

Contursi Family Newsletter

Quarterly - Fall 2024



The Contursi Family- Arrow&Branch Estate - Napa Valley 2024

Fall is always an exciting time for our family as we experience the culmination of countless grape growing decisions made in the field, leading to harvest. This year also marks a very special milestone, as we realized our dream of opening a Napa Valley winery.

As you read this newsletter, our wonderful winery production team, led by Jennifer Williams, is processing some of Napa Valley's finest grapes. Many of those grapes come from world renowned Beckstoffer Vineyards, which is the main feature of this newsletter.

Andy Beckstoffer is a Napa Valley icon and visionary who farms nearly 4,000 acres of wine grapes, including six Heritage vineyards. Arrow&Branch is one of a small number of wine producers fortunate enough to access grapes from one of these historic sites, Beckstoffer's Dr. Crane Vineyard.

This newsletter celebrates Andy Beckstoffer and his legendary Dr. Crane Vineyard. We hope you enjoy learning about Andy's story, shared in an exclusive interview with Steve Contursi. Also highlighted is a once-in-a-lifetime experience we hosted at the winery earlier this month, featuring library wines from the Dr. Crane Vineyard. Be sure to check out the video link.

Last but not least, we share the incredible history of America's only \$4 coin, which Congress ultimately did not approve. This extremely rare coin is considered a national treasure, as is the miracle of Napa Valley.

We wish all of our family, friends, partners, and clients a wonderful fall season and we hope to see you soon in the Napa Valley or Laguna Beach.

Cheers!
The Contursi Family

Family Office Spotlight: Napa Valley Icon, Andy Beckstoffer



Andy Beckstoffer

Arrow&Branch principal, Steve Contursi, interviews America's most renowned grape grower and Napa Valley visionary, Andy Beckstoffer.

A Few of the Topics Discussed Include:

- ★ Andy's visionary approach to modern viticulture and grape pricing
- ★ Climate change and the future of Cabernet Sauvignon
- ★ History of Beckstoffer Dr. Crane and To Kalon Vineyards
- ★ Outlook on collector demand and pricing for high-end Napa Valley wine

[**Click to Read Interview**](#)

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WINERY



Featuring Beckstoffer Dr. Crane Vineyard
Arrow&Branch Winery, Sept. 2024, Photo by Phil Venable

Stars of Napa Valley Charity Dinner

Wine enthusiasts from across the country joined us for a special tour of Beckstoffer Dr. Crane Vineyard, led by Andy Beckstoffer himself, followed by a bespoke dining experience at our newly opened Arrow&Branch Winery. Dinner was prepared by French Laundry alum, Chef Daniel Gomez Sanchez, paired with Beckstoffer Dr. Crane Vineyard library wines from five of Napa Valley's finest brands. Lisa Perrotti-Brown and Vanessa Conlin, both holding the prestigious title of Master of Wine, led the dinner discussions, with all event proceeds benefiting Jameson Humane.

Featured Vintners of Beckstoffer Dr. Crane Vineyard:

Arrow&Branch: Steve & Seanne Contursi and Jennifer Williams

B Cellars: Jim Borasack and Kirk Venge

Bevan: Russel Bevan and Victoria DeCrescenzo

Memento Mori: Hayes Drumwright and Sam Kaplan

TOR: Tor and Susan Kenwood

"We were so happy to open our doors to our new winery and support Jameson Humane." -
Steve and Seanne Contursi

[Watch Video from Event](#)

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RARE COINS



A Recession-Proof Way to Protect and Grow Your Wealth

Owning Gold Bullion & U.S. Rare Coins

Attributes of Gold Bullion and U.S. Rare Coins:

- Low correlated assets provide downside protection in a recession
- Compelling risk-return profile, targeting double digit returns
- Hedge against \$35 trillion dollar deficit and weaker U.S. dollar
- Increased demand with interest rates falling
- Inflation hedge

Many people in our network are trying to navigate these times of great uncertainty. If you are considering how gold bullion or U.S. rare coins might enhance your investment objectives, we recently wrote an article addressing how these assets solve a few of the most pressing concerns today. The article references numerous credible sources that point to the conclusion that these assets may be a valuable diversifier as volatility becomes more the norm. We would like to extend a special invitation to work directly with our family in this specialized market where we have protected and grown our wealth for 50 years with peace of mind.

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NAPA VALLEY



2021 Cabernet Sauvignon "Beckstoffer Dr. Crane Vineyard"

"Another sensational wine from this team, the 2021 Cabernet Sauvignon Beckstoffer Dr. Crane Vineyard reminds me of a great vintage of Smith Haut-Lafitte with its incredible array of smoky black fruits, scorched earth, tobacco leaf, and chocolaty nuances. It's a full-bodied, powerful wine from this Grand Cru site outside of St. Helena and has a gorgeous mid-palate, ripe, building tannins, and incredible length on the finish. Aged 20 months in new barrels, this beauty has the vintage's pure, focused, structured style and deserves 4-5 years of bottle age. Anticipated maturity 2027-2047."

-Jeb Dunnuck | Wine Critic | 99 points

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National Treasure Offering

1880 Flowing Hair Stella \$4

Certified by the Professional Coin Grading Service as Proof 67 Cameo

Tied for highest graded specimen



The \$4 Stella is one of the most popular coins in numismatics, coveted by both collectors and investors alike. These \$4 denomination coins were only produced in 1879 and 1880, which were the only times the U.S. made a \$4 denomination coin in its history. The coins were made and proposed to Congress at the suggestion of Hon. John A. Kasson, U.S. Minister of Austria, who believed the U.S. having a gold coin with the equivalent value of the French 20 franc, Italian 20 Lire, Spanish 20 peseta, etc. would lead to smoother transactions for citizens traveling through Europe. In 1879, 425 Flowing Hair \$4 Stellas were minted and sold to Congress and collectors. In 1880, only 35 coins were produced and acquired by collectors and dignitaries. Ultimately, Congress rejected the \$4 denomination, hence very few specimens exist today.

Ranked **#18 in the 100 Greatest U.S. Coins** book, the 1880 Flowing Hair Stella is almost impossible to obtain in any condition, and even more challenging to acquire the finest known specimens. In the last 40 years, there have only been 6 opportunities to acquire an 1880

Flowing Hair \$4 Stella in either PR66 or PR67 grade. Even in low grades, such as 63, one has not sold since 1997. Usually, these coins are acquired and held off-market in private collections for generations.

Price: \$1,650,000

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NAPA VALLEY | LAGUNA BEACH