

ANNOUNCING THE

CADENCE

NOVEMBER 2012

2009 VINEYARD RELEASES

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An Invitation to the 2012 Open House

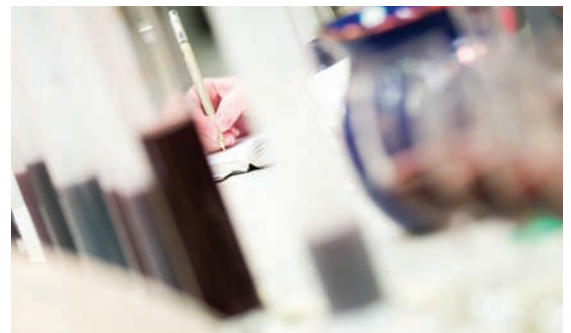
PLEASE JOIN US November 10th from 11:00 to 5:00 p.m. for the official release of the 2009 Cara Mia reserve blends. We will be pouring library wine back to 1998 and the 2009 vineyard and reserve blends, as well as 2010 Coda. You'll also have a chance to meet our new Director of Sales, Chris Lara. It will be quite a party, so come on down!

Blending With Intent: The Art of Cadence

Sometimes winemaking just happens – the famous (and gilded) story of Benedictine monk Dom Perignon opening a bottle of white wine only to find it had refermented in the bottle to glorious effect: “Come quickly, I am drinking the stars!” defined the stroke of lucky observation that created the effervescent beauty known as Champagne. With a skillfully crafted wine, what you taste from the bottle is the direct result of the intent of the winemaker. The point was brought home a few days ago after pouring our lineup to a sommelier who commented “I can really taste your intent behind these four different bottlings, they all have their own purpose.” Most of you know us as the creators of vineyard designated Bordeaux blends. Here is the why, the intent behind our wine.

I moved to Seattle in 1986, a Columbus native and recent graduate of the Ohio State University. Life in Seattle was a distinct contrast to Columbus – the west coast ideals regarding fresh and local ingredients had already taken firm hold in Seattle. Salmon from the Sound, morels and wild huckleberries from the Cascades, Ellensburg lamb and on and on, were everywhere, and not lost on an eager palate. A sense of place pervades the Northwest and is one of the delights of living here. Commitment to place is also legendary in European winemaking. These two influences converged in the choice to vineyard designate each of our wines.

The second piece of the puzzle, the choice to blend across varieties, fell into place based on experience. In the years before starting Cadence we tasted hundreds, if not thousands, of wines without particular regard for commercial obligations, marketing concerns, wine list



BLENDING WITH INTENT: THE ART OF CADENCE (CONT.)

requirements or changing consumer palates. We solely focused on what tasted best to us and why. At the same time, we were making many single varietal wines from individual vineyards as well as conducting small lot blending trials. Gaye and I agreed that no one variety of grape truly expressed all there was to know about a single vineyard as well as a blend of grapes from that place.

Bel Canto and Camerata most forcefully illustrate our blending philosophy. The blending of these two signature wines began in 2003 when we planned the varieties and clones with which to plant Cara Mia vineyard. By the time we get to blending trials, we have 25 candidate barrels for each wine, aged for fourteen months, to be winnowed to 13 or so barrels by the end of the trials. Bel Canto (beautiful singing) is designed to express the wonderful elegance, minerality and aromatics that Red Mountain soils can produce. Cabernet Franc is the star of this blend. Cara Mia cobbles and consistent heat on Red Mountain combine for the ideal environment for Cabernet Franc to ripen and flourish. But the Cabernet Franc can be augmented for a more complete wine and expression of the site. Merlot elevates the mid-palate and plushness and Petite Verdot adds a bit of zest.

Camerata (small group of friends) is designed to highlight the tannins, structure and deep fruit characteristic of Red Mountain. The backbone of Camerata is Cabernet Sauvignon. We add its friends Cabernet Franc, Merlot and Petite Verdot to give the

wine more complexity, lift and aromatics. The addition or subtraction of one barrel in the blend can have a make or break difference on the wine's character. The barrel may be any of the varieties we grow in Cara Mia, and there is no real way of predicting which barrel can bring the subtle



energy that takes a blend from very good to phenomenal. But the effect happens time and again and it always makes us shake our heads—adding one barrel that turns on the sparkle, lights up the palate and tells us the wine is now complete.

BS

Tech Brief: It's Hot in Here

This harvest we ran a new experiment in the winery; specifically warmer fermentation temperatures. The temperature at which a winemaker chooses to ferment his fruit can affect a profound impact on the final wine. Hotter temps extract more color and tannins from the wine; cooler temperatures are said to leave delicate aromatics intact. The downside to fermenting at too cool temps is the risk of leaving potentially great flavors locked inside the skins unextracted. Too much heat can produce cooked flavors and ultimately stop the fermentation short of completion, leaving sugar in the must and raising the potential for spoilage yeast to ruin the wine.

86 degrees Fahrenheit is as close to an accepted norm as there is, but there are regional and stylistic exceptions. Oregon Pinot tends to be fermented cooler and Bordeaux grapes warmer. Counter examples abound, of course. Our favorite Barolo, Roberto Conterno's Monfortino, undergoes fermentation at wildly hot temperatures approaching 95 degrees and yet retains delicate aromas of rose petals – quite the balancing act and part of the wine's allure. We'll report back on the results of our trials in next year's newsletter.



Meet Christopher Lara

Allow us to introduce our first employee—Christopher Lara, Director of Sales.

Chris comes to us with impeccable credentials – he was the wine guy at Jason Wilson's Crush and Matt's in the Market as well as working for Young's Columbia as an account manager. Chris is a Level 3 WSET and Advanced Sommelier with the Court of Master Sommeliers. We have tasked Chris with taking over all our retail and restaurant accounts in western Washington and generally helping us spread the Cadence word far and wide. Welcome to the company, Chris!



Cadence in the Press!

We've had a banner year in the pages of local and national media!

Seattle Magazine
2012 Winemaker of the Year

Seattle Metropolitan Magazine
Top 100 Wines of the Year
(2009 Camerata and 2009 Bel Canto)

Wine & Spirits Magazine
2012 Top 100 Wineries of the Year
and Top 100 Wines of the Year
(2008 Bel Canto and 2008 Camerata)

Top 10 U.S. Urban Wineries
(www.foodrepublic.com)

Upcoming Events

Saturday, November 10
Cadence Annual Open House, 11 to 5

Saturday, December 8
South Seattle Artisan Wineries (SSAW)
Holiday Open House, 1 to 5

On the Twelfth Vintage of Tapteil...

...Maybe your true love will give you a boxed set of the first twelve vintages of Cadence Tapteil Vineyard, from our first bottling ever—the 1998 vintage—to the current 2009 release. This unique release showcases the finest unheralded vineyard on Red Mountain. Larry Pearson planted Tapteil in 1985 after an exhaustive search down the Yakima valley for the perfect vineyard site to grow Cabernet Sauvignon. Tapteil sits high on Red Mountain at an elevation of 850'. Its lower block sits just 100 yards up the hill from our own Cara Mia Vineyard. From the initial 3 1/2 acre parcel planted next to Larry's house, Tapteil has grown to 25 acres. Cadence purchases Cabernet Sauvignon from Tapteil's oldest block. The vines typically carry low yields and small berries, a tribute to the vineyard quality and effort Larry puts into its management. This set is the history of Cadence in 12 bottles with every vintage's character behind the cork. The older bottles are drinking beautifully and in most cases are just approaching maturity. None are over the hill. The 1999 we recently opened took four hours after a double decant to really blossom!

Due to the limited cellar wine available for this offering, we are limiting this release to 12 boxed sets.

Tasting Notes Vintage 2009

The 2009 vintage was a little like 2007, hot but not stifling as was 2003. Flowering occurred normally, veraison as well and the season ended with a stunningly perfect September to finish up ripening. We picked Merlot on September 3rd, the earliest ever, but in time to preserve an absolutely juicy acidity and plump berry ripeness. The quality of the vintage allowed us play a beautiful balancing act of ripeness versus structure, fruit versus acidity and tannins. The inner tensions we blended into the wine will be a joy to watch unwind over a long, graceful evolution in bottle.

TAPTEIL VINEYARD 2009, RED MOUNTAIN 57% Cabernet Sauvignon 26% Merlot 17% Cabernet Franc

The 2009 carries the signature Tapteil character – on the nose classic dusty spices, plums, pencil and black cherries. These follow through the palate to a firm finish. The real beauty of this Tapteil vintage is the wine's structure. The flavors are deep and penetrating, the acidity maintains freshness and the tannins firm, long and noble. This level of intensity is apparent only in great vintages!

CIEL DU CHEVAL VINEYARD 2009, RED MOUNTAIN

41% Cabernet Franc 35% Cabernet Sauvignon 18% Petit Verdot 6% Merlot

Ciel 2009 is redolent with spicy blueberry fruit and minerality that need no coaxing from the glass. The flavors present a joyful expression of the complexity of Ciel; blueberries, darker fruit, minerality, layers and waves of flavor to ponder. Despite the open ripeness of it all and the sheer playfulness don't be worried about its ageworthiness – all the pieces are in place for a nice long evolution in bottle.

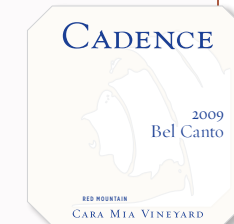
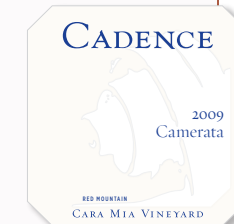
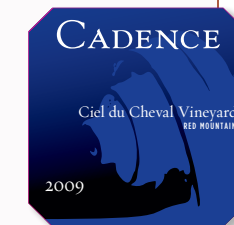
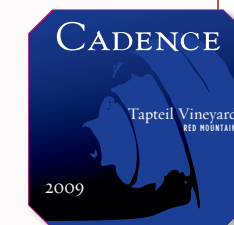
CAMERATA 2009, RED MOUNTAIN

73% Cabernet Sauvignon 9% Merlot 9% Cabernet Franc 9% Petit Verdot

Camerata will please the Cabernet loving crowd with its full bore aromas of currant, menthol, and licorice. The flavors walk the wonderful stern but sweet balance playing bright deep fruit against acidity. The texture is almost giving, but the finish brings home the sweet tannins to remind you to cellar the wine for a long time, or decant well in advance of dinner. Stephen Tanzer wrote 'I might have guessed Saint-Julien in a blind tasting.' Yes, but with our distinctive Red Mountain signature!

BEL CANTO 2009, RED MOUNTAIN 80% Cabernet Franc 10% Merlot 10% Petit Verdot

This vintage of Bel Canto is the most Cabernet Franc-centric wine we've ever bottled. There is no mistaking the wine's makeup from the moment you pull the cork. Perfumed, rich aromas of Christmas spice, floral notes, graphite and deep berries abound. The palate offers waves of fruit with an incredibly textured, silky mouthfeel. The plushness is built on an iron framework, though, with leavening acidity and long, graceful tannins that are emphatic on the long finish. This is a wine for the ages, or a decant three hours before dinner. Stephen Tanzer said in his review 'These wines are awfully impressive in the context of the vintage and seem set for a slow and graceful evolution in bottle.'



Annual Fall Release Open House

Save the date! Our 2012 Open House is coming up on November 10th, from 11am to 5pm.

Join us for a lovely selection of wine-friendly cheeses and charcuterie to compliment our vintage 2009 offerings, barrel samples and library wines.



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A New Look for Cadence

We're revamping our website and adding an option for on-line ordering. The new look should be launched by the release of the 2009's. www.cadencewinery.com



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www.cadencewinery.com



SAVE THE DATE! OPEN HOUSE NOVEMBER 10, 2012
Visit us at www.cadencewinery.com for other events and details