

## **Episode # 28 Corry Craighill/Septenary Winery & Ashleigh White/Glen Manor Vineyards**

### **Fred Reno**

Ashleigh and Corry, welcome to my Podcast. I can't thank you enough for taking this time. I'm really thrilled to have the beginnings of the younger generation. As you know, I've been interviewing some of what people would call the pioneers of the Virginia wine industry. And now I want to kind of get down and say, okay, what's the future of the Virginia wine industry going to look like? So, let's start at the beginning. I'll start with you, Ashleigh. How did you get into this? I know your family owns the property and all that, but what drove you into the wine business?

### **Ashleigh White**

Yeah, great and thanks for having us and inducting us into the White Burgundy club today.

### **Fred Reno**

Oh, yeah, the White Burgundy Club, folks. We'll get into that at some point here, and I'll explain it all to you.

### **Ashleigh White**

Yeah, so I have been a part of the Glen Manor team since 2014. I never really anticipated I would still be working at the property. I went to school at Longwood University on the path for a biology degree and graduated from there in 2012. And when I went away to school, that's when Jeff opened up the winery. So again, I was thinking just crazy uncle's going to make wine on our property, I didn't have any thought about working there in the future. I did a few different internships. I worked at the Smithsonian conservation biology Institute in Front Royal with the animal keepers, clouded leopards, red pandas and hoofstock. After I graduated, I worked with the Blue Ridge Wildlife Center. So, I was working with raccoons, opossums, foxes, a lot of cleaning. I kind of figured soon that it wasn't really what I wanted to be doing for my job. What did you do last week? What did I do? I cleaned. Okay. Well, I wasn't cleaning up after animals. But yes, I was cleaning in the cellar. But yeah, all the while I was working as a waitress in Upperville Virginia at a place called Hunters Head. And eventually I landed an internship at the Piedmont Environmental Council, which was probably one of my favorite ones just it was getting out in nature. And we were getting into streams with you know, putting gators on and taking data collections of bridges and culverts to help the Brook Trout for going up and downstream. So, they've been working on some projects, restoring those, which is really neat. Yeah, then I kind of got to the end of that internship rope and said, What am I doing? I You know I was still waitressing. And that's when Jeff was like, well come work in the tasting room

and I was like okay. So, I did that for about a year and then went full time in the vineyard in 2015. Then the cellar and just since I am still there. I've been able to go fortunately and travel and work in other places in the world which has been really eye opening and I'm really blessed to go and see these places.

**Fred Reno**

Well, when I asked Jeff that question when I interviewed him. I said is there a generational pass here? He goes, well my niece has worked with me one never knows I certainly hope so.

**Ashleigh White**

Yeah, I think I kind of keep him on his toes if I'm there. I got the travel bug once I went to New Zealand in 2016 and that was my first big travel trip. I worked with a large contract facility, so I definitely did not learn anything about wine. I learned about how to work with the team from all over the world and work with big tanks. They were doing at the heat of harvests like 300 tons a day and we make 50 tons in a season so, I was coming from that small cellar like oh my god any amount of water that gets into this tank is going to be, you know, so bad. It was just very interesting to see a different way of winemaking. That's not how obviously we want to make wine, but it was great to see the spectrum and be a part of that. Then moving forward going to Australia working for a fourth-generation winemaker who was a woman, and her father was still going around the property on his little four-wheeler with his dog and he would pop into the cellar. Good morning. You know, it was fabulous to see another family dynamic because her brother was the vineyard manager and just seeing how they worked together. And then going to British Columbia working in Okanagan Valley. That was beautiful. It was Yeah, it was it was lovely working there. That was not such a long-term internship. I was there from April until November, December so I did both the vineyard work and then the cellar work.

**Fred Reno**

I have to stop you there because, I've lost track, but are you familiar with the wines of Blue Mountain?

**Ashleigh White**

We did go and visit Blue Mountain. That's a fabulous looking property I think I still have a bottle of their Gamay I haven't had yet but that was a nice-looking place there.

**Fred Reno**

All right, well Corry, What's your story? And it seems pretty extensive here too. So how did you get involved in this wine craziness.

**Corry Craighill**

So, I went to UVA and majored in religion and bioethics. You know, looking for jobs throughout college I was not really happy with anything except for my tasting room job at Jefferson Vineyards. It just put me with people that were young and excited about something different. I got to be a part of this group of people that were really passionate about wine and tasting wine and eating good food. And when I graduated, I applied to a couple of vineyards and ended up landing a job at Blenheim. So, I worked for Kirsty actually on and off for about five years. She always was grateful or gracious to have me in between all my harvest gigs. I started there and then went to Australia and absolutely hated it. I also worked at a place that we were processing hundreds of tons a day. I worked the midnight to noon shift, and it was brutal. It was West Cape Howe which is like an hour south of the Margaret River region in the middle of nowhere and I didn't take advantage of traveling or anything I just went there worked and came straight back. I made some friends with the interns and whatnot, but I was so lost when I came back. I came back to Kirsty and said now what and she said why don't you go work at Barren Ridge with the winemaker who was new there. It was her first vintage as head winemaker. We again went from hundreds of tons a day to 40 or 50 tons for the whole season because of that we were a little bit early and Oregon that year was a little bit late, so I ended up doing two vintages in one season. So, three vintages for the whole year. I went to Ponzi and that's where I realized whoa this is awesome. Yeah, this is fun because you're around people your age that know a lot more and that are willing to teach you both at work and after work that was really fun being part of this community of young people. When Ashleigh and I were together in California that was the same thing, like we walked away with memories. We talked to one of the girls last night--we just have these friendships from our experiences and they're valuable on a professional level and on a friendship level.

### **Fred Reno**

So, both of you work together in the same place in California. Where was that?

### **Corry & Ashleigh**

we worked at the winery is called Provignange, they make wines for Raj Parr. Okay, so we got Yeah, we worked for Raj Parr and Sashi Moorman. Domaine de la Côte, Sandhi/ Piedrasassi their custom crush. So, Domaine de la Côte, Sandhi, Raj Parr Wine Club, Piedrasassi, did I say Sandhi already? Yes.

### **Corry Craighill**

And then they have Oregon. They have Evening Land.

So, we worked there together this past year.

### **Fred Reno**

I have to ask you as a follow up, Corry, your voted winemaker, or the year in 2019, in Loudon County, at Sunset Hills, you obviously followed Nate Walsh, maybe you worked with him. Can

elaborate on that in a second. And then you leave. And you come down here. Tell me about Sunset and then you end up down here at your new gig.

**Corry Craighill**

Yeah, so there's a couple of reasons. I mean, Nate, I'll speak to you about Nate Walsh. He's a great friend both professionally and personally. He has a great team and makes great wines up there. I learned a lot from him both in the vineyard and winery and he helped me out when I first started at Sunset. That was my first head winemaking gig. The sites that are owned by Sunset Hills are really great. About half of the production comes from the Shenandoah Valley and half the production comes from the Middleburgh AVA. Yeah, I guess you know I won winemaker of the year and that was exciting and really fun for that moment and for that year, I had worked with Sylvia Liggieri again, she became a friend and we worked closely together. She was the vineyard manager, and I was the winemaker. And I learned so much in the vineyard that year. And I think because I was so excited about working there and I was really involving myself in the community, I sat on the Loudon wineries Association Board. I just I got to know so many of the individuals in Loudon and I'm so thankful for that community. But my home is here in Charlottesville. I've worked for Kirsty, I've worked for Matthieu, I've worked for Michael Shaps. I worked at Stinson and Barren Ridge, you know, I have a good history here and they've really pushed me to travel. I've been to New Zealand South Africa, France, and the West Coast a couple of times now and the community down here really pulled me, and I just wanted to start something new and try something new at a smaller place. Because I am only making 2000 cases now, I'm both the vineyard manager and the winemaker.

**Fred Reno**

Oh, so you're in the vineyard all as well. Yes. How large is the vineyard there at Seven Oaks?

**Corry Craighill**

We have only 14 acres producing right now.

**Fred Reno**

Is everything that you produce going forward from that vineyard or do you source grapes from other vineyards as well?

**Corry Craighill**

So, last year we lost all of our fruit to frost. Okay, which is why I was able to do harvest with Ashleigh. We did source a little bit just for Chardonnay, Rose, and Sauvignon Blanc, from you know, people that we trust. It's really important to me to source from growers that are a little more like minded and being smart about their vineyard practices and Spray programs, all of that.

**Fred Reno**

So, same question to you Ashleigh, as far as Glen Manor is concerned. If I recall, pretty much everything is estate.

**Ashleigh White**

Yes, we are 100% estate.

**Fred Reno**

Remind me of the size of that vineyard now, that I was standing in so beautiful that day with Jeff.

**Ashleigh White**

It's about 17 acres. It's you know, we say about because you're pulling up some things and you're planning new things. It's always kind of a rough number. We just recently pulled up a block of Petit Verdot that used to be merlot, that used to be whatever, and we're just letting it lay for a bit and probably we'll plant, well we want to maybe plant something new. So just to go with how the world's changing climate and also what people want to be drinking. So that's going to be probably an experimental plot. It's only half acre.

**Fred Reno**

How's that Nebbiolo coming along?

**Ashleigh White**

Very good. It's so interesting because when I was in Canada in 2019 that was the first vintage that Jeff made. He only made about 15 gallons. It was such a small amount, a little cask. And when I got back, he's like, Oh, do you want to taste this? Like you could tell he was a little bit nervous about it. And I was like, Sure, of course. It's got a little thump to it, and I was like, Whoa, that is a little funky. And then the same thing a year later coming back from California. He was said you want to taste '20 Nebbiolo and he brings in the '19 Nebbiolo also and the '19 is completely blown off. It's beautiful, it's a color, everything about it. It's just amazing to see just what one more year to it and then to see the '20 also being a little bit shy, reserved a little with bit of funk to it. So, the future of it I think is really great if we can keep up with it in the vineyard. We kind of got hit that first winter we planted it with the frost, and we had uncovered all the compost that we

**Fred Reno**

so yeah, it's a cold tender varietal.

**Ashleigh White**

Yeah, so it's been a little bit of keeping it up in the vineyard and hopefully it has a good future at Glen Manor. We're going to be planting more because he has another clone that we have one row and a panel worth of a different clone. So, he's interested in continuing that for a few more rows.

### **Fred Reno**

So, this is a good segue to ask my favorite question or one of my favorite questions. We'll start with you Ashleigh, and then Corry, what's your take on hybrids versus vinifera? And what's the future of Virginia wine growing with or without hybrids?

### **Ashleigh White**

I personally haven't had that many. I am eager to taste more because I think that there could be a future for hybrids. Not to say that's what's going to take over Virginia. But I think people are starting to open up to different things and it's not just a Bordeaux, it's what else do you have. So, I think that there could be a future of planting maybe some hybrids at Glen Manor. Jeff is very open to planting new things and it'd be interesting to see if that's what's going to go into the ground. But yeah, I'm excited to see if that is something that will start happening more as younger people, perhaps do start becoming or taking over Virginia. I don't mean anytime soon by any means, but I am interested to see what the future is of hybrids.

### **Fred Reno**

As well, Corry, as you know, I've said before, in some of my podcasts, I'd become a big fan of Seyval Blanc personally and Chambourcin. My wife and I are big Cru Beaujolais drinkers and when Chambourcin is handled correctly. It has that same flavor profile, as a really good Cru, Beaujolais, what's been your experience with hybrids here? And what do you think Corry?

### **Corry Craighill**

When I was at Sunset, we worked with Chambourcin, Vidal Blanc, and Traminette. I would say in the vineyard, they're just amazing, they are way easier to manage, and you get a bigger crop. But I think a lot of it is about consumers and how they view the product. I think for a long time. You know, hybrids were often the lowest priced wine and, produced in a way that maybe lend itself to that which is fine, and it is actually really great to have a lower priced wine. But I think as consumer, I think the way to maybe change it is for us as winemakers being part of the industry to maybe change the conversation around it and say, hey, there's a place for hybrids in Virginia. Because there's a really big opportunity in the vineyard to explore different varieties and how they perform in different soils and climates. I don't feel like there was a really big push for Chambourcin and maybe Vidal, but I think there's room for growth with other varieties. Do I know what those are? No. Where I work now, we only work with vinifera.

### **Fred Reno**

Any experience with Chardonel?

**Corry Craighill**

I don't have any experience with Chardonel.

**Fred Reno**

I just finally tasted my first bottle of Chardonel last week from a little winery, they don't make wine. I believe Ben Jordan makes it for them. It's called Hague it's out on the northern neck. It is a little Chardonel vineyard

**Corry Craighill**

is it going to make it into the White Burgundy Club?

**Fred Reno**

Not quite yet. But it was interesting because as you know, Chardonel is a cross with Chardonnay and Seyval Blanc and it piqued my interest. Okay, so I'll stay with you Corry, and this is this is my favorite question to ask everybody in the wine business. What was the one bottle of wine that you had in your life. You know that you said wow, this is mind blowingly good. This changed your whole thought, what was that one bottle that you remember?

**Corry Craighill**

There's too many good bottles, and just for me, and I'm sure Ashleigh is the same because a lot of the bottles that I've had that were eye opening were shared with Ashleigh. But for me it's about the experience. And one experience that I had was in France. I worked for Michael Shaps in Burgundy, and I was supposed to work for this other guy Philip. I might butcher his name, Philip Bouzereau.

**Fred Reno**

okay, Bouzereau yeah Meursault.

**Corry Craighill**

and we went back and forth for like six weeks trying to get my visa to work, at the time it was maybe a little last minute and it didn't end up working out. So, I worked for Shaps, but it's just down the road from him so I went and visited him a couple times. And he showed me all of his vineyards and we tasted the wines that he had produced that year and wines that he and his father had crafted years before. I think he's third or fourth generation so, having his wines and seeing and tasting White Burgundy for the first time, and I'm not doing that just because of the White Burgundy Club but that being in a different country not speaking the language communicating on a different level on a shared interest and passion I think was really important for me. I was by myself, and I didn't know anybody whereas you know in all these

other places I had friends or made friends and it wasn't as available to me. So, I would say I wish I could remember the vintage but tasting the Philip Bouzereau wines was really important

### **Fred Reno**

Meursault is great. And Ashley.

### **Ashleigh White**

Yeah, this is a very important question. But I would say I don't know that I've had that bottle that's been, because similar to what Corry is saying, it is about the experience and the people that you're with and that I feel like changes a lot of what you're drinking. You could be drinking anything and for whatever reason that's speaking to you on an emotional level. But I think our paths are a bit different, too and you know, she stumbled into the wine world kind of on purpose where I kind of fell back upon it if that makes sense. So, wine wasn't really something that I was seeking after and how I've gotten to where I am it's just, you know, it was an option for me and I stayed with it because I had fallen in love with meeting people like Corry that was very eye opening for me because you know here I was working for my Uncle and I had no friends my age that were in industry. I have friends that like to drink wine but they're not wine drinking friends if that makes sense. So, to me Corry establish this important and integral friendship within the industry which has been really eye opening because she is someone that I look to who is passionate and is driven. I'm excited to learn from her and like going to these places and just being able to be exposed to new wine because I don't spend my time really tasting that much. I'm in the vineyard and this has been like my history leading up to this moment, it's been, I work all day in a field I go home you know, people are like oh, you must know so much about wine. Well, I just kind of stare at leaves all day and the grapes you know, I guess so. I haven't, I can't tell you what my favorite bottle is or what it was because I think I'm still experiencing those bottles. I've enjoyed the ride so far. I look forward to sharing more bottles with people. And one day I'll have that answer for you. All right you will be the first person I call up and say I got the bottle.

### **Fred Reno**

Yea you got that bottle. Well, You're both are right. In this regard. It is about the experience. There's no question. When I think about that bottle I had, which was '69. Clos Vougeot from Rene Engel. It was like, there was an experience going on at the same time that I'm having that bottle. It's like, oh, wow, this is unbelievable. I remember that was indelible. And as before I was in the wine business. You just had that connection. I was loving wine. I was thinking about getting into the wine business. I had this dream about it for some bizarre reason that I could make a success at it. But I was not in the wine business at the time. And I still had this bottle, and I was like, oh, burgundy. That's it. That is, it. It sticks with you for a long time. So, you mentioned this earlier, Ashleigh and you're both in the vineyard. Climate change is

obvious. And what do you see in the short period of time you've been doing this Have you seen any noticeable difference in the vineyard itself and what you're dealing with right now?

**Ashleigh White**

I would say definitely I feel like harvest dates keeps getting sooner and sooner. The date of, you know, first pick is creeping into the third week of August sometimes and it's starting to be more apparent I think in ripeness of the grapes. I can't really speak on really much else I think we will always have the same kind of similar pressures that we've been experiencing. This is like a separate thing, but the haziness that's been happening was you know, I looked up at the sky there last week and I was like Jeff it's really hazy do you think it's somehow from the fires out west and he's like, this was just good old Virginia polluted air right now and I was like I didn't know this look, this is something I've never seen before. And then two days later we find out that it is like the smoke making its way out this way. I don't really know how much that's going to affect things if that keeps happening. I don't know how that affects us. Or Oregon.

**Fred Reno**

Corry What do you think?

**Corry Craighill**

I agree with Ashleigh's statement that we're picking sooner and sooner. I mean, last year, I already mentioned we lost all of our fruit to frost. Well, we had five frost events and it was Mother's Day. I mean, maybe that's average and now we had we've had only six inches of rain this year in Crozet and in 2018 What was it was like

**Fred Reno**

deluge, right.

**Corry Craighill**

So, I think the vintage variability in Virginia, maybe that's just Virginia, but certainly some of it has to be climate change with these storms during harvest and pushing harvest earlier.

**Fred Reno**

Well, you mentioned something here that got my interest. So, you talked about if the harvest is happening sooner, and the grapes are coming in riper and riper. That begs the question, are we getting the same kind of physiological ripeness and maturity in the grapes today as we might have gotten 10 years ago, because in my opinion, this is just my theory. This is what's happened to the west coast primarily California. They can't get physiological ripeness maturity in the grapes at 24 and a half anymore. They got to push them to 26 plus Then they d-alc, and that strips the soul right out of the wine. The beauty of Virginia has been this acidity in this moderately low alcohol in comparison. Are we seeing a change here? subtle as it may be?

**Corry Craighill**

I would say that I think we're trying to be smart in the vineyard, knowing that that that's going to happen. So, for example, maybe we're leaf pulling a little bit less or with more shade to preserve that acidity. We're picking a little bit earlier to preserve the freshness and picking based on pH rather than potential alcohol. So maybe, maybe yes, you could be right that the ripeness now versus 10 years ago is different. But I also think the conversations around wine that we want to make and in the type of vineyards that we want to grow or help grow. Maybe we can kind of curb that a little bit. So, if we can be smarter in the vineyard and smarter in winemaking, maybe we can curb that. I don't know the answer, you know, we've been in the industry for 10 years, but we started as cellar rats, so here we are. So maybe we just don't have enough experience for those specific decisions. Picking decisions for example to really comment sternly on it.

**Fred Reno**

Well, I had somebody say to me when I first got here, a vintner said to me that it was entirely possible the best vineyards in Virginia hadn't even been planted yet. What do you think about that? What's your thoughts about that?

**Ashleigh White**

Yeah, I mean, that's probably a very true statement, because you look at Virginia, and it wasn't sought out to become a wine growing region. Speaking from personal experience, I've had this farm in my family since 1901. And we're lucky to have the land that we have in order to produce these grapes because of our steep slopes in the rocky soils and the southwestern exposure. You know, we didn't have to seek that land out, Jeff turned our farmland into a vineyard. Right. So, buying land, like the land that we have, 200 plus acres, I mean, you have to have the money for that. And who's going to have the money for that? Is it going to be people like Corry and myself, at our age, I'm going to say no. But the spectrum of what Virginia winemaking is a lot of these properties, they do have vines, but those are event spaces there for having weddings and things so I'm not quite sure if people who have the money in order to purchase these properties. What is their goal? Is their goal to have it as a fun, you know, retirement, this is where we have for weddings, or when is it going to be looked at as Virginia is a prime real estate to grow grapes, and let's seek those properties out. Who's going to come in and do that? I don't know. It'd be great to have people come and find those properties or change the properties that are maybe farmland that needs to become grape growing.

**Fred Reno**

Well, Gianni Zonin did back in the 70s. There you go. And so, once the Burgundians get tired of getting burned up in Oregon,

**Ashleigh White**

but that's it, you look at places like Oregon, we're still so I mean, I wouldn't say far away, but here you are. You came from California, and you're like, hey, look, there's Virginia. And it's still insane that, Corry and I went out to California to work, and we brought bottles with us. We exposed them to Virginia wine, they've never had a bottle of Virginia wine. And it's our own country. And so, I think, more on your point about getting Virginia out there, it's you know, we're still so targeting our own citizens of Virginia to drink our wine. That's where the marketing is, it's not so much getting it out to places like California or even abroad. Well, that's what I'm trying to do. Exactly. And we're so fortunate to have someone like you wanting to see the importance of Virginia and that we're just not some silly country state making wine or, trying to show that we're serious. And so, all that to say is, it would be great if more properties were established on really great sites because that is what people like Corry and other great people that you've interviewed, like that's what they want to be doing is growing good grapes to make good wine not just to growing grapes to grow grapes, right?

**Fred Reno**

I still believe that Virginia is the most exciting wine growing region in the country today. There's more experimentation going on here. openly, experimentation. Are you involved at all with the Winemakers Research Exchange?

**Corry Craighill**

Definitely. I love and I enjoy it. The board has done an awesome job of opening up the conversation for experimentation and promoting experimentation, and just having access to that information and that knowledge base is so important. And I think that for someone like both Ashleigh and I, we make around 2000 cases each, we don't always have the bandwidth to be able or the amount of the grape quantity to do these experiments. So, to see other people perform them and follow through with them in an intelligent and cohesive way so that by the time it gets to us we can taste really the difference sometimes and say, you know, that really worked for them. Maybe I'll try it for me this year, you know, you only get one shot during harvest.

**Fred Reno**

Yeah, that's the whole deal about wine growing, you get one chance to get it right. And then you have to wait another year before you get another chance to get it right. And Mother Nature will get in the middle of all that. But yeah, the collegiality that I've experienced, and seeing here in Virginia, is very heartwarming, quite honestly reminds me of California in the late 70s and Robert Mondavi. And you mentioned my good friend Michael Shaps earlier, who has become a good friend. I don't think people understand the people have come through his place. And the winemakers he has trained, and the people have learned certain aspects of their winemaking as they've worked at Shaps in one shape or form or another, it reminds me a little bit of Robert

Mondavi in the early days. I mean Warren Winiarski came out of there, Mike Grgich came out of there, Zelma Long came out of there and Paul Hobbs came out of there. You can go down the list of people who got that opportunity to make wine of high quality at a little larger scale and understood what that really means you know, and I see that here in Virginia and it's refreshing because I hope you guys, we don't lose it. We continue to collaborate and continue to share. However, there is a part of this now, there's a certain still political don't rock my boat kind of thing that goes on here that I've observed since I've walked into town but other than that, it's been really wonderful.

### **Ashleigh White**

I think it's great and I think because we are still trying to become something why hold each other back, we're all in this together. But so, like the political comment, it's been interesting to travel to all the different wine regions and see the same things. It's always going to be a little bit catty, a little bit all, say this or say that, and we're this or that so that's the wine industry. It's going to always be a little competitive, it's going to be a little maybe judgmental at times, but I think at the end of the day, it is nice to see people coming together and the WRE it's like we're all about trying to grow the state because we still you know, what is Virginia wine? And what will it be, so I think that's great that it is a big community.

### **Fred Reno**

Well, folks, we touched on this a little bit during the interview, but they kept mentioning the White Burgundy Club and I won't bore you with the details in the background, but I've been looking for a venue to start something I started back in 2005 which is sharing a bottle of White Burgundy with people who can appreciate it so, we just started the White Burgundy Club C'ville chapter today here in my studio. We're having a bottle of a Faiveley Mercurey Blanc and it's quite nice. What do you think Corry?

### **Corry Craighill**

Yeah, I think it's great. It's really fun. It's White Burgundy. It is not something that I go for often because you know, it's definitely a special wine in a special place. And it's cool to taste. Again, we talked about experiences earlier and it's cool to this is. A new experience for myself and for Ashleigh too. So, I'm having a little bit of Faiveley, and it isn't a bad way to loosen the nerves

### **Fred Reno**

and Kirsty would love it. Yeah. What do you think? Ashleigh? What's your thoughts about this Mercurey Blanc?

### **Ashleigh White**

Same. I just feel, I know that the story that you told us, it just gave us already this experience that this is going to be wonderful. And the fact that you're sharing this with us, I think is just really nice. And it's a great way to start a Tuesday. It is Tuesday, right?

**Fred Reno**

Yes, Tuesday. Yes.

**Ashleigh White**

I am really enjoying this. It's, it's really, really great.

**Fred Reno**

Well, you have to pull the cork. I learned a long time ago. That's how you learn about wine. If you're not pulling corks, it's hard to learn. It's hard to learn, isn't it? Totally.

So, what's the biggest challenge you have Ashleigh, at this point, what's your biggest challenge you think?

**Ashleigh White**

Wow, I'm like a personal challenge

**Fred Reno**

from a professional standpoint making wine everything what are your growing grapes

**Ashleigh White**

of course yeah I think you know being on a family farm and family business it's it can be challenging in that way and I am the next generation and is that a lot of pressure at times a little bit and Jeff is he's really good about making sure that I'm what I'm I want to be there I want to be doing these things and if I don't want to be there you go and you find your happiness and I mean currently I'm on that path to obviously continue after Jeff and just being able to take time away and learn things from other places and bring that back you know that's one thing that Jeff you know he's grateful that I get to do that because he never did that. And you know he learned from one person, and you know, that's kind of his knowledge base.

**Fred Reno**

And he didn't learn from one of the best, Jim Law.

**Ashleigh White**

He did, he learned lot of great things but to be able to see him year after year wanting to try new things like that's really great and I actually haven't worked in the cellar for harvest with him since 2018. And we didn't even make red wines at that point so it'll be great this year because

we're going to, I think be pretty full on the on the cellar front so to try new things with him would be great. I think I got away from the challenge question

**Fred Reno**

Alright, well, Corry,

**Ashleigh White**

I think just the challenge is going to be you know, your whole question of what's to come how, what kind of mark Am I going to make what how am I going to transition into a new world of new clientele or what the climate change, so I think it's just navigating what's the best path to take for Glen Manor, for Virginia wine?

**Fred Reno**

Corry over to you--challenge? What do you see on the horizon here? Well, I mean, you're at a new place.

**Corry Craighill**

Yeah, I was going to say that. My biggest challenge right now has been learning the vineyard. You know, in theory, I know it right. Like as a winemaker, you I was trained as a winemaker. I wasn't trained in the vineyard. And I saw all of the the pieces of the growing stages, but when you're the one making the decisions out there, I was on the phone today of actually texting our friend Ben sullens, who's the vineyard manager at Walsh family. What kind of clips do I use for the bird netting? Or like, what do you recommend, and we had like a seemingly long conversation about what clips to use, because it's not something that I had experienced before. So, this year, my challenge and I think in the next couple years will be just learning the skeleton of managing a vineyard and, to speak to a long-term challenge, in that same vein is vineyard labor. We currently use a contract crew. And they've been they've been good, I'm really happy with its Karl Tinder. And he's been really great and flexible. And I've been happy with that. But it would be really great to have someone that's also excited to work in the vineyard. And it's no one wants to; I don't want to work in the vineyard today. It's 100 its own, it's 95 degrees out, and it's blazing hot. And it's really tough to be out there all day. So, the crews that do work out there, whether they're full time like Ashleigh's crew or contract, they deserve some credit. And I think that it's going to continue to be a challenge to fill that void of finding people that want to work in the vineyard that are passionate to work in the vineyard. paying them appropriately, treating them appropriately. And yeah, just creating a community there and consistency. Yeah.

**Fred Reno**

Interesting. Well, ladies, this has been absolutely terrific. absolutely terrific. I couldn't think of a better way to share a glass of White Burgundy then with you two. Ashleigh thank you and Cory, thank you very much.

**Corry & Ashleigh**

Thank you so much for having us. This is fun. Yeah.