



Dear Friends,

This is a challenging time for the wine industry. A general downturn in wine sales has been worldwide but particularly impactful in the United States.

When wine sales are poor wineries begin cutting back on their grape purchases leaving many growers with unsold fruit hanging on the vine. With annual farming costs averaging \$7,000 to \$9,000 an acre, it isn't long before a grower without a buyer needs to look at new options.

Thousands of acres of vines are being removed and replaced with crops that are far less expensive to grow and which have a reasonable chance to be marketed.

The knee-jerk explanation is that it is simple economics. Too many acres have been planted creating an oversupply of fruit, resulting in a market correction. I have seen these cycles many times since the late 70's but not at the depth we are seeing now. Without question there is an oversupply, but I believe there is more involved.

Part of the problem is the number of options people have for relaxing. Marijuana is now legal in 24 states, 3 U.S. territories and the District of Columbia. The extract forms of cannabis come in a myriad of offerings from oils to waxes, to tinctures and more. Infused seltzers are flooding stores and according to my friends who sell them, it isn't just the 20 something year olds who are buying.

New claims by organizations, such as the World Health Organization, that no level of alcohol consumption is safe have been particularly unhelpful. They have thrown wine into the mix and ignored the tremendous depth of research that shows wine in moderation is in fact very healthful. Wine is replete with quercetin and resveratrol. Both substances have been proven to be very effective antioxidants, anti-inflammatories, and to have anti-cancer properties.

Instead of defending the good we provide in life, the industry has been quiet and lacking in a uniform response. We have not made the case for wine in our culture.

Wine owns the dinner table. There is no other beverage that enhances a meal at the level wine does. The synergy between great food and great wine is remarkable and not simply because of aromas and flavors. Wine with food creates a needed pause in our incredibly busy

lives. It contributes to the oil of conversation that creates depth in our connections with those we love. It is the “more to life” we all wish for.

My hope is that every wine producing area in the U.S. begins to work in concert to defend our place in this culture and deliver that message in a clear and unified way. I believe that the pendulum will swing our way again and that people will choose to connect to others and the enhanced dining experience that wine “brings to the table.”

We have just experienced a beautiful growing season. Every major event happened earlier than a “normal” season. Bud break, flowering, color development and harvest itself were all at least a week earlier in the calendar than an average year.

2025 was warmer than usual but we did not see extremes of temperatures. No threat of frost in the spring nor heat spikes during the summer. The fruit was absolutely beautiful with little to no disease present.

The profiles are of farm-to-table freshness when fruit is picked at the height of flavor and aroma. The resulting wines are deeply colored, rich and complex. We are very excited to share this new vintage with you. Thank you for your support of us. You allow us to wake up each day eager to embrace the work we love.

We are looking forward to seeing everyone at our Annual Barrel Tasting on November 22 and 23 and the opportunity you will have to experience the new vintage.

Best,



Annual Barrel Tasting

Scan the QR Code to RSVP



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