

# CONTURSI FAMILY NEWSLETTER

---

QUARTERLY — FALL 2021



MICHAEL CONTURSI, STEVE CONTURSI & THOMAS NEPTUNE

LAGUNA BEACH 2020

---

Welcome to our family's Fall 2021 newsletter!

With the season changing and many of us already considering our plans for the holidays, we are excited to share several new developments.

In this edition, Steve Contursi provides insight into some of the advances in collectibles markets and where he is putting his capital to work ahead of the next coin market expansion.

We also feature Michael Contursi in a special up close and personal interview where our network can get a sense of what motivates the Contursi family and where it is headed in the future.

For those who are looking for curated gifting ideas, below you can learn about the luxury items Seanne Contursi recently sourced from France and are now available at the Arrow&Branch Home boutique.

Last but not least, Fall is a very special season as it signifies appreciating our loved ones. We are extremely thankful for our family, our wonderful team, and our loyal network—you make it all possible and so thoroughly enjoyable.

As always, we invite you to share our family's newsletter with your friends and family.

Enjoy this glimpse into our world and we look forward to keeping in touch with you.

Cheers!

## THE CONTURSI FAMILY

---

# FAMILY OFFICE SPOTLIGHT: MICHAEL CONTURSI

In this up close and personal interview, Michael provides insight into his family's businesses, his core values, and where the family is heading over the next several decades

## A FEW OF THE TOPICS THEY DISCUSS INCLUDE:

- Starting from the bottom in a family business
- Motivation for success
- Father/Son mentorship
- Exciting developments for the Arrow&Branch Winery
- A tidal wave of opportunity in the rare coin market



[READ FULL INTERVIEW](#)



# ARROW & BRANCH HOME



Happy Autumn from Arrow&Branch Home!

Steve and I recently returned from a trip to visit our daughter in Europe, where we were inspired once again by the allure and beauty of France and all it has to offer. From the grand, hospitable chateaus of Bordeaux, to the cobblestoned streets of St. Tropez and the chic boutiques of Paris, each region possesses its own style. We draw on and apply this inspiration to our buying principle as we make select choices for new pieces we bring into Arrow&Branch Home.

I am particularly excited about the handmade silk textiles we brought back from France in the form of accent pillow covers and totes in varying sizes and colors. They are fabulous! Those of you that know me also know I tend to shy away from color, but I found these silk velvets so lovely and to be the perfect pop against a neutral palette!

Also, new in the boutique are the latest collections from Chat Noir & Chapter Six Fine Jewelry lines. Chat Noir, my daughter's collaboration has released its Classics I Collection with a focus on a brilliant array of vintage classic gold hoops. Chapter Six, founded by local a designer has added delicate bracelets and earring charms to her collection. Come on in and try them on!

We are very much looking forward to assisting you with warming your home and setting your table for the upcoming holidays. Below is a link to our unique offering of curated gifts, jewelry, home décor, and Arrow&Branch wine. Whether you are local or based in another time zone, don't hesitate to use our website, message us, or phone in your requests or questions.

Cheers,  
Seanne Contursi and the A&B Home Team

949.464.4353  
867 S. Coast Highway  
Laguna Beach, CA 92651  
[www.arrowandbranchhome.com](http://www.arrowandbranchhome.com)  
[hello@arrowandbranchhome.com](mailto:hello@arrowandbranchhome.com)



## ABOUT ARROW&BRANCH HOME

Seanne has spent the last 30 years developing her craft by immersing herself in the world of fashion and design, experiencing firsthand the aura surrounding these special objects from places worldwide. She has built a profound reputation for creating the perfect gift, curating that special sense of place, and adding thoughtful designer insight to all things special. Working alongside two of her daughters, Alexandra and Nicolette, this mother-and-daughters trio curates and sources inspiring new and antique décor, unique jewelry, vintage clothing, and all things beautiful to the senses.

## CONTACT US





# ARROW&BRANCH RARE COINS MARKET UPDATE



It has been a very active year in the high-end rare coin market with legs for a very bright future. In June, a 1933 Augustus Saint Gaudens \$20 sold for a record \$18.9 million. This new record shattered the previous \$10 million record for the 1794 Dollar that I once owned. In addition, many coins have been sold for world record prices for each individual coin. These coins may not resurface for generations.

The increase in demand for U.S. rare coins, and collectibles in general, coincides with the entrance of major institutional investors such as Blackstone, Cohen Private Ventures, D1, Main Street Advisors, etc. These groups acquired the two major collectibles certification firms, Certified Collectibles Group and Collectors Universe.

Their decision to enter the collectibles markets indicates their due diligence forecasts tremendous growth and demand in these markets for the long run. No doubt these firms will bring awareness to these high-barrier-of-entry markets through expanding existing infrastructure, marketing, innovation, and technology. We believe their efforts will make the buying and selling process in these elusive collectibles markets more mainstream, which will facilitate the continued increase in global demand for owning high end collectibles.

Our family will continue to invest heavily in this finite supply market, alongside our new investors, as we are very excited about these new developments and getting in front of a giant wave fueled by technological advances.

STEVE CONTURSI | CEO OF ARROW&BRANCH RARE COINS

---

# NAPA VALLEY VINTAGE REPORT: SUMMER 2021



"There is no end to picking grapes this week! We've come to expect hot temperatures and dry conditions every Labor Day weekend. This year was no exception. What was first forecast as a short moderate heat event, turned into a week of nearly triple-digit temperatures. Our vineyards were well on their way to being ripe and this weather tipped them into a perfect range. An interesting development this vintage - this harvest is very early and becoming dramatically compressed. For example, other growers are harvesting Pinot Noir and late whites like Chardonnay in the same week we're harvesting Cabernet Sauvignon! These wines will be ones to look out for: the color and flavor already are incredible. And, due to the drought, the crop yields are light and we're harvesting 10-50% less than we would in an average year."

JENNIFER WILLIAMS | ARROW&BRANCH WINEMAKER

---

## "MIND YOUR BUSINESS" - BENJAMIN FRANKLIN

"Mind Your Business" - These words are printed on our first Arrow&Branch wine label produced in 2008. This first vintage was very special to our family as it was the beginning of our fantastic journey in the wine business, which has led to meeting wonderful and interesting people from around the world and building lifelong relationships. To the unsuspecting eye, it might appear that quoting Benjamin Franklin was a cute marketing idea. However, to our family, it represented the perfect way to celebrate the start of something new while paying respect and appreciation for all the work that led us to that point in time.

Benjamin Franklin's quote "Mind Your Business" was infamously inscribed in the center of the only coin created by the Continental Congress of the United States in 1776. The phrase means "time flies, do you work." To the patriots in 1776 who signed the Declaration of Independence and would go on to defeat the British to form the United States of America, the phrase was a symbol of unity and the continuous hard work it would take to achieve democracy and create a bright future.







The Contursi family decided to use these words for their new wine venture to pay homage to the nation that has provided freedom and opportunity to so many, including their family. The opportunity to be an entrepreneur and create a better future for his family gave patriarch Steve Contursi the ability to build a successful business in the United States Rare Coin Market for almost half a century. An opportunity that took a kid from the Bronx who helped his mother pay rent at 13 years old, to the top of his profession through continuous hard work and seizing opportunities as they presented themselves. Benjamin Franklin is the perfect brand ambassador as his words resonate with our family's core values of hard work and the level of care that goes into every aspect of our lives.

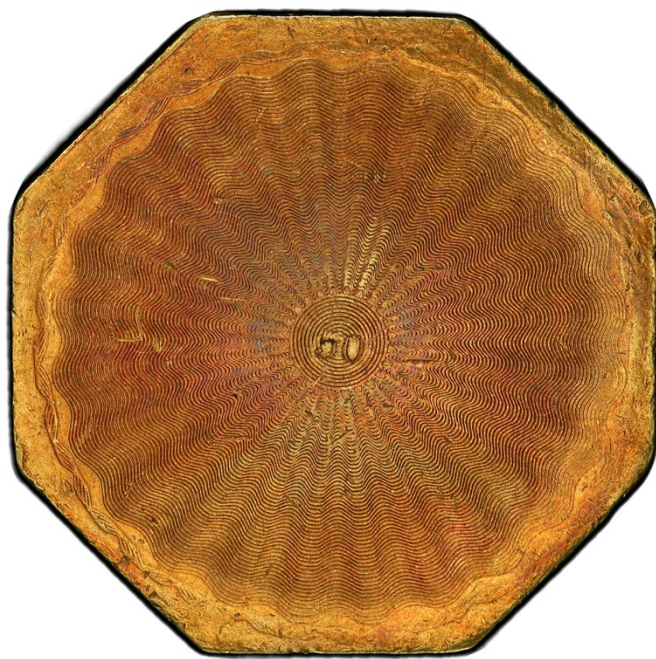
---

## TROPHY HIGHLIGHT:

### 1851 HUMBERT \$50 LETTERED EDGE

CERTIFIED BY THE PROFESSIONAL COIN GRADING SERVICE AT MINT STATE 61  
CALIFORNIA GOLD RUSH COIN

LESS THAN 9 EXAMPLES HAVE SURVIVED IN MINT STATE CONDITION



APPROXIMATE VALUE: \$275,000

The California Gold Rush began with the discovery of gold by James Marshall at Sutter's Mill on January 24, 1848. This event was responsible for the migration of nearly 300,000 people and ultimately led to California's statehood in September the following year. Although there was plenty of gold in California at this time, there was a severe lack of coinage which hampered commerce at every turn. At that time, there was not a U.S. mint on the west coast to assay and coin this fresh gold pulled from the ground in California. As a result, the gold had to be transported to the Philadelphia Mint by either land or sea which was both risky and costly. As a result, private companies entered the scene to assay and coin this gold to be used within the territory.

Augustus Humbert, a New Yorker and a watch case maker by trade, made such a sterling reputation for himself in the San Francisco region that he was appointed United States assayer. His office was generally regarded by many as a provisional government mint and became "official" under the auspices of the Act of September 30, 1850, which established the federal Assay Office of Gold in San Francisco. This beautiful example above has been preserved and passed down for generations in uncirculated conditions to survive today. The coin is from a time of cowboys and created the need for a transcontinental railroad. It is a trophy that only 9 people in the world could own in uncirculated conditions.



"AN INVESTMENT IN KNOWLEDGE ALWAYS PAYS THE BEST INTEREST"  
-BENJAMIN FRANKLIN

IF YOU WOULD LIKE TO LEARN MORE ABOUT ANY OF  
OUR FAMILY'S PROJECTS, PLEASE EMAIL US AT  
[INFO@SLCONTURSI.COM](mailto:INFO@SLCONTURSI.COM).