



Hello Friends,

As the end of the year approaches, it also marks the end of my first year selling wine. I'd like to thank you all for your support and enthusiasm for my new venture. For those of you who don't yet know, after 25 years in commercial real estate finance, this Gemini was ready to add something new and different to my already busy and over-booked life. Following my lifelong passion for wine, my father and I began Canihan Family Cellars, producing estate wines from his Sonoma vineyard.



After planting in 1998, and struggling with the challenges of developing an organic vineyard, and wines that we could be proud of, it was time to take our wines to market. Having spent almost \$100 per bottle getting our 2004 vintage wines ready to sell commercially, I proudly approached a well-known Marina District wine bar with my wines in-hand. Although they loved the wines, they informed me that they don't spend more than \$12 per bottle for any wine they carry.

I found myself back to using my calculator, doing math and studying wine marketing.

The highlight of the year was learning the results of our first entry into a major international wine competition. Last June, a friend and fellow wine producer suggested that I enter our wines in the San Francisco International Wine Competition (www.sfwinecomp.com), the largest and most respected wine competition in the country. Forty seven acclaimed judges blind-tasted more than 3,100 red wines from 21 countries over three days, and although our Pinot Noir won a Bronze Medal, we were thrilled to learn that our Syrah won "Double Gold Medal - Best Syrah/Shiraz", and even more impressive, the 47 judges re-evaluated all Double Gold Medal winners from each varietal, and voted our Syrah "Best of Show- Red Wine". Wow! While I knew the wines were good, I was exuberant over the Sweepstakes "Best of Show" award. It not only validated all of our hard work, but has opened doors into prestigious restaurants.

We produce Canihan Family Cellars Pinot Noir, Syrah, and Cabernet Franc, and we are now releasing "Exuberance" our second label designated for small quantities of our "Best of the Best". The 2005 Exuberance Pinot Noir, 2005 Exuberance Syrah, and 2005 Cabernet Franc are now available for purchase, along with our few remaining cases of 2004 Pinot Noir and Reserve Pinot Noir. If someone you know enjoys special and unique wines, our wines make a special and unique gift.



Please visit our website at www.canihanwines.com, send me an e-mail at bcanihan@pacbell.net, or give me a call at (415) 929-8190, as I'd love to hear from you.

Cheers!
Bill Canihan