

BECKSTOFFER VINEYARDS  
POST OFFICE BOX 405  
RUTHERFORD, CALIFORNIA 94573  
PHONE 707 963-9471 FAX 707 963-8849

March 26, 2013

Terry Scott  
Napa County Planning Commission  
1195 Third Street  
Napa, CA 94559

RE: Safe Harbor Phase 2

Dear Mr. Scott:

Safe Harbor has provided Beckstoffer Vineyards with bulk wine storage and added value winemaking services for the past 5 years. The bulk wine storage and winemaking services that Safe Harbor has provided has been invaluable to Beckstoffer Vineyards growth. The convenient easy in and out location of Safe Harbor and for the location of the proposed Safe Harbor Phase 2 in Napa County is very import to Beckstoffer Vineyards and its clients.

2012 provided many vintners with an abundant harvest and the need for additional wine storage space in Napa County. Safe Harbor Phase 2 would fill this need for additional bulk wine storage space for the 2012 vintage for Beckstoffer Vineyards as well as space for the coming vintages.

I am writing to recommend that the Napa County Planning Commission will not hesitate to approve the proposed Safe Harbor phase 2.

Sincerely,

Cameron Lyeth  
Sales Manager



March 25, 2013

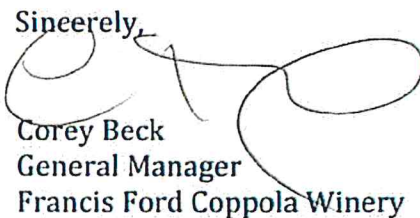
To Napa County:

We have a great relationship with Safe Harbor Wines. As a valued partner for many years, we are extremely pleased with their facilities and professionalism. We have been able to use their facility in a manner that has significantly reduced our truck traffic up in the Napa valley and over in Sonoma Valley as well. Having our wine in this one convenient location, we have noticed an increase in efficiencies and in our logistics for our storage needs relating to bottling. We really trust this facility and their overall capabilities.

Because of this we are looking to expand with Safe Harbor as soon as their new facility is completed. The sooner they get this facility built the better for all wineries like the Francis Ford Coppola Winery, especially given the heavy 2012 harvest. We are very excited about Safe Harbor 2.0.

Thank you.

Sincerely,



Corey Beck  
General Manager  
Francis Ford Coppola Winery



March 15, 2013

Terry Scott,  
Chair Napa County Planning Commission  
1195 Third Street, Napa 94559

We have been utilizing storage and winemaking operations with Safe Harbor Wines for the past five years. They have been a great partner and have aided us greatly in the storage, processing, and blending of our bulk wine. The location of Safe Harbor is ideal for us because of its proximity to our bottling facility in southern Napa. Having them so close to where we bottle allows us to move wine quickly at a reduced cost due to shipping costs. Our shipping costs would be greatly increased if we did not have the services of Safe Harbor in our neighborhood.

With the large harvest in 2012 we are in need of additional storage for our wines. Most of our 2012 wines will not be bottled before harvest and will need a home before we start harvesting the 2013 vintage. We will then need a home for these 2013 wines so the sooner that this new facility is built the better it will be for us. Thank you for your time and consideration.

Sincerely,

Greg Kitchens



TREASURY  
WINE ESTATES

March 1, 2013

To whom it may concern:

We have been working with Safe Harbor Wines as a trusted partner for several years and are very pleased with their professionalism. We have been able to utilize their facility in a manner that has significantly reduced our truck traffic up the valley on Highway 29 and noticeably increased efficiencies in our logistics for our storage needs relating to bottling.

Because of this we are looking to expand with Safe Harbor the minute their second facility is completed. The sooner they get this facility built the better for all wineries like Treasury Wine Estates, especially given the large 2012 harvest.

Sincerely,

Matt Parish

VP & Chief Winemaker

Treasury Wine Estates

