

CONTURSI FAMILY NEWSLETTER

QUARTERLY - SUMMER 2021



CHEERS FOR CHARITY 2021

Welcome to our family's Summer 2021 newsletter!

The highlight of this very special edition is the father-son video interview of our patriarch, Steve Contursi, who shares intimate details of his personal story as well as insider access to his thoughts about the U.S. rare coin industry, where he created the family's wealth.

We are also thrilled to announce several developments, including the opening of Arrow&Branch Home store in Laguna Beach, which is quickly becoming a local favorite.

For those interested in the extremely private family office world, you will enjoy our exclusive interview with Andrew Pitcairn, who shares the Pitcairn family's history since 1841 and its transition to becoming one of the most well-respected family offices in the United States.

Below you will also learn more about how our family and team can be a resource in providing special access to all that Napa Valley has to offer.

We invite you to share our family newsletter with friends and family.

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

Cheers!

THE CONTURSI FAMILY

SPECIAL FEATURE

ENJOY AN EXCLUSIVE FATHER-SON INTERVIEW WITH FAMILY PATRIARCH, STEVE CONTURSI WHO SHARES INTIMATE DETAILS OF HIS PERSONAL STORY AS WELL AS INSIDER ACCESS TO HIS THOUGHTS ABOUT THE U.S. RARE COIN INDUSTRY, WHERE HE CREATED THE FAMILY'S WEALTH.



Michael Contursi
President

Steve Contursi
Founder & CEO

WATCH THE CONVERSATION

WE'RE OPEN!

The Arrow&Branch Home boutique (located between St. Ann's & Thalia Street on the oceanside) has officially opened, and we are thrilled with the warm reception by locals and visitors alike!

We have carefully curated home decor accents, our signature scents, custom silk pillows, vintage barware, along with stunning jewelry collections (vintage and new) to name a few of our selections. Contursi sister duo, Lexie & Nicolette, are featuring their Chat Noir line of vintage fine jewelry. These one-of-a-kind pieces are solid gold with many adorned in diamonds, precious and semi-precious stones. Come in and try on your favorites!

Although we are not able to offer wine tastings in Laguna Beach, Arrow&Branch wines are on display, and we are happy to walk you through our current releases.

We welcome you to stop in and say hello or if you are not located in the area feel free to reach out if we may be of assistance with that fabulous find for the home, or your gifting needs – especially when that gift is for yourself!

Website: arrowandbranchhome.com

Contact: hello@arrowandbranch.com

Sign up for special events: [HERE!](#)



FAMILY OFFICE SPOTLIGHT: ANDREW PITCAIRN

CONTURSI FAMILY GENERAL
COUNSEL, THOMAS NEPTUNE,
INTERVIEWS LONGTIME FRIEND AND
COLLEAGUE, ANDREW PITCAIRN,
FAMILY COUNCIL CHAIR AT PITCAIRN

A few of the topics they discuss include:

- Family legacy and evolution over generations
- How to network with other families
- A disciplined and long-term investment approach
- Advice on working with family members
- Philanthropy and entrepreneurship



[READ FULL INTERVIEW](#)

CUSTOM ETCHED BOTTLES TO BE THE CENTERPIECE OF YOUR COLLECTION



When crafting small production, terroir-driven wines such as the Arrow&Branch portfolio, the final product can be described as “art in the bottle.” Now as Jennifer Williams finalizes the Arrow&Branch 2019 blends in preparation for July bottling, we are gearing up to release a small number of custom etched large format bottles — literally putting art on the bottle. Each bottle is carefully masked, hand etched, and hand-painted by skilled artists in Napa Valley, resulting in a truly unique work of art.

To learn more about our limited production of these exquisite 3L and 9L custom etched bottles, contact Danielle Sullivan at danielle@arrowandbranch.com or 707.200.3640.

NAPA VALLEY VINTAGE REPORT: SPRING 2021



"We've had an unusually warm and dry spring punctuated with extremely cool spells. Over these warm weeks, the vines grew started to flower and set small berries. The vines are enjoying the warm temps and are now bushy with new growth, while the berries are green and the size of peas.

Our vineyard teams are opening up the vine canopy around the fruit to allow dappled sunlight to the growing berries. They carefully remove a few leaves or laterals to provide this healthy sunlight and airflow. This work is one of the most important steps toward crafting a quality vintage. We predict what the weather will be this summer and fall, then shape the canopy so that the fruit can best withstand what is yet to come. In a dry and hot year like this, we favor more protection, leaving more leaves to act as sun umbrellas to the clusters. We're optimistic about a great vintage ahead—whatever the weather will bring."

-JENNIFER WILLIAMS | ARROW&BRANCH WINEMAKER



OUR WORLD IS YOUR OYSTER

We are very excited to see Napa Valley bustling again with visitors from across the country. Please do not hesitate to reach out if you will be traveling to the area, as we are happy to be a resource for you and grow our relationship further. We have a vast network of wineries, fine dining restaurants, etc., and we are willing to make personalized recommendations based on your interests. Our world is your oyster... if we can assist you with anything, please don't hesitate to reach out to Danielle Sullivan at Arrow&Branch, danielle@arrowandbranch.com or 707.200.2640.

TROPHY HIGHLIGHT:

1864 LIBERTY HEAD PROOF \$20

CERTIFIED BY THE PROFESSIONAL COIN GRADING SERVICE AS PROOF 67 DEEP CAMEO
SOLE FINEST KNOWN EXAMPLE



\$1.5 MILLION

From the birth of the nation until 1849, the largest denomination of United States currency was a \$10 gold coin known as the Eagle. That changed with the passage of the Gold Coinage Act of March 3, 1849, which allowed for the minting of two new denominations of gold coins. The smallest was the gold \$1 and the largest was the gold \$20, or Double Eagle. Only one \$20 Double Eagle was produced in 1849 which permanently resides in the Smithsonian Collection and is unobtainable. For over half a century, the Liberty Head \$20 Double Eagle served as the backbone for commerce in the United States. Millions of these coins were struck during important events in U.S. history, such as the California Gold Rush, the Civil War, the Transcontinental Railroad, and the discovery of the lightbulb, to name a few. The Liberty Head \$20 reign eventually came to an end when President Theodore Roosevelt hired world-renowned sculptor Augustus St. Gaudens to create a new coin design, which became the most beautiful coin in the world— the 1907 \$20 High Relief.

Besides the millions of \$20 Double Eagles that were produced for commerce, there was a small quantity that was produced for avid collectors at the time. These collector (or presentation) pieces are known as proof coins. The coins were subjected to a different minting process where dies were polished, and coins were struck in a way that showed the best details. As an example, there were 204,235 regular coins struck in 1864 while only 50 proof coins were struck. Proof gold coins are among the most sought after and challenging U.S. rare coins to obtain. Most have survived in immaculate quality as they were created to serve as trophy pieces. This particular example is the highest graded example to exist and has a phenomenal pedigree.



“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