

# EPISODE # 30 JON WEHNER/CHATHAM VINEYARDS

## **SPEAKERS**

Fred Reno, Jon Wehner

### **Fred Reno**

Jon, thank you for giving me your time this morning for my Podcast.

### **Jon Wehner**

Well, thank you, Fred. Actually, Lucie was the consultant on both projects, Great Falls vineyard in 1970. And Chatham vineyards in 1997, during the development stage,

### **Fred Reno**

well, that's fantastic. That is fantastic. You know, when I interviewed her, she told me this story about she had just gotten back into Virginia and your parents had contacted her. So, let's talk about this project though. Chatham vineyards on church Creek, what was the birth of this? How did this all start?

### **Jon Wehner**

So, it started with a quality-of-life decision. I had a short career in Washington, DC for about seven years, and my wife was working in Tyson's Corner for a technology company, and we were spending the weekends on Virginia's Eastern Shore, and we were just absolutely intrigued with Virginia's Eastern Shore, it's one of the last great undiscovered places on the East Coast, probably next to Maine. We have over 60 miles of undeveloped coastline on the seaside on the ocean front. And the islands are owned by the Nature Conservancy. And it's a very exotic, unique rural place, and we thought it would be a fascinating place to live a great place to raise a family and an extremely interesting place to pioneer wine grapes on Virginia's Eastern Shore.

### **Fred Reno**

Is it true that you are the only winery on the Eastern Shore AVA today?

### **Jon Wehner**

Yes, that is true. There were a few other wineries prior to us that are no longer in business. But currently, we are the only Virginia winery on Virginia's Eastern Shore.

### **Fred Reno**

That's rather remarkable when I think about it because you have a unique climatic condition. With what do you got the ocean on your Eastern Shore? You got the Chesapeake Bay on your western shore? That's your classic maritime weather. Is it not?

**Jon Wehner**

Yes, yes. Correct. I think the issue is it's hard to get to. We are a little off the grid. We're a little bit out of the comfort zone in terms of convenient driving. We're very remote here on Virginia's Eastern Shore. We're at the very southern tip of the Delmarva Peninsula. So, the Virginia's Eastern Shore is only about seven or eight miles wide at its widest point. And as you mentioned, we're between the Chesapeake Bay and the Atlantic Ocean. So, we're very much of a moderate maritime climate a very unique region for growing wine grapes.

**Fred Reno**

Yeah, that's for sure. Well, so let's talk about the development of the property. You have 20 acres currently under one vine that are bearing fruit.

Right, so 20 acres, and then last year, we planted an additional acre of Petit Verdot, French clone 1058 on Riparia. And the idea with that is, is that we're going to do it for varietal Petit Verdot. I currently grow clone 400 Petit Verdot, which I use as a blender. And if you've had my wines, my Cabernet Franc, and my vintners blend and Merlot, I tend to use Petit Verdot as a blender for that. And that's clone 400. It's a very good, dark, acidic, classic Petit Verdot blender. So, it helps to lift the red wines. And I always use that as a blender. But I'm hoping this new French clone 1058 will be a nice varietal, Petit Verdot, and so that's going to be a new wine in the portfolio. And what's exciting after 22 years, I'm starting to look at the next 20 years I'm thinking about redevelopment and very careful modest expansion, very thoughtful expansion. So, it's, it's interesting, because the first 20 years I was thinking about now and myself and my family and now I'm thinking about the third generation my children and I want to make sure that they have the right French clones the right rootstocks, you know, they've got the meter spacing, they've got the vertical trellis system. And hopefully, we're going to get we're going to get some clean, healthy plant material for you know, vineyards that are going to be in the next 20 years

**Fred Reno**

when Lucie was involved with this, she told me that she would only do it under one condition that was you that you would allow them or her to put in close spacing. So, was this probably the first real true close paced vineyard in Virginia?

Well, no. I would say probably the second. So, it's really interesting because Lucie very much put her stake in the ground. And so, we've got to go high density and we've got to go VSP, and I had spent the last year sort of going around Virginia and attending seminars and learning about open lyre and wide spacing. And so, when she when she suggested VSP and high density it was a bit radical and, and I sort of felt like you know we were coming to Virginia's Eastern Shore to be pioneers but you know, sometimes pioneers get arrows in their back, so I didn't want to take too much risk. And so, I thought well, why don't we go with sort of what's being recommended and Lucie she very much said, Well, we're going to do this if you want me to be on board and I appreciated her honesty and her ability to sort of push me out of my comfort zone because that's exactly what we did. And we compromised on four-foot vine to vine spacing. And back then that was that was pretty radical, because the norm was

seven-to-eight-foot vine spacing. So, she was basically asking me to close that gap by 50%. And so back then the big issue, of course, was vigor, that's, that's what we heard about Virginia has a lot of rainfall. Because of that there's a lot of vigor. And because of that, we need to manage the vigor by building a quadrilateral trellis system and allowing that vine to take up space. The problem with that, though, is everything you have above ground you have below ground. So, if you have a big canopy, you're going to have a big root system. So, it's, it's actually the opposite, I believe, of what you want to achieve, right? So, if you limit the canopy, you're going to limit the root system. And it might take you a few years, it might take you five years to really get the vines balanced. But what I love about this business is it's a very slow, subtle business. So, the fast way is the slow way. And so if you look long term, and you say, alright, we're going to do high density, we're going to do vertical trellis system, we're going to commit ourselves to doing it, then I believe you're going to have success, but either way, I mean, I've tasted wonderful wines from both trellis and so I don't think there's necessarily a wrong answer, but you just have to commit and go for it.

### **Fred Reno**

The soils out there are Sandy correct. So, they must know

they are they're Sandy BoJack Munden soil but what's so interesting about our soils is there categorized as marine deposits. So, we have a lot of ancient shell in our soil. We have a lot of bleached out oyster shell 32 million years ago, a meteor hit this area creating the mouth of Chesapeake Bay in a fragmented the soil. So, we have sort of an upheaval of, of marine deposits layers of shell in our soil. So, it's a lot more complex than just a sandy loam. But one of the deciding factors about coming here and planting grapes is I looked at this area from a farming standpoint, because that's what I'm interested in. That's my background. I'm interested in agriculture. And some of the largest farms in Virginia are here on Virginia's Eastern Shore. The other interesting thing is that at the turn of the century there was tremendous wealth created in agriculture, because of truck farming on Virginia's Eastern Shore. So, this really is a farming community. The soils here are very deep, they're fertile, but they're well drained. And that's very important when you're on flat land. Because in Virginia, on average, we get 50 some inches of rain a year. So, you need very well drained soils and Chatham farm, which is a 400-year-old farm. The land was patented under the King of England 400 years ago in 1640 and actually the oldest court records are in Eastville, which is about 12 minutes from Chatham farm. This area is about I know it sounds funny, but we're at about 20-to-21-foot elevation so it's sea level of course, but it's it's well drained. It's relatively high ground for Virginia's Eastern Shore. So, it works as I believe as a as a good viticultural area for growing wine grapes.

### **Fred Reno**

I'm curious about something because I've seen this written about a few times and I'm not sure what the terminology means. When a land when land is patented. What does that mean in those times?

### **Jon Wehner**

So, in the 1640s, as I am under, as I understand to believe that the British were very dependent on the French wine industry, and so they came to America for basically economic development. And so, they were really interested in developing crops to expand their empire and if you look at what they planted a

lot of it was tobacco is the classic Virginia Trading Company crops but They were also required by law to plant grape vines. And so, there was a real idea to plant grape vines and to develop a wine industry. So, what's so fascinating about Virginia wine is we have quite a heritage of grape growing in Virginia, from the very beginning, from the English settlers to Thomas Jefferson, of course, in Monticello. I mean, it's really fascinating and I, I think that's part of the mystique about Virginia wine is we have quite a history. And what's so great is in the last, I would say 25 to 30 years the, the wine industry has really blossomed, and we have really gotten to the next level of viticulture and enology in Virginia.

### **Fred Reno**

Well, there's absolutely no question to me that this is the most exciting wine growing region in the country today. Let me just full stop. Because there's so much going on here. There's so much diversity. I always tell people, and it continues to surprise me the people in the wine industry that I've known over the years. When I talk about Virginia wine, and they think I'm crazy then they never had Virginia wine. They don't know what it is. And then they taste it, and they go man, I had no idea that was there. But I say I always tell them, you got to think about Virginia, like you might think about France. So, they don't plant Pinot Noir in Bordeaux. They don't plant Cabernet Sauvignon in Burgundy. And there's just a lot of diversity here in Virginia where there are certain varietals, that do exceptionally better in certain areas of the state. And when they start thinking about it from that perspective, they start to go oh, okay, I get it. Now I see. When I tasted your Steel, Chardonnay I was just flat out blown away how good the wine was and to your point about the minerality and the oyster, you get that with classic French Chablis structure in the wine,

### **Jon Wehner**

They're grown in limestone here were grown and bleached up oyster shell. But what's interesting about oyster shell is it's high in calcium. So, it's kind of a similar extraction, if you will, in terms of what's coming, what's being extracted from the earth through the roots, perhaps I mean, that's debatable, but, you know, maybe we'll figure that out over the next 100 years.

### **Fred Reno**

Well, you mentioned something earlier in the interview about now you're planting and planning for a third generation begs the question, what is it that you wish you would have known 20 years ago that you know, now?

### **Jon Wehner**

That's a great question. So, you know, I look at sort of the evolution of Chatham vineyards after 22 years, you know, it's interesting because Lucie was the one that said, plant Chardonnay. And I was more of a Sauvignon Blanc person. So, I thought, Let's plant Sauvignon Blanc. But her point was Chardonnay does well in diverse climates it as well on mountain sides, it does well in coastal areas. And she was right Chardonnay has done very well. And the French clones have really delivered for us our vineyards, first generation French clones. And what's so interesting now is 22 years later, we're starting to look at future development as planting Sauvignon Blanc. Yeah, so that might be another white varietal. That's going to be very interesting. You know, Chatham vineyards is very traditional. So, I think there's a great place for Sauvignon Blanc here, that's one of the things that we're considering. But you know, your question about, I guess what I would do differently, and what I would, what I have

learned is that, you know, when I started, I thought we really needed to get ramped up and move forward. And what I've learned is because of our situation, we had to be very careful, we had limited capital. This is a very slow, subtle business. So, we did it in stages. And I think that really helped us because it sort of allowed us to evolve over time. You know, one of the great things is I had a lot of good advice in the beginning. And so, we were able to minimize the mistakes. And I started very much as a wine grower for other wineries. And so, it allowed me to sort of grow grapes and understand my trade and what was nice as I started did everything from the farming side, and then eventually we built the winery. I transitioned into a winemaker, but I would probably say that I probably would have done the winery a little bit earlier. I think that would have been helpful.

**Fred Reno**

What was your first vintage?

**Jon Wehner**

My first vintage was 2000 and well, it was 2000 but it was only a few tons. My first real vintage was 2001

**Fred Reno**

Yeah, but I mean that you made wine. I'm sorry that you made wine

**Jon Wehner**

2002 was our first real vintage that was a private label vintage. And it was really an opportunity to sort of see what our vineyard could produce flavor wise. We were trucking grapes out to other wineries in Charlottesville. And we did a couple 100 cases to sort of get a get an idea. It was more of a vineyard select wines, and it was an opportunity to taste just our grapes in the wine. And then in 2005, I started doing estate wines at Chatham,

**Fred Reno**

what is your view on hybrids and where they fit in the mix here in Virginia?

**Jon Wehner**

hybrids are a real player. And that's coming from somebody that grows only French vinifera now. But you have to look at my background, I grew up growing French American hybrids in the 70s in the 80s. And into the earlier 90s, for Great Falls vineyard. My mom and dad had an experimental vineyard there, they had 15 Different French American hybrids.

**Fred Reno**

Oh my god.

**Jon Wehner**

It was a real experiment.

**Fred Reno**

I mean, how large it was only a few acres wasn't it

**Jon Wehner**

a three-acre vineyard. But the idea was you have to understand where we were at the time in the 70s. There was a raging debate about whether we could even grow French vinifera on the East Coast. And so, my parents decided as grape growers to grow French American hybrids. And we had a very diverse farm, we had horses and cattle and we decided to get out of the cattle business. Because it was just difficult to see these cattle get sent off to market every year. And my parents decided, well, let's start doing grapes. And we grew Chambourcin and Seyval Blanc and Vidal Blanc and grew everything Thompson seedless. So, my childhood was about working in the vineyard, you know, with the family and getting a real understanding of how to grow French American hybrids. So, I have a real love for French American hybrid.

**Fred Reno**

Well, then what was the I understand that they produce wine that was the house wine at Chez Francois in Great Falls which is really one of the traditionally great restaurants in the DC area forever? What was the varietal that wine was made from then?

**Jon Wehner**

Vidal Blanc, okay, so it's super interesting. My parents very much evolved the way Chatham vineyards evolve slow and steady. And its experiment and trial, but they grew 15 different varietals and then things that weren't working out, they eventually pulled out and then there became a magic moment when I believe it was my mother said Vidal Blanc is our grape and we're going to plant the whole vineyard in Vidal Blanc. And it was a wonderful grape and Francois Haeringer, as he was an Alsatian, so he really enjoyed that wine. He thought it was a wonderful seafood wine. And my parents used to pick it with nice balanced acidity. And it was a Messrs. Francois Haeringer recommendation at L' Auberge Chez Francois, and my wine is still there. So, it's fun as a second-generation vintner or wine grower it's fun to have my wine still there in Great Falls. So, I do keep that contact with Great Falls.

**Fred Reno**

Fantastic I'm trying to remember the gentleman's name it was overseed Paul something or other Yep.

**Jon Wehner**

Paul is the son, so Paul and Jacques run the restaurant now they do a fantastic job. And then there's also Jacques' Bistro, which is really a nice more casual dining atmosphere.

**Fred Reno**

Right next door. So, Juanita Swedenborg was making the wine.

**Jon Wehner**

Yes, Juanita and Wayne, that's a wonderful people. And that was in Middleburg as you enter Middleburg on the left-hand side, and they were real pioneers. And so, they bottled the wine for my parents. And it was maybe three or 400 cases. And then my parents would also sell grapes and would do some home winemaking. And it was just a, it was a great opportunity to be immersed in the wine business without having all of the financial stress of running a vineyard and a winery. I mean, the reality

is, you know, my father had a career in Washington DC. So on the weekends, we would work in the vineyard and make wine and neighbors would come over and we'd have a long wooden table where people would sit for hours and eating cheese and charcuterie and drinking wine and then as a kid I would observe all these adults going off and take a nap in the afternoon and I never understood why but it was because they were full of wine and cheese.

### **Fred Reno**

Well just for my listeners sake they should Google Juanita Swedenborg, because she's a footnote in the wine industry that people don't really understand. And I do because I was involved as an officer The Coalition for free trade that ultimately got the legal strategy that got us to the Supreme Court to win the case that opened up all this direct shipping that everybody enjoys today. She is a footnote in there, because that was the contravening case out of New York, where she had sued, because they stopped her from shipping her wine to New York state. So that's a really interesting crossroads. And I encourage all the listeners to go ahead and Google Juanita Swedenborg and see what she did, because a real pioneer. Exactly.

### **Jon Wehner**

Yes. Fred I'm so glad you mentioned that. Because I mean, that was her what you would say the parting shot. I mean, she really got it done. And that has helped us because we have our own distributorship because of that. And we have the freedom and the ability to distribute in Virginia, Maryland and DC. And what she did I mean, she took that on her shoulder she, and Wayne did that. And it was a huge help to the wine industry. Oh, no question. And to be honest with you as close as I was to all that, I really never caught that footnote until I moved to Virginia and dug into the Virginia wine history. And I went, Oh, my God. She was involved in the same fight I was involved in I had no idea. Yes, yeah. Really? Remarkable.

### **Fred Reno**

What do you see right now is your biggest challenge at Chatham that you're facing? What do you think? Looking forward down the road? another decade or two? What is the biggest challenge?

### **Jon Wehner**

For me I think it's to continue to evolve to deal with perhaps climate changing or the climate that is changing. And what we have seen the last three years very hot dry. vintages, which is have served the Reds very well. But you know, over the last, I would say seven or eight years, we've seen real extreme weather 2018. It rained all season, I need to look forward to the next 20 years, I need to be thinking about how we deal with those varieties that we're going to plant. I think it's going to probably work in our favor for the reds. I've noticed the last three years with the reds, we've done extremely well. I'm a little bit concerned about the steel Chardonnay, because that's a wine that, you know, we tend to pick with fresh acidity. So, we don't want to get too hot. Of course, the good news is we have always harvested that Chardonnay, typically the second week in September, around September 9, September 11. And so, my biggest concern is that you know, that harvest would start to push into August, of course, and I think that's a pretty short growing season. And the issue with short growing seasons is you really don't get that flavor development. And when you taste the still fermented Chardonnay, you get the layers and layers of tropical citrus and pineapple and melon, and you get that nice bright acidity. And so, my hope

is that we'll continue to have a long season. So, what's so interesting about Virginia's Eastern Shore, and when we talk about the maritime climate, I usually get a late start in the spring, I'm usually about two weeks behind everybody else in the state, for the simple reason that we're coming off winter in both the Chesapeake Bay and the Atlantic Ocean are very cool. So, it sort of insulates the soil and the air temperature. We're a little bit delayed in budbreak. And so, what that does is that it forces me to start typically a little bit later in September by the second week in September. And typically, we're picking reds into middle of October and then pressing off and barreling into November. So that has historically been how we have harvested and our climate over the last 20 years. But it's going to be interesting to see if things change. In terms of our season. I noticed this year, less disease development, I noticed a much hotter, drier climate. And what's so interesting is when I first started, we were more of a powdery mildew site we would see a little bit of powdery mildew pressure in the vineyard. And now we've become more of a downy mildew site. And so that is the cooling in the fall, of course, and a little bit of the moisture in the evenings. And so that's changing. I mean, the cooling is good, of course, because it helps with flavor and tannin development. But it's so interesting to see how things have changed. But I would say probably the erratic weather is going to be something that I'm really going to need to continue to watch and understand and anticipate.

### **Fred Reno**

I get that. I mean, Bruce Zoenlein had said that, to me the biggest challenge he just kept saying climate change, climate change, climate change that everybody's going to have to deal with. So, you grew up around wine But my favorite question to ask every vintner, and everybody I talked to is, what was that one bottle of wine that you had at one point where your mind went? Oh, I get it. Now. This is like, wine could be this ethereal. Can be this interesting. What was that one bottle if you have one that you can recall, I'm curious.

### **Jon Wehner**

Yeah. So, it's so interesting. I'm not sure I can recall one bottle but what I do recall, and I keep going back to childhood memories, and perhaps I shouldn't say this, but my parents started collecting Bordeaux, French wine in 1982. And, and that was very much of the fad. And we all know I mean; we did that and Robert Parker and Bordeaux's. And so, I grew up with it was always a big occasion, when my parents would open up, you know, a very nice French wine. And so, at an early age, I was always able to taste the wine. And I always developed an appreciation, primarily a French wine. My father did a lot of traveling when we were young kids. And that's part of the reason he got so interested in the wine business because he'd be overseas. And he'd have a few days at the end of the trip. And he would decide to go to Bordeaux and drive around and taste wine. And then he would bring home wine. And then he worked in Washington, DC and there was a great wine shop there. He used to buy wine, and he would collect wine. So, it was always the buildup the excitement of holidays and opening a really nice bottle of wine. And I think I was probably 12 or 14 at the time. And I was already of course excited about Thanksgiving and Christmas. And we had a lot of European friends, business partners in my dad's that would come over. And so there would always be nice wine at the table. So, at an early age, I was exposed to very good French wine. So, I think it was the whole atmosphere of family and food and wine and being at the table together with my brothers and my parents and sort of being in that comfort zone of the holidays and tasting great French wine. If I was to pick a wine, that's very difficult, but I would probably say it would have been a Bordeaux from the 80s.

**Fred Reno**

I'll go with that. That is what I'm curious. What is the total production right now for Chatham vineyard?

**Jon Wehner**

So, it's interesting that, you asked that question, because I'm, we're very much in a sweet spot. And I keep saying, you know, I really don't want to make more wine, I want to make better wine. And I want it to be fun. Because you know, the reality is I love to get out there and work in the vineyard. And I love to just hear, you know, the birds, and the wind and see the clouds and the sun and be out in the vineyard and then come to the winery and make wine. And I reluctantly go to my office, and you know, respond to emails. Go over cash flow, you know, so that is, that's something that, you know, I really love about the business,

**Fred Reno**

but you didn't tell me what your production was.

**Jon Wehner**

So, to answer your question, my production is that actually up to 6000 cases?

**Fred Reno**

Okay, you know, that's reasonable. You mentioned it earlier in the interview, but how do you go to the market outside of your own tasting room and your own customers?

**Jon Wehner**

Right, so what we really do is we have partnerships, people that we've worked with for more than a decade. And a lot of times it tends to be chefs to be quite honest with you or somms that go from restaurant to restaurant, they carry my wine, and then they call me, and they say, Hey, you know, we're starting up this new great restaurant in DC or in Northern Virginia in Arlington, and I want to carry your wine. So, I tend to work with the same people, year after year. So, it's really nice. And its people that are interested in Virginia's Eastern Shore, they're interested in local, they recognize that this area is a real food belt for not only seafood, but for produce, and now it's for wine and so they want to curate the whole picture. So, it's exciting. You know, our wines are, you know, for instance, we're at the Line Hotel in Washington, DC and you know, we're by the glass, the steel Chardonnay and the Cabernet Franc, you know, we've been at the Dabney for years and Northern Virginia we've been at L'Auberge Chez Francois it's, it's just an opportunity for us to partner and for these restaurants to sort of highlight these very distinct wines. You know, it's not that my wines are better or worse. It's just that they're distinct and they taste different. So, it causes people to sort of pause and think about a wine and if you think about interesting wines, I mean, that is what people want, they want to taste place. And you know, I think the impact of the soils and the maritime climate, and the ocean farming practices that we do really highlight place. And I think that's just what people are interested in now.

**Fred Reno**

Well John, you're singing from my hymnal here because for a number of years in the industry I always said the challenge here in the United States at that time in California was not to make great wine

because I still reserve the term great for that 1/10 of 1% of all the wine that's produced in this world. But the challenge for young wine growing region, as it makes its mark is to make just what you said, interesting wine. And you do make interesting wine, that really, it's caught my attention. And when we go off audio, there is something I want to talk to you about, that ties right into what we were just talking about just now.

### **Jon Wehner**

It's great when I started, I wanted to be like other wine regions, and it was a lot of pressure. And it was kind of unrealistic. And then, after about 10, maybe 15 years, I realize it's okay, just to sort of be who you are, and produce wines that are expressive of this place. And that's what people want people want you people want your wines to be authentic, they want your wines to taste like where they're from, and people will accept you for that. And, you know, I have dear friends in Charlottesville that I've talked to on a regular basis. And, you know, they always come back to me about how interesting the steel fermented Chardonnay is.

### **Fred Reno**

Well, count me into that group, that's for sure. Well, given the interest in the Eastern Shore, why do you think there hasn't been more vineyards planted based on what I've tasted from your project? And what I understand, why hasn't there been larger tracts of land and other people going out just because it's so far away? Or what?

### **Jon Wehner**

Fred that's a great question. And the only conclusion that I come to is that were overlooked. If you look at the history of Virginia's Eastern Shore, we have always been overlooked. This is a very remote area. It's on the southern tip of Virginia's Eastern Shore. And it's, it's not necessarily easy to get to. And if you look at the growth of the wine industry, you know, Loudoun County has a lot of wineries. And you know, that's, I'm from Fairfax County. So, I understand that area very well. But you know, it's a very convenient place to work and then drive an hour west and put in a vineyard and a winery and you have access to a tremendous amount of people. If you look at Virginia's Eastern Shore, you're very remote. And the Chesapeake Bay Bridge Tunnel is an awfully expensive toll, you know, I think it's \$18 each way. So, you know, it's an incredibly unique, overlooked area. And quite honestly, that's what I love about this place. I mean, this is a very exotic place to live, and to grow wine grapes. So, I think that's part of the reason I think it's just been misunderstood. One of the things that I'm so pleased with is I think that Steel fermented Chardonnay really expresses who we are, that tells people you know that we can produce a top tier wine on Virginia's Eastern Shore, there's no question and we've been doing that since 2004. So, it's not that we got lucky one or two years. I mean, there's Steel fermented Chardonnay has consistently been a highly successful wine year after year.

### **Fred Reno**

Well, I'll tell you, I mean, again, you could put me in that. In that group. I'm, I'm all in with your Steel Chardonnay. That is awesome Wine. It's absolutely unique. And it is interesting. It's all the things we just talked about. All in One bottle of wine. People should seek it out. If they can get their hands on it, they should seek it out. There's no question about it,

**Jon Wehner**

They are seeking it out. I'm up to 1700 case production of that Steel Chardonnay. Alright, I'm restocking the bar probably twice a day. So

**Fred Reno**

Are you open year-round?

**Jon Wehner**

Yes, we're open year-round. So, we're seven days a week 10 to 5 and then January, February and March. We're five days a week. We're close Tuesday and Wednesday. Yeah, so we're very accessible and the wine. You know, we have a good website Chatham vineyards.com and we do a fair amount of shipping, and we continue to deliver to restaurants year-round, but the shore gets a little bit quieter in January, February and March.

**Fred Reno**

I can understand that. Well, John, I really appreciate your time this morning. This has been terrific. Again, I'm a huge fan of your wine. I wish you were closer; I would come out and see you a bit more often. That's for sure. But I really do appreciate you taking the time here this morning. And Thank You,

**Jon Wehner**

Sure, It's been my pleasure. And it's just been wonderful speaking with you, and I really appreciate what you're doing for the Virginia wine industry in the way that you are archiving all these stories of people who have been working hard and quietly over the last you know 40 years and then some, so it's been really wonderful thank you for what you do

**Fred Reno**

well, thank you very much this has been a lot of fun