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Jake Terrell *Director of Vineyards*

Jake manages the farming of over 400 acres of Certified Sustainable Estate Vineyards, overseeing all aspects of vineyard life required to maintain healthy vines and ensure the highest quality fruit.

If you ask Jake Terrell what brought him to St. Francis, he'll tell you it is the commitment to sustainable practices throughout all aspects of the business.

"I have the same goals as the winemakers and the entire team at St. Francis," Jake says. "We're all working together to make the best wines that reflect Sonoma's unique, diverse terroir all while taking care of our employees and the environment now and into the future."

Jake's philosophy on managing St. Francis' estate vineyards is two-part. He takes a holistic approach - and believes that how we farm not only impacts the vine but also the wine, so quality is key to everything he does.

Secondly, do the right things at the right times. "If canopy management is timed correctly the vines cooperate perfectly."

Jake joined St. Francis in 2014 after nearly nine years as a vineyard manager at E. & J. Gallo Winery. For five of those years, he managed the acclaimed Monte Rosso Vineyard in Sonoma's Moon Mountain appellation. Before coming to Sonoma, he spent over three years as vineyard manager in Paso Robles.

Jake graduated from Cal Poly San Luis Obispo with a Bachelor's Degree in Agricultural Business and a focus on Viticulture. A recognized leader in "green" viticulture, Jake assisted in revising the Code of Sustainable Winegrowing Practices, which sets standards for sustainable practices in the wine industry. He is also a home winemaker.

Jake loves variety. Managing day-to-day operations in the vineyards—his dog, Koda, always by his side—Jake's duties change daily depending on the needs of each vineyard, the weather, and the time of year.



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