

A  
SUSTAINABLE BUSINESS PARTNER  
with



**DELICATO**  
*Family Wines*



one of the FASTEST-GROWING SUPPLIER IN THE U.S.

*with* A FAMILY CULTURE

**TODAY**

Four generations of the Indelicato family have built the winery into the position it holds today



# OUR VISION

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**TO BE A LEADING, FAMILY-OWNED WINERY**  
WITH A PORTFOLIO OF BRANDS CONSUMERS LOVE



ESTD 1921

**DELICATO**

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# OUR CORE VALUES

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## INTEGRITY

Focus on what's ethically right in all decision-making, whether large or small.



## RESPECT

Treat each other, our consumers and our partners with dignity, consideration, open-mindedness and respect.



## ACCOUNTABILITY

Make personal commitments to our consumers, partners and colleagues. Build trust by delivering on our promises.



## PARTNERS FIRST

Our partners are the center of everything we do, benefitting from our ability to help them stay ahead of the changing wine industry landscape.



## EXCELLENCE

Always aim higher for our consumers and partners.



## COMMUNITY

Make a difference in the world beyond work! Encourage community engagement and volunteerism in the communities where we live and work.



# ENVIRONMENTAL STEWARDSHIP

## ENSURING A HEALTHY LIFECYCLE

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### SUSTAINABLE OPERATIONS

Every Delicato bottling facility is certified by the California Sustainable Winegrowing Alliance, a comprehensive sustainability program of the California Wine Institute and the California Association of Grape Growers, utilizing a statewide standard of sustainability in both the wineries and in the vineyards.

### BIODIVERSITY

The Delicato family has created a magnificent habitat, bursting with life, at the San Bernabe Vineyards in Monterey. Wild boar, coyotes, rabbits, gophers, badgers, deer, mountain lions, eagles, hawks, falcons, ducks, herons, starlings, vultures and a variety of fish have all taken up residence.

### NATURAL RESOURCES

Last year, through lighting retrofit projects, wine tank insulation and participation in demand-response programs, we reduced our energy usage in Manteca by 14%. That's saving enough energy to power the electricity in 252 homes for one year, or the same as saving 145,580 gallons of gas.

### SUSTAINABLE PACKAGING

Bag in the box packaging creates less waste than traditional glass packaging, with a recyclable outer carton and a BPA-free plastic pouch to keep the wine fresh. Bag-in-Box technology also eliminates TCA/cork taint and oxidation and keeps the wine fresh for at least a month after opening.

# OUR FACILITIES

## IN CALIFORNIA

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Francis Ford Coppola Too Winery ●

Francis Ford Coppola Winery ●

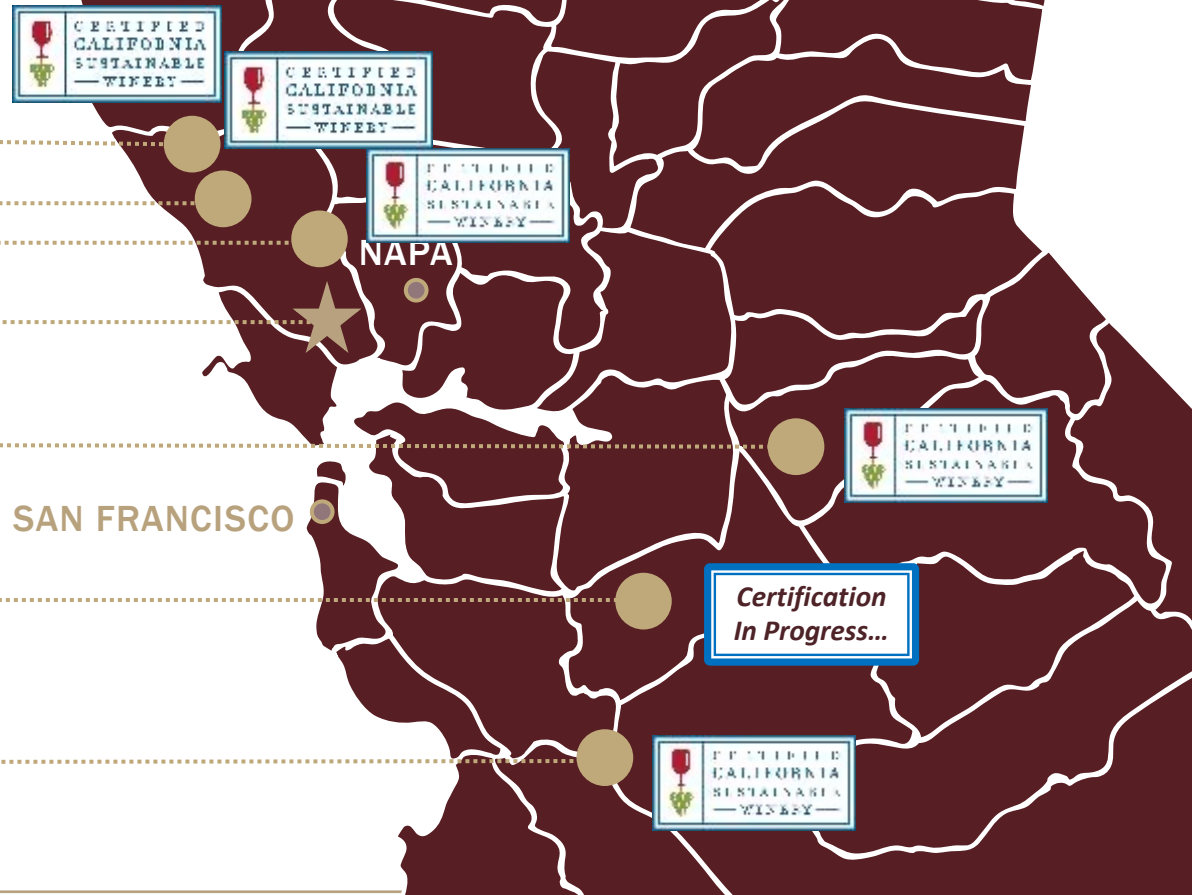
Black Stallion Estate Winery ●

Napa Corporate Office ●

Manteca Winery and Operations ●

Alba Coast Winery ●

Monterey Winery ●



# OUR FAMILY-OWNED VINEYARDS

## IN CALIFORNIA

Archimedes Vineyard

Francis Ford Coppola Estate Vineyard

Black Stallion Estate Vineyard

Clay Station Vineyard

River Road Ranch (Santa Lucia Highlands)

San Bernabe Vineyards & Hillside Vineyard







## SUSTAINABLE HIGHLIGHT

# Powered by the Sun: Black Stallion Estate Winery

- System Commissioned: Aug. 2, 2017
- System Size: 1,064 Panels; 347.93 kW DC
- Average Annual Solar Yield: 464,790 kWh
- 2022 Solar Yield: 499,298 kWh
- 2022 BSEW Energy Usage: 620,156 kWh
- Portion of BSEW Energy Usage Offset in 2022: 80%
- Average GHGs Offset Annually: 354 Metric Tons of CO<sub>2</sub>E (same as CO<sub>2</sub> emissions for 39,816 gallons of gasoline consumption)

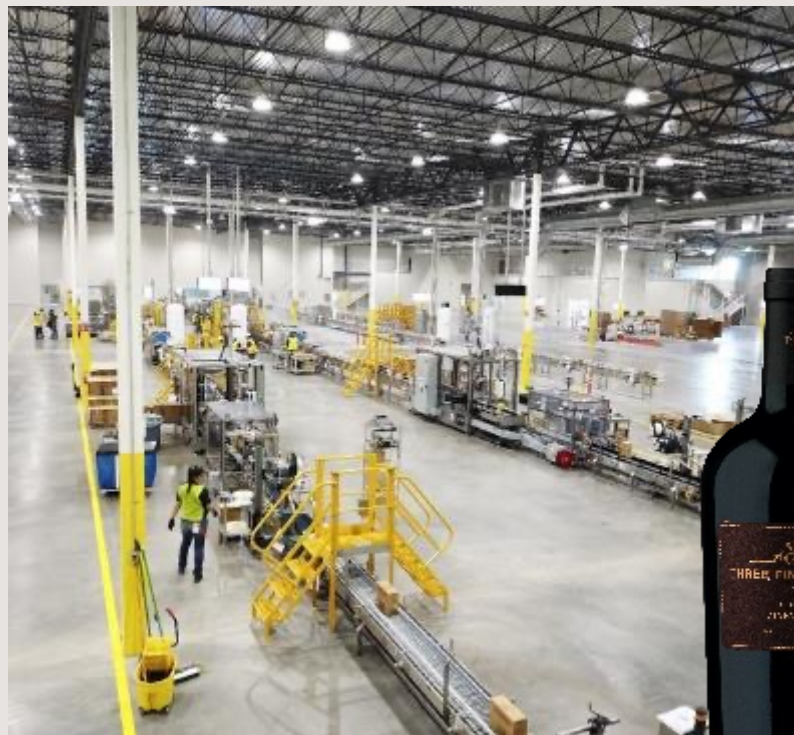
SOURCE: U.S. EPA GHG Equivalencies Calculator





## SUSTAINABLE HIGHLIGHT

# \$100M Investment in Sustainable Wine Quality & Logistics: G4C Distribution & Production Center



- 700,000 sq. feet; 20M case capacity.
- Exceeds California's stringent Title 24 energy efficiency standards by more than 10%.
- Home to 11 different lines consisting of two glass lines, five BIB lines, one Tetra line and four flexible configuration lines to meet spike demand.
- Consolidation of our production and distribution centers saves over 20,000 gallons of diesel each year.
- Electrified forklift fleet.
- Highly efficient glycol refrigeration system.



## SUSTAINABLE HIGHLIGHT

# Climate Adaptation Certification Pilot Program: Archimedes Vineyard

- Created by the California Land Stewardship Institute (CLSI)
- Goal: To limit CO<sub>2</sub> and NO<sub>2</sub> emissions while focusing on carbon sequestration to improve the health of the soil and farm
- Twenty growers in Sonoma County entered into the pilot program in 2020
- As of 2021, for the collective 20 sites in Sonoma County, up to 2,184 metric tons of CO<sub>2</sub>E can be removed annually via custom farming scenarios for each vineyard that sequester carbon specific to that land







## SUSTAINABLE HIGHLIGHT

# Bald Eagle Habitat: San Bernabe Vineyards

- In 2020, a vineyard development project was planned for a portion of San Bernabe Vineyards, focused on a beautiful area of land that would be perfect to plant Pinot Noir.
- During the planning, team members discovered a bald eagle's nest had been built in a tree right where the vineyard was planned to be planted.
- Our solution?
- Redesign the vineyard to safely buffer the tree and ensure the new residents' home remained protected and safe.
- Our eagles are still in residence today, safe and protected in their chosen habitat.



*Note: SBV Eagles are not pictured— we are respecting their space*



## SUSTAINABLE NEXT STEPS

# Sustainable Certification – Alba Coast Winery

- Delicato's wine storage facility located in Paicines, California (no bottling here)
- Initial sustainability certification with CSWA requires a two-year assessment and audit process
- Year 1 assessment underway; initial site audit completed May 2023
- Reaffirms and aligns Delicato's commitment to sustainable practices across all facilities
- Creates consistency among Delicato team for sustainable operational practices





**Thank You for Your Partnership in  
Our Sustainable Growth**







# DELICATO

*Family Wines*

**David Hayman**  
**VP Winegrowing**

David.Hayman@delicato.com

**Lindsay Moorhead**  
**Director ESG & Sustainability**

Lindsay.Moorhead@delicato.com

**Ralf Holdenried**  
**Director Winemaking**

Ralf.Holdenried@delicato.com

**Brent Dodd**  
**Director Corporate  
Communications**

Brent.Dodd@delicato.com

**Grant Cremers**  
**General Manager  
Central Coast Operations**

Grant.Cremers@delicato.com