinking about the 2023 harvest and fermenting additional varieties in them. Needless to say, these barrels and cooper will be part of our wine program for years to come.

As members, it's my absolute joy to get to share these special moments and wines with you all. It's what helps get me out of bed in the morning (my kids tend to be a big factor, too) and excited about connecting with you all. These wines will be exclusively available to members, giving you all just one more reason to continue seeing what else we've got up our sleeve.







# From the Kitchen

**The Culinary Team is very excited to bring a new series of Culinary Classes to the upcoming schedule here at Folktales!**

Having been a previous Chef Instructor I am pleased to be working on the final touches to a series of educational events that will include myself, Sous Chef Stephen Pancia as well as David Baird our Winemaker and many more. We look forward to sharing wine, recipes and techniques with you very soon.

Bon appétit, Chef Stephen Pancia









# Featured Artisan

## KAZI

Provisions introduces KAZI, from intricately crafted baskets, vases and woven side tables that not only provide stunning statement pieces but a globally conscious and stylistic addition to your home.

These delicately handcrafted products hold significant meaning and purpose. Handmade by a cooperative of women artisans in rural Rwanda, the sale of this product means a fair wage and an opportunity to provide for families where few job opportunities exist. By pairing market access with training and education, KAZI artisans are earning greater wages and are transforming into well respected business leaders in their communities, helping lead and create a positive future.

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Organic Glass Vase  
by Nathan Sambar  
Available at Folk Tale Provisions