



**FOURSIGHT WINES**

## KEY FACTS SUMMARY

<b>WINERY LOCATION:</b>	Anderson Valley Mendocino County, California
<b>PROPERTY ACQUIRED:</b>	1950, by the Charles family
<b>WINERY PRINCIPALS:</b>	Kristy Charles, Joe Webb, William Charles and Nancy Charles
<b>YEAR WINERY FOUNDED:</b>	2006
<b>CASE PRODUCTION:</b>	•Approx. 2,000 cases annually
<b>WINES PRODUCED:</b>	•Charles Vineyard Pinot Noir (multiple bottlings) •Charles Vineyard Sauvignon Blanc •Charles Vineyard Semillon •Charles Vineyard Vin Gris of Pinot Noir •Paraboll Pinot Noir •Charles Vineyard Late-Harvest Semillon

### OTHER INTERESTING FACTS:

- We have never inoculated with yeast or ML bacteria at our Boonville winery
- We were one of a handful of wineries to start labeling our wines with ingredients, starting in 2009
- All our wines are suitable for vegetarians & vegans, and were the first in the U.S. to list that on a wine label
- We are 100% family owned and operated, from the tasting room to the winery

**WINEMAKING:** Our winemaking philosophy combines a belief that vineyards are a winery's greatest asset and that, under ideal conditions, nature is the greatest winemaker. We have always practiced a very hands-on type of viticulture: every day finds a member of our family working in the vineyard during the season, thus ensuring that the fruit we harvest from our estate vineyard is of the highest quality each and every year.

We ferment our Pinot Noir using only wild yeasts that are native to our vineyard site, which we have found makes our 100 percent estate-grown Pinot Noir more complex and expressive. New oak is used as a winemaking tool, but is never be the main flavor component in our wines. We believe in the use of whole clusters, and picking at the right time so no nutrients, enzymes, or other additions must be made to complete fermentation.

**THE TASTING ROOM:** Our tasting room just south of downtown Boonville opened in late March 2009. It was designed by William Charles and the lumber for the structure was recycled from redwood originally used in the Charles Lumber Company mill. The address is 14475 Hwy. 128, Boonville, CA 95415. The tasting room and winery is set alongside a 100-year-old fruit orchard that still produces figs, apples, quinces, peaches and more.



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## CHARLES VINEYARD

VINEYARD LOCATION:	Anderson Valley, Mendocino County, California
VARIETALS:	Pinot Noir: 11.5 acres Sauvignon Blanc: 3 acres Semillon: 0.3 acres
PLANTED:	2001
CLONES:	Pinot Noir: Pommard 05, 777, 115, 114 Sauvignon Blanc: 376 Semillon: 316
ROOTSTOCKS:	Pinot Noir is primarily on 101-14, with the balance being S04 and a small portion of 5C. The Sauvignon Blanc is planted on 1103P.

**OUR VINEYARD:** Established in 2001 by William and Nancy Charles, Charles Vineyard is located just southeast of the town of Boonville and is planted primarily to Pinot Noir and Sauvignon Blanc. In our location we can experience daily temperature swings of 40 to 50 degrees Fahrenheit, which adds to the rich flavors and strong acid profile of our grapes. Winters can be very wet, as the annual rainfall in Boonville averages 41.6 inches. Fortunately, our vineyard sits on an ancient river bed, which means our well-drained soils are suited to this annual moisture level. The modern-day version of this ancient river, called Anderson Creek, now borders our property on the east, separating us from the eastern foothills of the valley.

On any given day during the season, you can find us in the vineyard, performing one of many tasks that keep our vineyard healthy and producing the best quality fruit possible. We practice what we like to call vine-by-vine **viticulture: Spending so much time in the vineyard enables us to know the vines' particular needs and tend them accordingly, from adjusting compost levels to changing pruning techniques for next year's harvest. We live on our land, and so farm our vineyard sustainably and responsibly to ensure that the vineyard, and our family, is healthy and happy.**

**THE ANDERSON VALLEY:** Located approximately 115 miles north of San Francisco and 10-15 miles from the ocean, days in Anderson Valley are warm and sunny while nights and mornings are often cool and foggy. This allows wine grapes to mature slowly and develop full varietal character. Winter lows can linger between 20-30 degrees Fahrenheit while summer highs can reach 80-100 F. The valley floor is 16 miles long and 1/2 to 1 1/2 miles wide. It is surrounded on three sides by rolling hills and low mountains (2,000-3,000 feet in elevation) and opens to the Pacific Ocean via the Navarro River canyon.



## CHARLES FAMILY HISTORY

The Charles family combines French, German and English ancestries, including a group of French Huguenots (Protestants) from Alsace, France, who fled to Germany and then to the United States to escape religious persecution. Records show Charles family ancestors first arrived in the United States around 1635.

After their arrival in the United States, the family migrated west, from New York to Chicago, then to the Black Hills of South Dakota. The local economy at that time mostly consisted of mining, logging, and other related industries. Members of the Charles family worked as machinists, as managers of hydroelectric plants and sawmills, and as master mechanics and chief engineers. Ultimately, it was the lumber business that brought them to California.

**In 1943, Homer Albert "Twink" Charles, his wife Margaret Belle Charles, his son Homer "Norman" Charles, and his father, Homer Charles, arrived in Anderson Valley to join the Northern California lumber boom. It was war time, and even though workers were scarce, land and trees were plentiful.**

Upon arriving, Twink and Homer decided to build a sawmill and operate it on rented property just west of town. Because labor was scarce, crew stealing was a popular pastime that they would soon learn to perfect. Every Sunday, mill owners in the valley would converge at the local bar. There they would entice all able workers (with more than a few drinks) to join them at their mill the following Monday morning. The next Sunday, their former employer would steal them back, and the cycle would continue.

Twink and Homer operated their mill outside the town of Boonville until 1949, when the log deck caught on fire and they were forced to carry all the machinery off of the site and move it into a field outside town. They were able to save most of their equipment and logs. However, they had begun to outgrow the site even before the fire. So, in January of 1950, they bought the piece of property that the Charles family still lives on, just east of Highway 128 in Boonville. They built a new mill building, moved in their equipment, and Charles Lumber Company was founded.

Mill cabins were built under a grove of trees on the property. Often consisting of two rooms with shared restrooms and wash rooms, the cabins were simple, sturdy structures for the workers to live in. One of these cabins still stands on the Charles property, next to one of the family homes.

In April of 1950, Twink and Homer built the house that Bill and Nancy Charles now live in. Bill Charles was born a month later. His older brother, Norman, was 12.

**The early 1950s were rough, rowdy times. Fighting was a popular pastime, locals spoke "Boontling" (a crude language invented in the valley to exclude outsiders and women), and the valley's population was booming. There were multiple bars (including one called the Bucket of Blood), a movie theater, pharmacy and bank – more amenities than can be found in present-day Boonville.**

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During this time, the Charles Lumber Company mill was up and running, and the family bought several pieces of property to source timber from. One of these pieces still remains in the family, perched on the hilltops to the west of Boonville. Another is the current site of the Boonville airport and adjacent subdivision, where many homes still have private plane hangars.

Twink was a pilot and was tired of putting his plane down in a pasture that had to be buzzed before each landing to clear the sheep from the runway. In the winter, there was no way to get to the runway at all because the creek would flood. So the family, with partners Bates and Rawles, built the airport and subdivided the adjacent land.

After the runway was built, the Anderson Valley High School instituted a flight program and bought a plane. It **was through this program that Bill Charles earned his student pilot's license. (The program was later terminated and, though attempts were made, never reinstated due to insurance costs.)**

Charles Lumber Company ran for 14 years, until the lumber business started to slow. Selling former timber land helped support the family afterward, until 1963, when Twink died of a heart attack. Bill Charles was just 12 years old. All the remaining assets were sold off, and only a few pieces of land remained – land that the family still cherishes and enjoys.

In the ensuing years, most of the family managed to remain in the valley. Margaret, Norman and Bill stayed in the house built for them in 1950. Homer moved to Reno, and passed away in 1986. Margaret Charles lived in Anderson Valley until she died in 1996.

Norman Charles graduated with a degree in business from the University of California, Berkeley, and in the ensuing years lived in Sonoma County, back in Anderson Valley, and finally in Sedona, Ariz. He passed away in 1999 from stomach cancer. His wife and one of his three daughters still live in Anderson Valley.

Bill Charles graduated from Anderson Valley High School, earned a degree in physical science from Chico State University, then married Nancy Wilson and moved back to the family land in Boonville.

After their return, Bill and Nancy got very involved in agriculture and farming, as well as in wine. They also started a family of their own – Matt, Kristy and Tim were born between 1978 and 1986. All three grew up and attended school in Anderson Valley, then moved out of the area for college.

Charles Vineyard was planted in 2001 — **a marriage between the family's love of wine and agriculture.**

In 2007, Kristy Charles moved back to Anderson Valley with her husband, Joe Webb. They are raising their son, **Evan, born in 2015, in her childhood home. Bill and Nancy now live in Bill's childhood home.**

Together, Bill, Nancy, Kristy and Joe started Foursight Wines – a small, family owned and operated winery founded with the goal of showcasing the best of Anderson Valley fruit and, in the process, enabling future generations of the Charles family to return to Anderson Valley and enjoy their heritage.

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## Kristy Charles

Born in Anderson Valley in September 1981, Kristy is the fourth generation of the Charles family to live on the family land outside of the town of Boonville. From early childhood, she took every advantage of living in the country, raising 4-H animals, **riding and showing horses, and more. Working on the family's ranch was just a part of life.**

After graduating from Anderson Valley Jr./Sr. High School in 1999, Kristy left the valley to attend college at Cal Poly, San Luis Obispo, where she majored in journalism and graduated with a BS and minors in Spanish and agriculture communications.

**During Kristy's first week at Cal Poly, she met Joe Webb. (They were married in 2009.)** During her time there, she and Joe explored the local wine country, building on knowledge learned from wine courses taken at the university and via the U.C. Davis extension program.

After college, Kristy worked as a freelance writer for publications such as Wine Business Monthly and the Sonoma Index-Tribune, as well as in several tasting rooms. She soon transitioned into wine and food public relations when she started working at The MacKenzie Agency in Sonoma County, working with brands such as Cheeses from Spain and Lindemans Wines. She also worked in the public relations department at Wilson Daniels Ltd. in St. Helena, Calif., representing some of the **world's most prestigious wine brands.**

Until August 2010, Kristy was the executive director of the Anderson Valley Winegrowers Association. She served as president of the organization for the subsequent two years, and now organizes new events and manages media relations for the Association.

Kristy is a member of American Mensa, Ltd. and enjoys traveling, reading, horseback riding, caring for their animals and sharing food and wine with family and friends.

Kristy and Joe had their first child — the fifth generation on the property — in February 2015.

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## Joe Webb

Joseph Webb was born in Fresno, Calif. in 1978. When he was eight years old, his mother, Pam, a neonatal nurse, and his father, Bob, a construction superintendent, decided to move the family 4,000 feet above Fresno, to the small, mountain town of Auberry, Calif.

**One of Joe's earliest memories is skiing the local resort** – a hobby that still has him waxing skis and planning trips every fall. Living in the mountains also gave him an **excuse to begin to "modify" his 1986 Chevrolet Blazer and he's now an avid four-wheeler**, as well as an inventive cook and a food-and-wine fanatic.

In 1998, Joe moved to San Luis Obispo, Calif. to attend Cuesta College. He met Kristy Charles there in 1999. Together, they became interested in wine – searching out the best deals from the Central Coast and sharing them with friends, then later exploring the tasting rooms of Edna Valley, Paso Robles and Santa Barbara.

**In 2003, Joe's love of wine lead him to follow a new career path, and he transferred** to Sonoma State University in Rohnert Park, Calif., where he graduated two years later with distinction and a degree in wine business. During college he worked at such well-known wineries as Sebastiani and Landmark Vineyard and served as an officer of the Sonoma State wine club.

It was also during this time that Kristy and Joe started to make home wine in their rented Santa Rosa apartment. In 2004, they obtained their first lot of Charles Vineyard Pinot Noir and made a few small barrels of wine. It was this home wine that truly planted the seed for what would later be Foursight Wines.

After graduating from Sonoma State, Joe worked as assistant winemaker and direct sales manager at Joseph Swan Vineyards. In 2007, he proposed to Kristy and left Joseph Swan to move with her to Anderson Valley. As they built Foursight Wines, he also worked as general manager and assistant winemaker at Londer Vineyards, until the owners retired in May 2013.

Joe is the Foursight winemaker and all-around winery and business guru. He has also served as president of the Anderson Valley Winegrowers Association and has consulted for wineries and organizations like Visit Mendocino. He and Kristy had their first child, Evan, in 2015.





## Bill Charles

William (Bill) Charles was born in Boonville, Calif. in 1950, to Margaret and Homer Charles, transplants from South Dakota and owners of Charles Lumber Company. Bill was one of two children: his older brother, Norman, was 12 when he was born.

Bill was raised on the family property during a booming time in Anderson Valley. He recalls waiting for the local school bus with 30 other kids who lived on the property -- all children of mill workers. Life was rough and rowdy; fighting was a normal, everyday activity around the lumber mills and the valley, and the valley's population was at an all-time high.

Bill graduated from Anderson Valley Senior High School in 1968, then moved to Santa Rosa, Calif., where he attended Santa Rosa Junior College. In 1970, he transferred to Chico State University, where he majored in physical science and was a member of the Phi Kappa Tau fraternity. It was also in Chico where he met his future wife, Nancy, a nursing student at the university (they would be married in 1974).

After college, Bill and Nancy moved back to Anderson Valley. For 15 years, Bill owned and operated William Charles Construction, designing and building custom homes in Mendocino and Sonoma counties. He was also involved in commercial real estate, as well as sustainable logging operations on his timber ranch in the valley.

His future as a grape grower was inevitable given his love of agriculture. From 1974 on, Bill and Nancy grew hay, raised cattle, harvested fresh eggs from their chicken coops, and tended a large garden and orchard. They also helped their children raise horses, sheep, rabbits, and one pig. To this day, Bill and Nancy still own McNab Shepherds: dogs originally bred in inland Mendocino County to be excellent livestock and all-around farm dogs. It was also around this time that Bill's brother, Norman, started collecting wine. A resident of Healdsburg, Calif., Norman would often enjoy his acquisitions with his brother and sister-in-law. This was the beginning of the Charles family's life-long love of good wine.

In 2001, Bill and Nancy planted Charles Vineyard -- 15 acres of Pinot Noir, Sauvignon Blanc and Semillon just east of the town of Boonville. Their grapes find a home at Foursight Wines and at a few high-end Pinot Noir producers outside of Anderson Valley.

Bill can always be found making, fixing, or doing something around the property -- in fact, he designed and built the Foursight Wines tasting room and winemaking facility himself. Each year, however, he finds the time to do a little traveling during the winter off-season, and he enjoys cooking, crossword puzzles, reading, camping and four-wheeling with his family.





## Nancy Charles

Nancy Charles was born in 1952, in Oakland, Calif., the middle child of Eunice and Glenn Wilson. She has two brothers: Thomas and Scott.

Nancy grew up and attended school in the East Bay until 1960, when her father, who worked for Kaiser Engineers, was transferred to England to work on the Volta River Dam project in Ghana, Africa. With that major life change, the entire family relocated so they could be together.

In England, Nancy attended school at an Air Force base near Hampton Court (Henry VIII Palace), then transferred to a local, English private school for two years. Her last two years were at Marymount International School in Kingston-on-Thames. The family took advantage of living abroad and traveled throughout Europe during this time.

In 1965, Glenn was transferred back to the United States, and the family returned to Oakland. In 1969, they moved back to England. Nancy returned to Marymount for her senior year in high school, graduating in 1970.

In September 1970, she made the decision to return to California and study nursing at Chico State University. (Her family also returned in December of that year.) During her time at Chico State, Nancy met Bill Charles. They were married in 1974, after Nancy graduated, and she moved to Boonville that same year.

From 1974 until 1981, Nancy worked as an I.V. therapist at Hillside Hospital/Ukiah Adventist in Ukiah, Calif. With three children, she was deeply involved in Cub Scouts, 4-H, various sports teams, and as a school classroom and site council volunteer.

Nancy also worked alongside Bill at William Charles Construction, as well as on the **"family farm," caretaking their beef cattle, hay crops, poultry, McNab Shepherds, gardens, orchards, and her children's many projects. Nancy also serves on the board of directors for the Anderson Valley Ambulance – a local, nonprofit organization serving Anderson Valley.**

In 2000, Nancy worked with her husband to establish Charles Vineyard – 15 acres of Pinot Noir, Sauvignon Blanc and Semillon. Nowadays she is most often found in the vineyard – listening to the local radio stations as she patiently works on one of a myriad of tasks done by hand to ensure the quality of the grapes for this, and future, harvests.

