



THE GRAPE CRUSHER

NAPA VALLEY COMMONS
PROPERTY OWNERS ASSOCIATION

U P C O M I N G B O A R D M E E T I N G

The next Board Meeting will be held on Wednesday, January 13th, 2016, 11:00 a.m. at the Trinitas Library, 851 Napa Valley Corporate Way, Suite A, Napa, CA. All property owners are welcome!

C O M C A S T B U S I N E S S S E R V I C E S A R E N O W A V A I L A B L E A T N A P A V A L L E Y C O M M O N S !

COMCAST **B4B** BUILT FOR
BUSINESS **B4B** BUSINESS™

We are pleased to announce that after several years of working with Comcast, Comcast services are now available. Comcast coaxial and fiber internet, phone, and TV services are now available to many of the businesses at Napa Valley Commons.

Comcast is looking forward to celebrating the completion of this network expansion by holding a ribbon cutting ceremony on **Thursday, December 10, 2015 at 5:30 P.M.** at the Meritage Resort and Spa, Vineyard Terrace, 875 Bordeaux Way, Napa. Comcast invites all Napa Valley Commons property owners, property managers and tenants to attend this milestone celebration. Comcast Business Services would like to thank those businesses, property managers and Owners who have supported this project and we look forward to seeing you all at the ceremony. Refreshments will be served. If you are interested in attending the ribbon cutting event, please register electronically using the following link: http://comcast-events.com/event_details.cfm?event_id=2789

This is also an important milestone for Napa Valley Commons POA. The Board of Directors is very focused on expanding and improving the technology infrastructure that serves the businesses at Napa Valley Commons. Under the Board's direction, Advanced Property Management has worked diligently to pursue Comcast providing service to Napa Valley Commons. It is believed that the addition of Comcast will provide a great enhancement to your business and/or your tenant's businesses.

The Comcast Market Development Team, led by Julien Cornil, continues to work with the property owners and managers who have yet to grant Comcast permission to make service available to their buildings at Napa Valley Commons. For additional information please contact Julien Cornil:

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W A T E R C O N S E R V A T I O N R E M I N D E R

Please be aware of your water usage during the drought.

The Association is doing its part by watering the extensive common area lawns within our 246 acre business park with recycled water in order to reduce our irrigation water use. If you haven't already done so, please see what changes you can make in your water consumption.



FEATURED TENANT – CRIMSON WINE GROUP

Just over a year ago, it was exciting to see new neighbors move into Carneros Commons at the South end of Napa Valley Commons. These new neighbors are with Crimson Wine Group (“Crimson”), a collection of vineyards and wine estates with an impressive portfolio of wines. Now that the Crimson crew has settled in, take an extra moment to get to know them and learn more about all that they have going on behind the scenes at the office here.

Crimson may not be a name that you hear often around the Valley or in the wine world, but a big part of that is likely because the wineries and estates owned by Crimson are not typically marketed collectively. Each has their own unique identity and while there are some reciprocal benefits and synergies of having “sister wineries”, each property is operated independently and has its own story to tell.

How did this collection of top-notch wineries come to be? In 1991, Leucadia National Corporation (Leucadia) became a debt holder in Pine Ridge Winery, which was owned by Gary and Nancy Andrus. In 1993, Leucadia along with Gary Andrus developed Archery Summit Winery in the Dundee Hills of Oregon. In 2002, Leucadia purchased Pine Ridge Vineyards in Napa Valley and Archery Summit from Gary and Nancy Andrus and formed “Crimson Wine Group” as its luxury wine portfolio. In 2005 and 2006, Crimson purchased land in the Horse Heaven Hills of Washington and established a vineyard named Double Canyon. In 2008, Crimson added Edna Valley’s Chamisal Vineyards and in 2011, also added Seghesio Family Vineyards in Sonoma County. In 2012, Crimson launched the wines of Double Canyon Vineyard. In 2013, Crimson Wine Group was spun off from Leucadia as a separate public company (OTC: CWGL) and continues to operate as such.

Covering three great winemaking states—California, Washington and Oregon—each of the five estate-based brands represents an important wine growing region and is focused on what each estate can best do from that region. Each of these wineries complements each other with their diverse wines and stories. All of the wineries are vastly different in their sizes, wines produced and have very focused identities.

One of the major advantages to creating a portfolio of wineries is that while maintaining separate identities and management of each winery, there are certain opportunities for knowledge sharing and synergies between the properties. Certain functions such as accounting, information technology and human resources can be centralized to efficiently use resources while allowing the wineries to focus on what is most important: the wine! Additionally, with a strong Board of Directors, Crimson definitely takes advantage of the support and advice of the stakeholders in the company providing them a leg up on other wineries in the marketplace that may not know where to go for that same level of sound advice and support.

Out in the field, the Crimson sales force is made up of about 15 people, who primarily handle regional sales around the country and exports to 40 countries. Behind the scenes, at their corporate office here in Napa Valley Commons, Crimson has about 30 employees, covering everything from marketing, ecommerce, direct-to-consumer sales, executive offices, accounting, finance, human resources and IT. Unfortunately for the neighbors of Crimson, there are not any tastings offered at their office, yet, but it is definitely worth a visit to each of their individual properties to truly have the full experience of the wine and to learn about each brand.



CRUSHER WINE DISTRICT UPDATE



CRUSHER WINE DISTRICT

Napa Valley

Growing bigger and better, this has been an exciting year for tenants here who are part of the Crusher Wine District. The Crusher Wine District is a not-for-profit marketing group pioneering and supporting the growth and development of wineries and winemakers in the Napa Valley Commons and just beyond, which is often considered an unconventional industrial area for wineries in Napa. The group took its name from the iconic statue of the "Grape Crusher Man" on the hill overlooking the district, visible to all who enter Napa Valley from the south.

The Crusher Wine District's convenient location in the south end of Napa allows easy access for Bay Area visitors and the close proximity to each other within the district allows visitors to easily experience multiple wineries in one day without long car rides or the hassle of traffic.

Up to nine members, the Crusher Wine District has successfully hosted four "Wine Hopper Weekends" in 2015. Each weekend consisted of two days of passport tasting, welcoming visitors to explore the area and discover the hidden gems found at each of these wineries. Weekend themes included an "Off-Vineyard" Wine Expedition, the ever popular Crusher Games and the most recent Holiday Wine Hunt.

Through the added awareness and excitement of the Wine Hopper Weekends, the Crusher Wine District is looking forward to 2016 with new ways to build the reputation of the district and bring attention to the honest hospitality and quality wines being made in this area of Napa. Nowhere else in the Napa Valley can you taste such a diverse sampling of wine styles, appellations and wine varieties all in one small geographic area.

The Crusher Wine District members include Avinodos, Crosby Roamann, Humanitas Wines, J. Moss Wines, Mi Sueno Winery, Spelletich Family Wine Company, Trinitas Cellars, The Wine Foundry, Y. Rousseau Wines and hopefully more to join in 2016.

Stop by one of your neighbors and experience this collaboration of small production, family-run wineries dedicated to cutting-edge wines and Napa hospitality. The Crusher Wine District experience definitely offers a sampling of the Napa Valley that visitors do not expect but ultimately will always remember.



From Top: J. Moss Winery – Visiting Group, Trinitas Wine Cellar Tasking Room, Humanitas Wines Tasting Room

Your APM Team – www.advancedmgmt.com

Advanced Property Management (APM) was established in 1986 and is a full service property management company. APM has been managing the common areas at Napa Valley Commons since November 15, 2005. One of the primary objectives was to assist in the formation of a Property Owners Association (POA). Now we are working with the new Board of Directors to address the key issues facing the POA. The APM team dedicated to Napa Valley Commons consists of the following persons:



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If you haven't yet had the opportunity to log in to our new website at www.napavalleycommons.com, we recommend you do so.

With a few clicks of a mouse, you can submit and track a service request, update your personal information, view association documents, and locate important community resources such as emergency contacts, city offices, contacts for local utility companies, medical offices, transportation and more. You can also do your part for the environment by requesting that the Association send all documents (newsletters, budgets, notices, etc. to the extent legally permitted) to you by e-mail.

If you haven't had a chance to sign the Electronic Consent form that was mailed to you, please sign it and send it in. Once the signed consent is received by the Association, you'll receive an electronic invitation to access the website along with your personal user ID and password. If you've misplaced your form, you can obtain another copy by contacting Dawn at dawn@advancedmgmt.com.

Vendor Team

The vendor team assembled to care for the POA includes:

Landscaping:	Pacific Landscapes, Inc.
Tree Care:	Cleary Bros.
Management:	Advanced Property Management
Legal Team:	Brian Bonney, Esq. and Dennis Klimmek, Esq.
Street Sweeping/Sign Maintenance:	Universal Site Services
Litter Removal:	Pacific Landscapes, Inc.
Electrical:	Long Electric

Board of Directors

President:	Kory Kramer, The Meritage Resort and Spa
Vice President:	Elizabeth Trowbridge, LBA Realty
Treasurer:	Ned Pike, The Pike Company
Secretary:	Melody Thebeau, LBA Realty
Director:	Betsy Busch, The Meritage Resort and Spa

www.napavalleycommons.com