

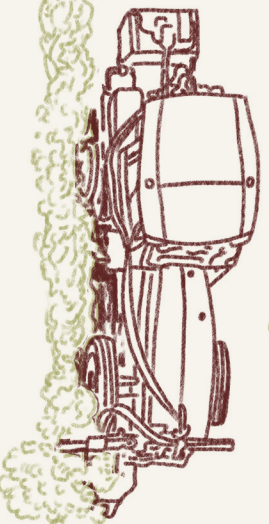
# RG

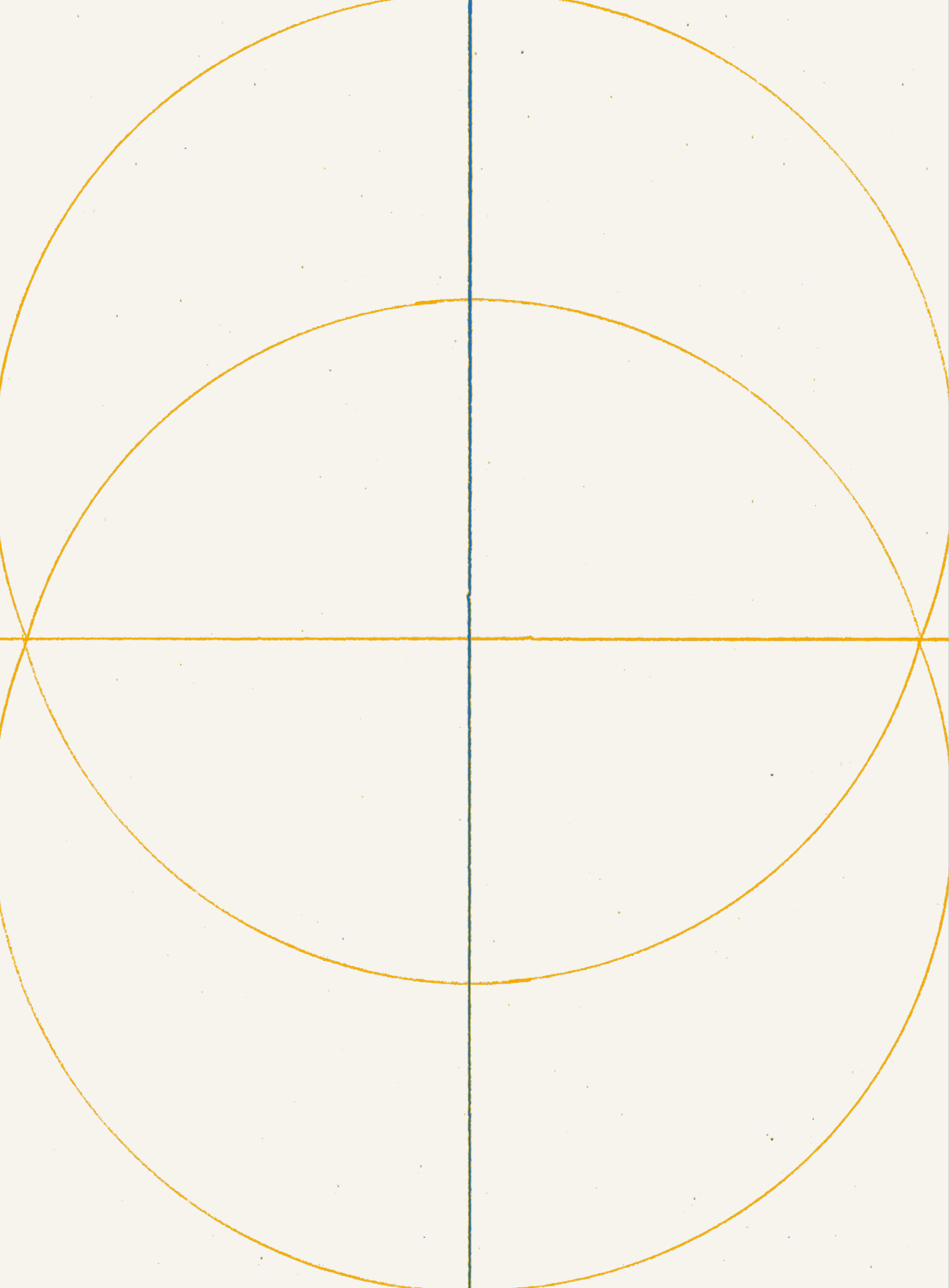
# NY



NORTH FORK, NY

MAY 2019





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# THE NORTH FORK: ABOUT THE VINEYARD



A family of Mexican wine-makers – with a deep regard for our heritage – we have cultivated vineyards for over two decades, believing that quality wine begins with the land. We’ve taken these principles and applied them to all that we do. By dedicating ourselves to understanding the region – be it a property, product, or wine – we add a level of precision to our craft, exclusive to RGNY.

We blend the artistry of old world quality with the advancements of new world technology in a process that is modern and dynamic. This distinct technique prides product excellence above all else, as we are motivated by the pursuit of producing the highest quality products available, and use our experience at every stage of our process. We take a modern twist to our wines, events, and products and are constantly seeking ways to improve that vitality.

We value our family’s tradition of wine-making and aim to foster the Rivero González legacy as we enter this new chapter.

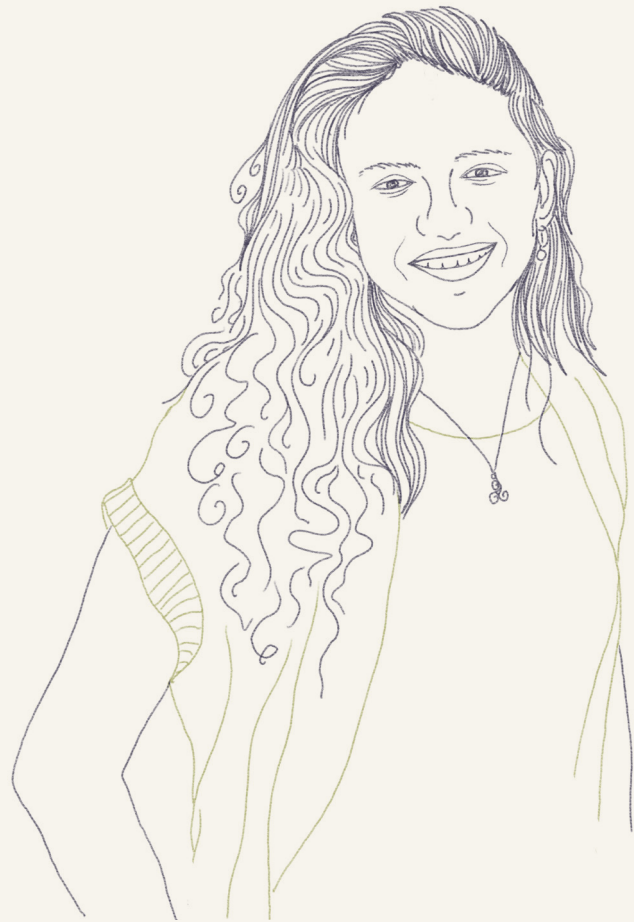


# THE FAMILY CREST



We created the RG crest when we founded our first vineyard in Parras, Mexico in 2007. It was designed based on the ancient crests of the Rivero and González families. Since then, the crest has become an important symbol for us – whether using it throughout the property and on RG products or on my father’s favorite ring. When establishing the new property on the North Fork, we decided to redraw the crest in celebration of the brand’s expansion. This is the result.

# MARIA RIVERO GONZÁLEZ IN CONVERSATION WITH



## WINEMAKER LILIA PÉREZ

MARIA RIVERO: Today I am interviewing Lilia Pérez, our Mexican winemaker. This year marks her very first harvest as head winemaker. With this interview, our hope is that we get into her mind and see winemaking through her eyes.

MR: So Lilia – we met 8 years ago and you were very into wine. I never got to ask you how you first got interested in wine and when.

LP: I remember my first interest in wine was while I was in school studying hotel management. I had to choose an elective class and it was wine business, oenology or viticulture. I chose the second and had a great teacher that got me interested in wine. I questioned myself to whether I should continue hotel management or maybe move towards something related to wine. After graduation I started to work at a restaurant. It was just for 3 months. I couldn't do more! I found this opportunity at the Mexican Wine Council through this professor and that's where I met you!

MR: After working at the Mexican Wine Council you moved on to work in sales with us at RGMX. What made you switch your interest to winemaking? Why winemaking?

LP: While I was working at the Mexican Wine Council I had the opportunity to work with different wineries. I was good at promoting Mexican wine because I had this experience of being at their vineyards and tasting their wines. I was more excited by how the wine was produced, rather than just selling it. Actually – I feel that I was never good at sales but because I had the experience I could still sell.

MR: What is it that you enjoy the most about winemaking? What part of winemaking?

LP: The vineyard. I think that wine is really made in the field. If you treat your plant well and give it what it needs, if you are there every day, looking

at the weather and being in contact with nature, you get great fruit and therefore have good wine. The less you interact with the winemaking process the better. For me the most exciting part is the bud burst because it's when everything begins! I love when the fruit is in the fermentation process! I love to see those bubbles!

MR: You've been with RG for more than 4 years – what are the biggest differences you see in the vineyard in Mexico and New York? Apart from one being a desert and the other a swamp?

LP: The soil is very different. The weather is completely different. Last year was a difficult year here. It was my first year and talking to peers in the community they all told me that it's a very humid area but is always balanced. Last year was something special!

MR: Special how? What happened last year?

LP: Because it rained all throughout the season. From August to the beginning of November it just kept raining and raining and raining. We had to harvest on those days where it was not raining – not when the grape was perfectly ripe. All the rain affected the grapes. They started to get diseases. We had to do a good sorting in the field and take the best fruits for winemaking. That being said, I am very happy with the results – especially the whites and the rosé. I'm still working to improve the red wines and to keep them great. In Mexico, we complain about the dry weather and high temperatures. A lot of sun exposure is great for the grape maturity, but can sometimes be too much. Something in the middle would be great! I think we can make very good wines in both regions, but you can't grow everything you want in both. You have to adapt varieties depending on the region.

MR: So true. That takes me to my next question. At Martha Clara, 20 different wines were being

produced a year. You are now making 9. How did you decide going from 20 to 9?

LP: First of all, I share RGMX's philosophy of specializing in wines appropriate for the region. I like that they only grow the grapes that grow best in Parras. I believe we have to do the same in the North Fork. I started by trying a lot of wines in the region and getting a benchmark – to see what I liked the most in terms of winemaking. Then I had to check what was good in the vineyard, because you can have a very good Pinot Noir but then it can be a very difficult grape variety to treat in the vineyard.

MR: You approached this from the perspective of wine expression and grape varietal then?

LP: Exactly! For example, I knew from the beginning that Sauvignon Blanc is a very good grape for the vineyard *and* makes a great wine. Chardonnay too, Merlot was a maybe.

MR: So which ones do you like as grapes, but not so much as wine expressions?

LP: Let's see. Cabernet Franc is a good example. I was expecting more from the wine because of the results I saw in the vineyard. I actually felt more aromas, more structures than I do now.

MR: Well, Cabernet Franc is always a capricious grape though.

LP: Yes, it always is. Yet it's such a good grape in the vineyard here. It never gets diseases. I still think the wine is solid and great but would like to give it more time to develop in the barrel.

MR: So what about the other way around? Which grape were you not sure about at harvest, but liked the end result?

LP: Riesling surprised me! We were actually trying

to sell that grape since we did not have a lot of faith in making a great wine – especially since we have such good Rieslings [available] upstate. In the end we didn't sell the grape and said let's try it! It surprised me – it's aromatic and dry. From fermentation up to today, it keeps improving.

MR: When you went through the process of cutting back to 9 wines, who else was involved?

LP: Jim [Thompson], our Vineyard Manager, of course. We are in daily contact and I don't have the experience of managing a vineyard or seeing how the grapes behave in the North Fork. Of course you can make wines by adding oenological products to improve them, but that doesn't mean the grape is good. I also got input from Paulo [Hernandez], our Commercial Manager and Glen [Schunk], our Director of Operations, because they know the market and sales. From there I made a plan that I went over with you, which is how we came to the final 9 wines.

MR: To you, what is the difference between our Scielo line and our RGN line?

LP: I think the RG line is more difficult to make. More challenging to find the perfect balance and expression. More elegant when they are ready.

MR: Out of these 9 wines you made, which one would you say was the most difficult one to make?

LP: Viognier. I think it's a grape that we can make a great wine with, but it's a difficult grape because one day it isn't ripe enough and then the next day you're like "Nooo, I need to harvest this today!" It took me a long time to understand the grape at first. I put 20% on barrel and it helped improve the wine. I like the end result, but I think it has a lot of room to improve and I'm excited to keep experimenting on it.

MR: Off the top of your head, what else can you







do with Viognier to make it better?

LP: Well, I keep hearing that one way to get more expression in the nose is to leave it with the skins and do macerations like that. You can also leave a little residual sugar on it. Only a little of this sweetness to make it more elegant. Maybe doing some malolactic with it! So yes, a lot of possibilities!

MR: Which wine did you enjoy making the most? Which wine made you happy all the time?

LP: I think I was excited with the Chardonnay and the Rosé – both! But the Chardonnay we ended up making more than originally planned, so that gave me the opportunity to work with it more. I actually harvested one part a week before the second part. From there I could see different maturity levels and since I had them in different tanks, I could taste and feel the difference. Later I divided it into 3 tanks and made one completely dry Chardonnay, then malolactic on the second tank and on the last tank I used a different yeast and sent it to barrel to age for six months. In the end I could see the expression of treating and fermenting the same grape differently.

MR: Are they very defined differences or is it more subtle?

LP: Yes well – They are different. I love them all. The barrel Chardonnay can be too much but then when I blended it with the malolactic it gave me this round elegant wine. It still needed acidity, so when the dry Chardonnay came into the blend it gave me the perfect Chardonnay.

MR: What are you excited for in the future? In winemaking?

LP: As I said, I believe in adapting to the region and I believe this region has more potential for whites and rosés. Maybe sparklings. I think we can still make great reds but it's not the strong

suit of the region. I would like to do something with more skin contact in whites.

MR: Are you gonna give me the Sparkling Orange we have been talking about?

LP: Yes – an orange wine! Exactly. Maybe doing different Rosés. I mentioned the Rosé got me excited this year. I was not planning on using the Malbec for this wine. I fermented the Malbec, Merlot and Cabernet Franc separately, and in the end I blended it – and loved it. We have fourteen varieties in the vineyard so I would like to keep experimenting. Maybe use amphoras or different materials for fermentation.

MR: My last question that I'm sure everyone will want to know – When are you releasing the reds for me and everyone else?

LP: I would say October. Or September. October most likely!

# EXPERIENCES



## TASTING ROOM:

At RGNV we offer the best wine experiences available on Long Island. With an innovative spirit and dedication to craft, we are motivated to curate all of our experiences with consideration. From private tastings, vineyard walks with our wine experts, to wine flights with delicious pairings in our gardens, our team is prepared, educated, and eager to welcome you to our property. Our tasting room is versatile and can accommodate based on your mood, expertise level or group's preferences.

## EVENTS:

Whether it's our wine themed programming or your personal celebrations, events are a fundamental part of RGNV. Our barn is the perfect backdrop for weddings, corporate events and special occasions. Our experienced team caters to your every need, to make your day one to enjoy without worry. Our on-property experiences include events such as paint and sip, wine pairing dinners, blending sessions and our annual stomp party. This year, we have a number of surprises planned – including eclectic events that offer a new way to experience and learn about our wine. Have an idea for an event? Pitch it! We love hearing from our clients and love a good idea!

## WINE CLUB:

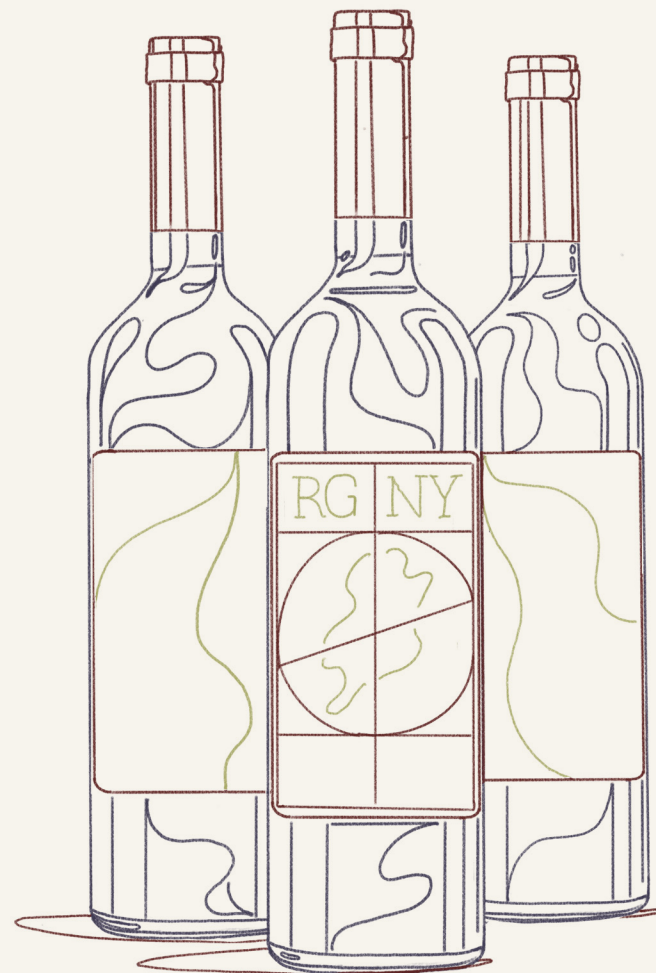
Experience RGNV as an insider and become immersed in wine making experiences exclusive to our property.

\$750\* Annually Includes:

- Four shipments a year that include 3 carefully chosen wines by our team
- Beautiful art illustrations with your quarterly journal
- Access to member exclusive wines
- One pairing dinner with RGNV's winemaker
- Access to four private tastings (for up to 6 people)
- Access to two courtesy tickets for any two events
- Expert Kit: includes a collection of the best wine accessories, personalized for you

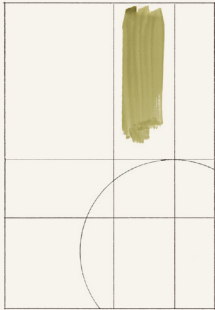
\*Quarterly payments or 10% on one yearly payment.

# THE WINE COLLECTION: RGNY & SCIELO NY



WHITE MERLOT  
RIESLING  
SAUVIGNON BLANC  
VOIGNIER  
CHARDONNAY  
ROSÉ  
ROSÉ SPARKLING  
WHITE SPARKLING  
CABERNET FRANC  
TINTO  
PINOT NOIR



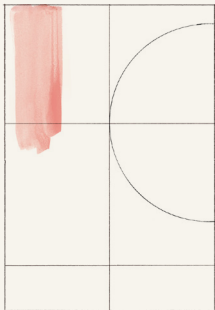


RIESLING

COLOR:  
Medium straw color.

AROMA:  
Highly aromatic. Jasmine and honeysuckle dominate the nose.

TASTE:  
Dry with a lingering and elegant finish.



ROSÉ

COLOR:  
Left unfiltered to aim for a more natural wine, it has a cloudy, sexy pale pink.

AROMA:  
Red fruit like strawberries, some cherry and a touch of lychee.

TASTE:  
This wine's well-balanced acidity creates a fresh explosive start with a long and elegant finish.

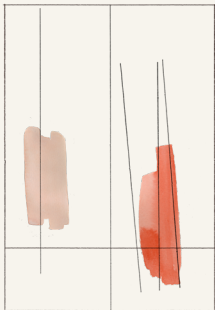


VOIGNIER

COLOR:  
Beautiful pale yellow color.

AROMA:  
Very floral; tangerine, peach and apricot.

TASTE:  
Silky and full with a balanced acidity that will invite you for more.

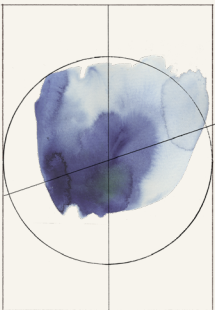


CABERNET FRANC

COLOR:  
Warm garnet color.

AROMA:  
Beautifully aromatic as Cabernet Francs usually are; complexity of spices and red chili pepper with a little hint of leather.

TASTE:  
Light, soft tannins that keep you drinking into the sunset.

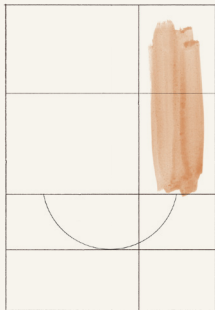


PINOT NOIR

COLOR:  
Light, elegant ruby red, almost like a strawberry. Left unfiltered to avoid more processes keeps it cloudy and natural.

AROMA:  
Jammy blend of red fruits, sophisticated and harmonious.

TASTE:  
Honoring the timelessness of Old World wines, this Pinot is subtle and super balanced.

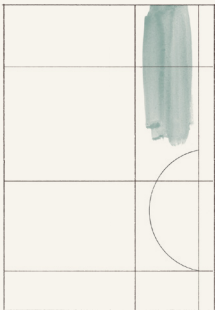


CHARDONNAY

COLOR:  
Bright happy yellow.

AROMA:  
A lot of granny smith apples, vanilla and some butter.

TASTE:  
Fresh and light. It has a nice long finish.

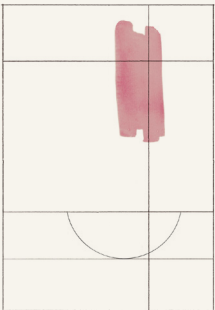


SAUVIGNON BLANC

COLOR:  
Clear pale yellow with a very light greenish tone.

AROMA:  
Deep flowery aroma followed by some citrus, melon and finished with honeydew.

TASTE:  
Crisp with an elegant but rich acidity.



TINTO

COLOR:  
Deep ruby red. Bold and awesome.

AROMA:  
Raspberries and plums followed by vanilla, chocolate and spices.

TASTE:  
Elegant and well behaved tannins make this a complex but easy to drink tinto.

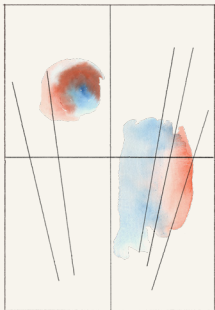


WHITE SPARKLING

COLOR:  
Light, clear straw.

AROMA:  
Citrus mixed with green juicy apples. Ending with a touch of peach and freshly baked bread.

TASTE:  
Fine bubbles, great balance between fruit and acidity.

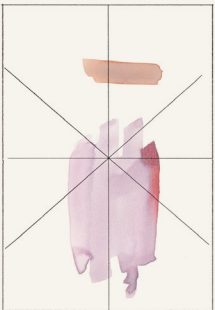


ROSÉ SPARKLING

COLOR:  
Pale soft salmon.

AROMA:  
Intense aromatic presence of strawberries and cherries.

TASTE:  
Elegant bubbles with some grapefruit in the tongue. Fresh and long lasting after taste.



WHITE MERLOT

COLOR:  
Yellow with golden rims due to the red grape.

AROMA:  
Exotic and very expressive in the nose. Citrus that develops into a creamy peach.

TASTE:  
Uniqueness at its best. Fresh like a white but complex enough to almost be a red.



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