

A scenic view of a vineyard on a hillside at sunset. The foreground shows rows of grapevines on a steep slope. A paved road runs along the edge of the vineyard. In the background, a range of mountains is silhouetted against a vibrant orange and yellow sky at sunset.

Lail Vineyards

CELEBRATING 30 YEARS OF EXCELLENCE



Robin Daniel Lail
4th Generation Vintner

Founder
1995

GUSTAV NIEBAUM / THE PIONEER

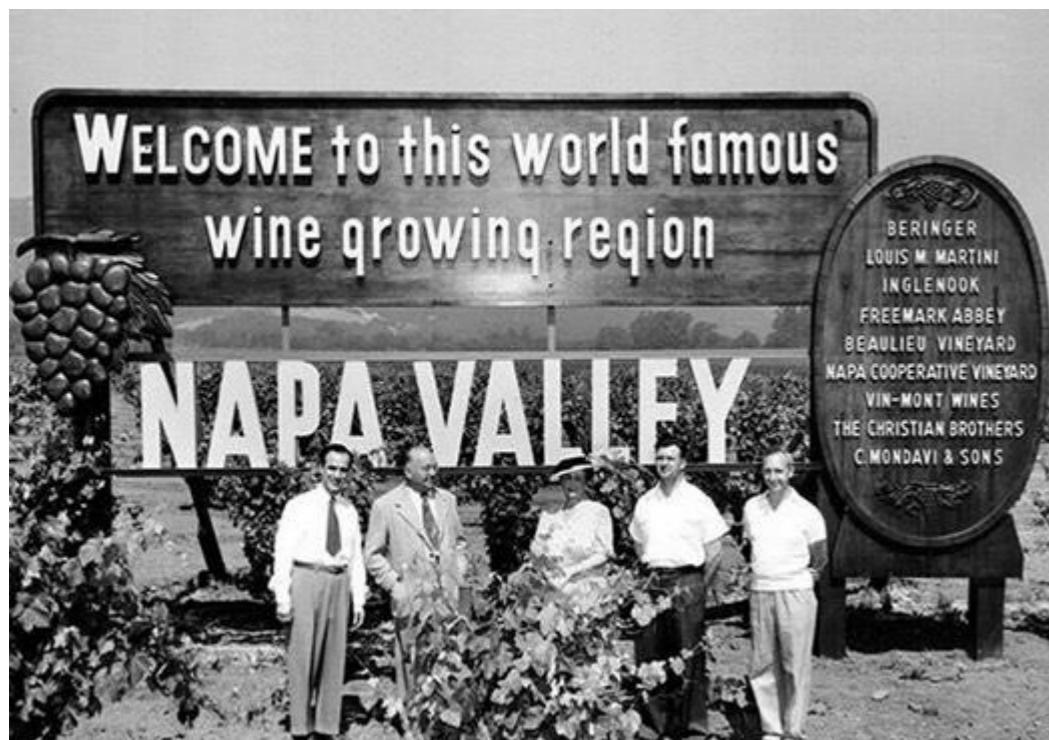
- Having built a fortune in the fur trade in Alaska, Niebaum seeks a new business venture. The wine connoisseur and visionary is drawn to the untapped potential of the Napa Valley.
- In 1879 he purchases the Inglenook property and plants 200 acres of vines with cuttings from Europe. He will produce the first estate-bottled Bordeaux-style wine in California.
- Niebaum pioneers planting blocks of vineyard with tight spacing, double sorting grapes at harvest, packaging in glass bottles and establishing a brand and a nationwide marketing organization.
- His motto of "Quality, not quantity" inspired new standards of excellence in California winemaking.

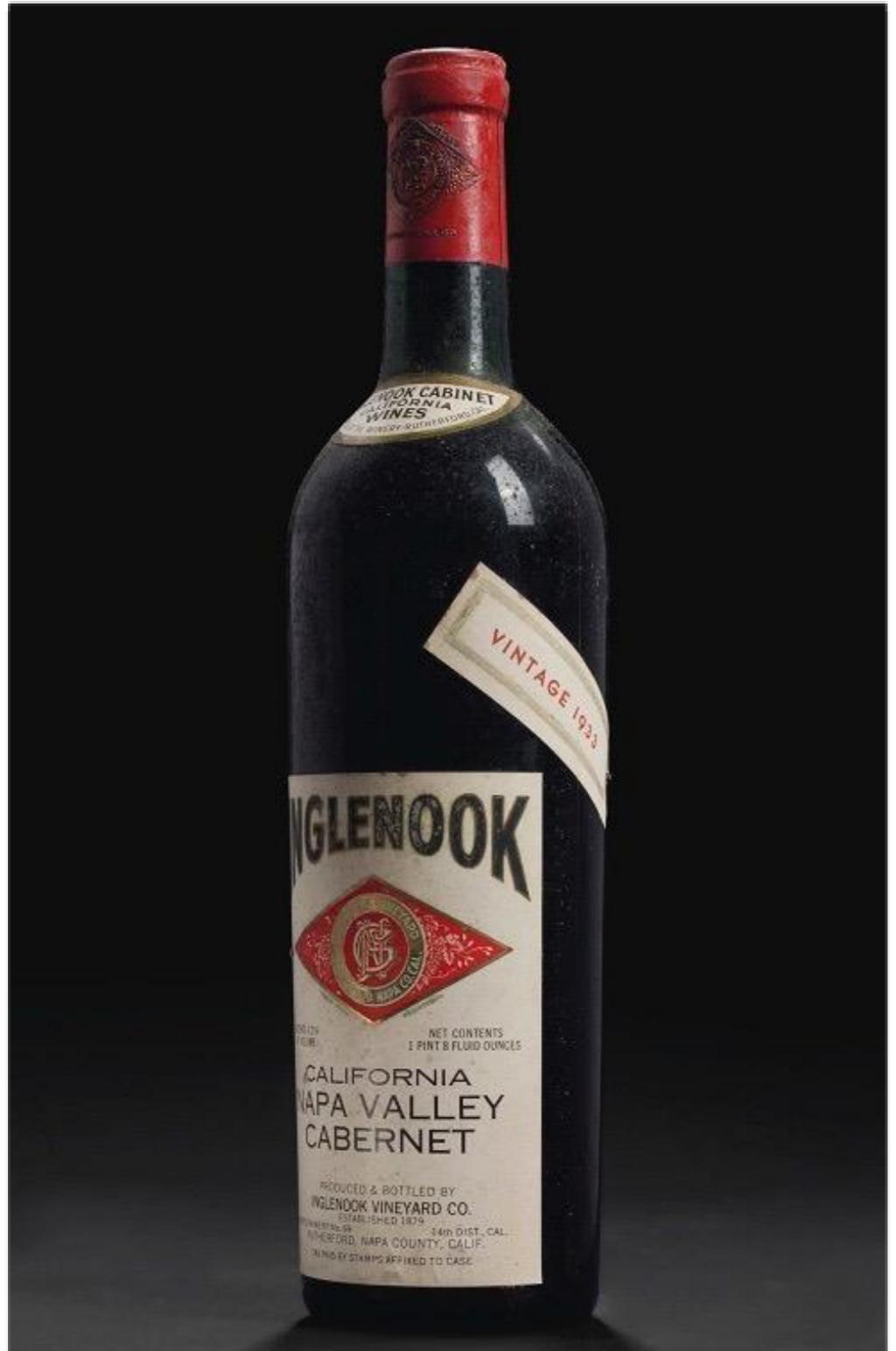




JOHN DANIEL, JR. / THE VISIONARY

- Great-nephew to Inglenook's founder Gustav Niebaum, John Daniel, Jr. is part of a small, dynamic group of vintners who rebuild the fine winemaking practices in California following the repeal of Prohibition in 1933.
- Both he and Robert Mondavi, his protégé, share the vision that Napa Valley can produce wine second to none. Daniel is a founding member of Wine Institute of California, the Napa Valley Vintners and State Wine Advisory Board.

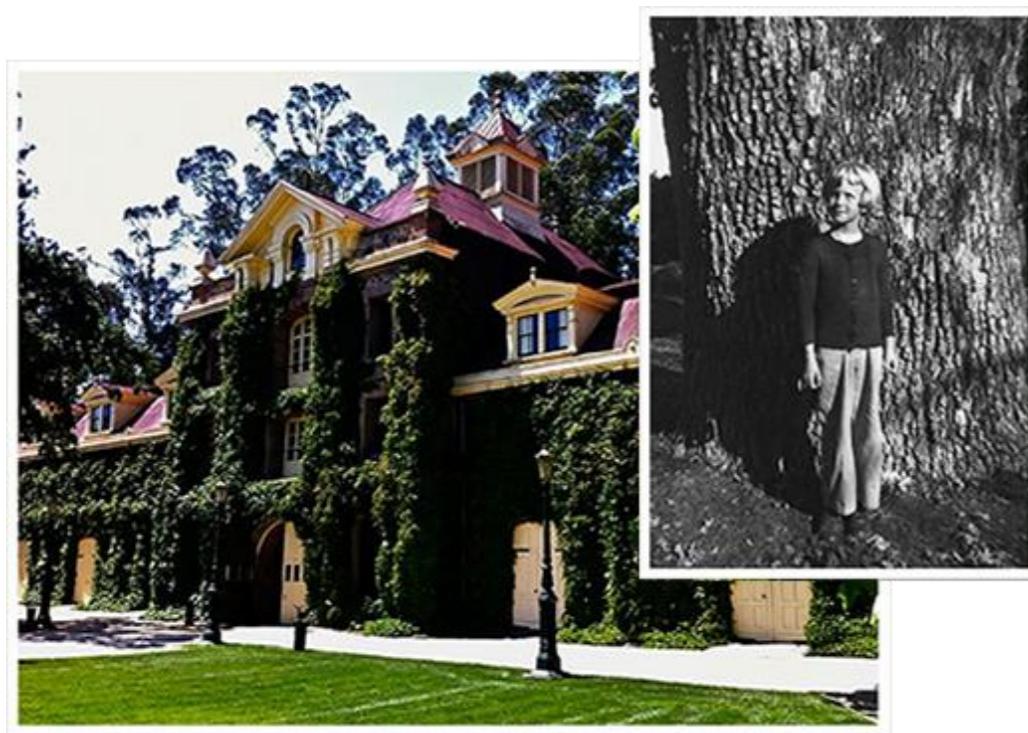




1933 Inglenook Cabernet Sauvignon

The first vintage produced after the repeal of Prohibition

- Daniel is the first to put Napa Valley as an appellation on wine, and pioneers vintage-dating and varietal labeling.
- He makes the first Rosé in California.
- Daniel produces some of the world's best Cabernet Sauvignons from the mid-1930s to 1960s, creating a legacy of excellence for California.



ROBIN DANIEL LAIL

- Robin spends her childhood at Inglenook Vineyards, home to four generations of her family and their legendary wines.
- Due to financial strain, Inglenook was sold in 1964. Robin and her sister hold on to the Napanook Vineyard, a 130-acre parcel in Yountville.
- In 1977, Robert Mondavi, Daniel's protégé, hires Robin and becomes her mentor. He lectures her daily about her legacy and the importance of carrying on her father's work.

(L-R) Robert Mondavi & John Daniel, 1968



(L-R) Christian Moueix, Robin Daniel Lail and Marcia Daniel Smith.

- In 1982, she cofounds Dominus Estate with her sister, Marcia, and Christian Moueix of Château Pétrus in Pomerol. In 1983 she cofounds Merryvale Vineyards with Bill Harlan, where she serves as president for a decade.
- As the sole 4th generation vintner in the area, Robin feels a responsibility to carry her legacy in California into the 21st Century. She establishes Lail Vineyards in 1995 with her two daughters Erin and Shannon.



(L-R) Shannon, Robin and Erin Lail

WINEMAKERS – ATELIA MELKA

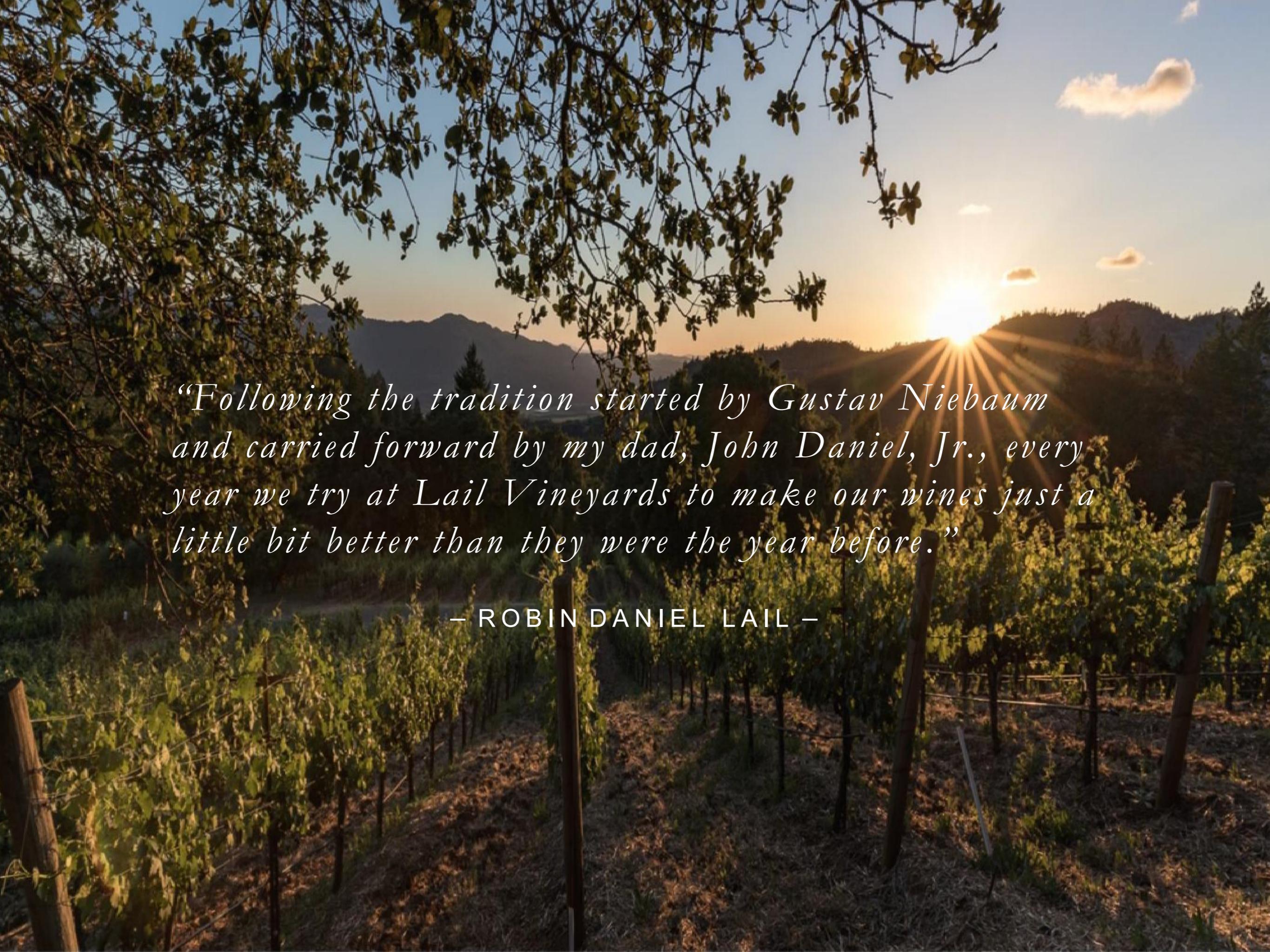
Philippe Melka ~ One of the most highly respected and successful of the French-born, Bordeaux-educated oenologists working in California, he founded Atelier Melka in 1995 and has been instrumental in crafting Lail Vineyards wines since the first vintage.



Maayan Koschitzky ~ Originally from Israel, he moved to Napa Valley in 2011 and worked with prestigious estates like Screaming Eagle and Dalla Valle. Koschitzky joined Atelier Melka in 2014, and now co-leads winemaking at Lail, bringing technical expertise and a deep understanding of terroir.



- Our vineyards are managed by Silverado Farming Company, the valley's leading farmer of premium acres, distinguishing themselves through high-touch, hand-tended viticulture.
- At Lail, the philosophy is that brilliant wines originate in the vineyards, but the brilliance is polished by the winemaker at two specific times – the decision of when to pick, and the making of the blend.

A scenic sunset over a vineyard. In the foreground, the dark silhouettes of grapevines are trained in a fan-like pattern. The vines lead the eye towards a range of mountains in the background. The sky is a warm, golden-orange, with a few wispy clouds. The sun is low on the horizon, casting long, dramatic rays of light across the landscape.

“Following the tradition started by Gustav Niebaum and carried forward by my dad, John Daniel, Jr., every year we try at Lail Vineyards to make our wines just a little bit better than they were the year before.”

— ROBIN DANIEL LAIL —

NAPA VALLEY AMERICAN VITICULTURAL AREAS & NESTED AVAS



YOUNTVILLE
TOTEM ESTATE VINEYARD





- Totem Vineyard in Yountville is on the site of the first vineyards planted in Napa Valley in 1839.
- The family has been dry farming this land for generations, since 1946.
- In 2006 the vines were T-budded to Sauvignon Blanc (from Merlot). These 3 acres produce the fruit for our highly acclaimed Georgia Sauvignon Blanc.

HOWELL MOUNTAIN
MOLE HILL ESTATE VINEYARD





- In 1996, the Lail family acquired a special vineyard site high atop Howell Mountain where they still reside today.
- 3-acre, west facing vineyard, with shallow rocky volcanic soils.
- 1,700 ft above sea level, placing it above the fog line.
- Regeneratively farmed, emphasizing minimal intervention.
- 100% Cabernet Sauvignon.
- Each year, we harvest Mole Hill multiple times to capture the unique flavors expressed in each part of the vineyard.

OUR PORTFOLIO



As of 2025, all of our bottles have been replaced with lighter glass, and we no longer use capsules.



GEORGIA
NAPA VALLEY

Lail Vineyards



J. DANIEL CUVÉE
NAPA VALLEY

Lail Vineyards

Georgia Sauvignon Blanc is named after Robin's granddaughter, Georgia Eileen, and honors the 6th generation of the family's winemaking heritage. Georgia represents a New World expression of a Graves-style Sauvignon Blanc.

First American Sauvignon Blanc ever awarded 100 points by a leading wine critic.

J. Daniel Cuvée is inspired by Robin's father, John Daniel, a pioneering Napa Valley vintner. It serves as a tribute to his legacy of innovation and excellence in winemaking.

In 2025, Jeb Dunnuck named the 2021 the #1 Wine in the World.

GEORGIA SAUVIGNON BLANC



100% SAUVIGNON BLANC

TOTEM ESTATE VINEYARD
(YOUNTVILLE)

~FERMENTED &
AGED 20 MONTHS IN
FRENCH OAK
BARRELS; 60% NEW.

~450 CASES PRODUCED

J. DANIEL CUVÉE CABERNET SAUVIGNON



100 % CABERNET SAUVIGNON

MOLE HILL ESTATE
(HOWELL MOUNTAIN)

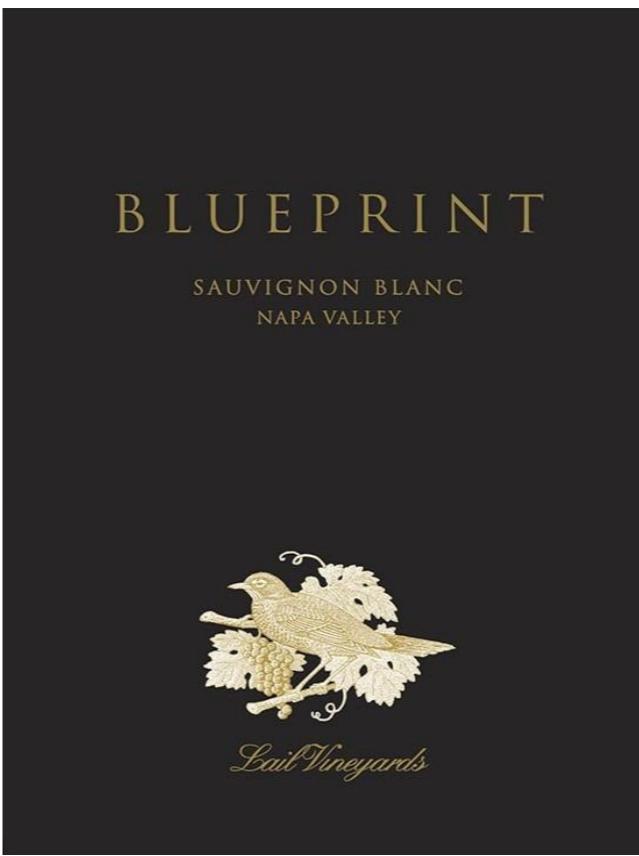
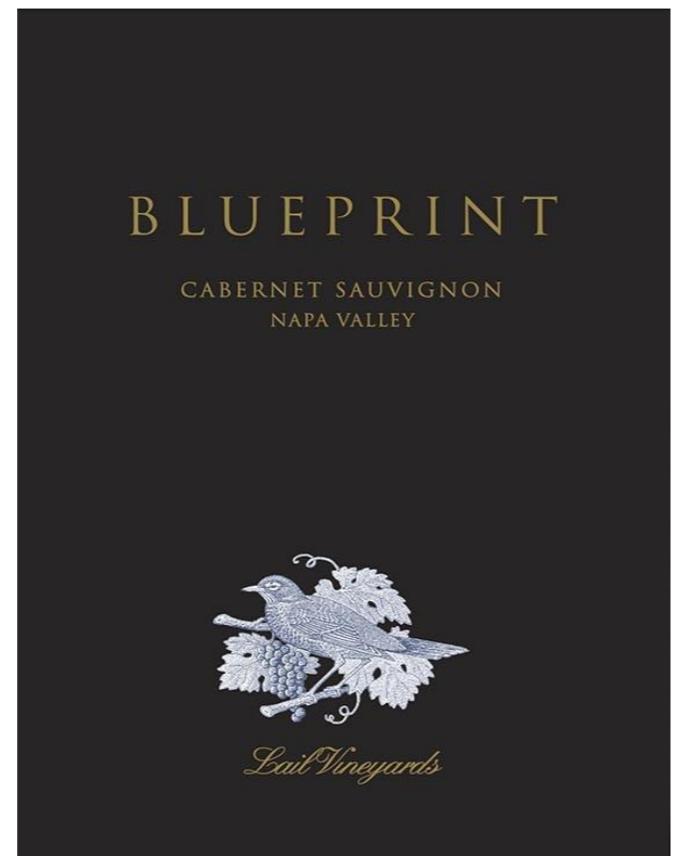
VINE HILL RANCH
(OAKVILLE)

HEIMARK
(CALISTOGA)

STELTZNER
(STAGS LEAP DISTRICT)

~20 MONTHS IN FRENCH OAK
BARRELS, ~80 % NEW

~ 1200 CASES PRODUCED



- Blueprint wines are Lail Vineyards' modern interpretation of Cabernet Sauvignon and Sauvignon Blanc, meant for early release and enjoyment.
- The Blueprint series reflects Robin's commitment to sustainability and climate action, paired with her role as International Ambassador to the Porto Protocol.
- In 2020, Wine Enthusiast names Lail Vineyards' 2017 Blueprint Cabernet Sauvignon as its #1 Wine of the Year, from nearly 25,000 wines tasted globally.

BLUEPRINT SAUVIGNON BLANC

100% SAUVIGNON BLANC

TOTEM VINEYARD

(YOUNTVILLE)

GAMBLE VINEYARD

(YOUNTVILLE)

REWA VINEYARD

(COOMBSVILLE)

REIDEL VINEYARD

(ATLAS PEAK)

~FERMENTED IN
FRENCH OAK BARRELS;
35% NEW.

~AGED 7 MONTHS SUR
LIE IN SAME BARRELS

~ 1000 CASES PRODUCED



BLUEPRINT CABERNET SAUVIGNON



CABERNET SAUVIGNON
PETIT VERDOT

APPELLATIONS

CALISTOGA

COOMBSVILLE

HOWELL MOUNTAIN

OAKVILLE

RUTHERFORD

STAGS LEAP DISTRICT

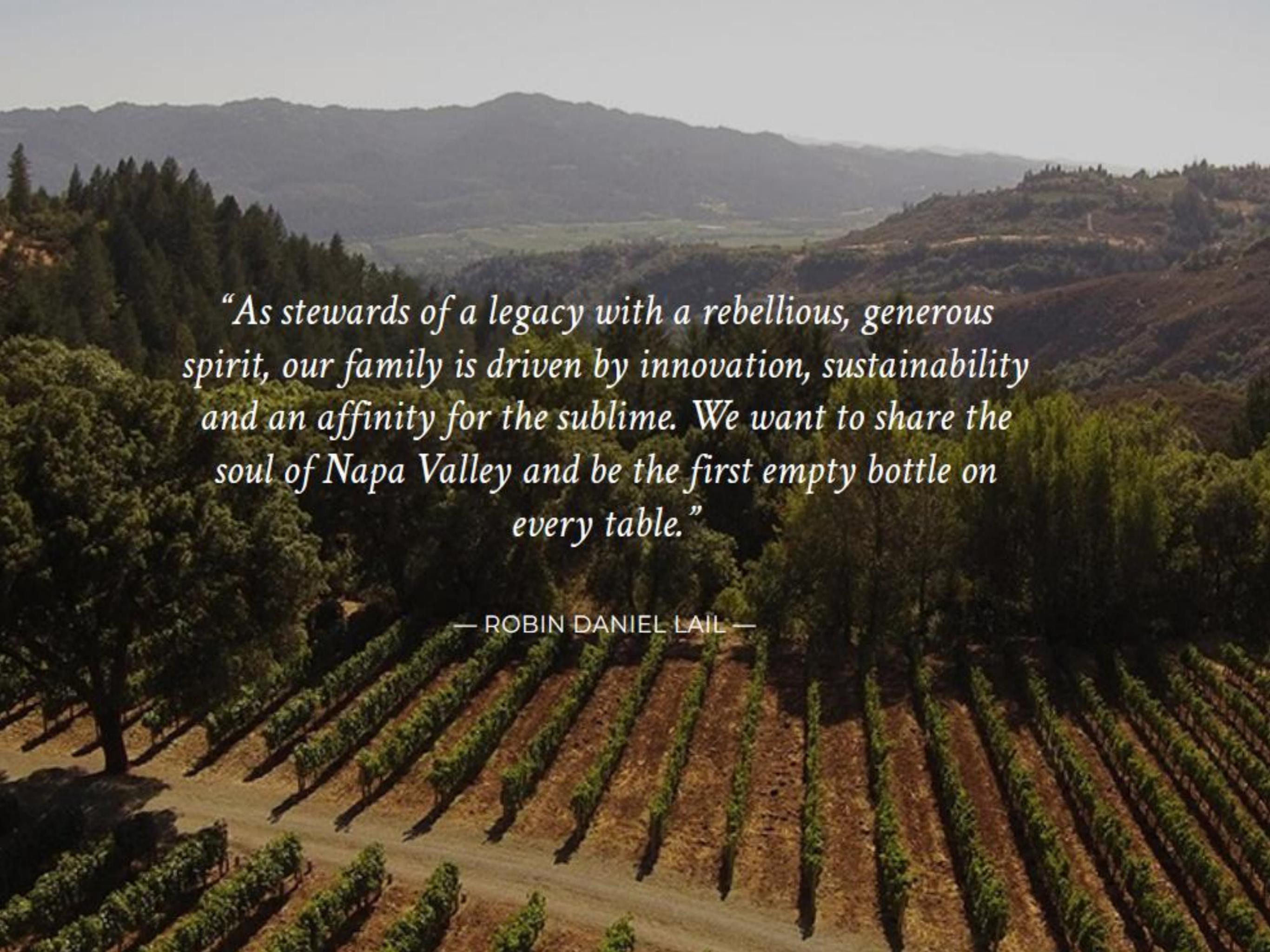
YOUNTVILLE

~18 MONTHS IN FRENCH
OAK; ~50 % NEW

~2700 CASES PRODUCED



With all the beautiful grapes at Mole Hill, somebody has to guard them!



“As stewards of a legacy with a rebellious, generous spirit, our family is driven by innovation, sustainability and an affinity for the sublime. We want to share the soul of Napa Valley and be the first empty bottle on every table.”

— ROBIN DANIEL LAIL —