



CHALK HILL

FREDERICK P. FURTH

Chairman and Chief Executive Officer

FREDERICK P. FURTH was born in Harvey, Illinois, a first generation American. His father immigrated from Germany and his mother's parents from Poland. He remembers his father as a kind, quiet individual who struggled mightily during the Great Depression to provide for his wife and four children. Fred credits his mother's faith in his potential as the impetus for his extraordinary accomplishments.

Graduating from the University of Michigan with a B.A. in 1956, Fred enrolled in the University of Michigan Law School and received his LL.B in 1959. At school, he met many foreign lawyers studying comparative law. Following graduation and service in the military, he traveled to Europe and studied comparative law at the University of Berlin and the University of Munich. "Berlin was my finishing school," says Fred. There he lived with a distinguished and cultured family who introduced him to theatre, opera, symphonies, and wine.

When he returned to the United States, he worked for four years as an associate with a Wall Street law firm. "I never intended to stay in New York, but I was determined to experience the law from the perspective of the elite Wall Street firms." Fred's own preference is "to be the best, not the biggest."

After serving briefly as an assistant to the General Counsel for the Kellogg Company in Battle Creek, Fred accepted an offer to work with Joseph Alioto and his San Francisco law firm in 1965. Within a year, Fred founded his own law firm. Internationally recognized, The Furth Firm specializes in complex business litigation.

Fred is a preeminent antitrust litigator, focused on class action and other plaintiffs' cases. He serves on the Boards of Directors of Robert Half International, the National WWII (D-Day) Museum, and the International Foundation for Election Systems (IFES).

He began his venture into viticulture and winemaking in the 1970s. Having trained to fly while in the Army, Fred rented an airplane from the Santa Rosa Air Center and began scouting for land, first over Napa Valley, then over Sonoma County. He spotted a hilly, rugged area in Sonoma County that appealed to him and, in 1972, he purchased the land—242 acres, the founding parcel of the Chalk Hill Estate. Through the years, he has added to the estate, reassembling the original ranch holdings of the pioneer founder, Sarah Rich Latimer.

Inspired by his memory of hillside vineyards in Germany and his determination to preserve the natural contours of the land, Fred pioneered vertical planting on the slopes of Chalk Hill in 1974. "I try to do what is right, even if uncommon," says Fred. "Owning the land is much more than technical legal title. You own the land when you work the land. I want to live with nature, not opposed to it. I want to know every bump, stump, pot-hole, waterhole, and slope on the ranch."

The integrated wine estates of Europe influenced Fred's vision for Chalk Hill Estate Vineyards & Winery. These venerable estates are the archetype; they are communities consisting of a chateau house, vineyard, winery, and stable—all in one location. The 1,400-acre Chalk Hill Estate includes 350 acres of vineyards, the family

residence, executive offices, the winery, stables, guest houses, an equestrian pavilion, sports fields, fishing and swimming ponds, native parks, and supporting infrastructure. “During my watch, this estate will evolve in harmony with its natural elements, leaving most of the land undisturbed by human labors,” promises Fred.

Under Fred’s leadership, Chalk Hill is an estate in the old-fashioned sense, combined with a contemporary exploration of modern viticulture. In his determination to produce the greatest wines in the world, Fred looks to tradition and innovation for guidance. “We are supporting an ongoing Chardonnay clonal trial that is comprehensive in its scope, in terms of international clones, and dedicated to producing wine from each clone for academic and industry evaluation,” says Fred. “We are looking for the perfect match of clone and terroir,” which he describes comprehensively as, “soil, drainage, subterranean water, rain water, sun strike, and relative humidity.”

Fred has been an avid pilot for many years and owns a Citation X, the world’s fastest passenger carrying jet. Recently at the request of Cessna Aircraft Company, Fred flew the new Cessna Mustang around the world, single pilot, with his favorite Great Dane, Brandenburg, as co-pilot.

Fred, the jet-piloting, law-litigating, vine-growing vintner, commits time and heart to the Furth Family Foundation. “I created this Foundation with my mother in mind,” says Fred. In honor of his mother, for the last thirty years the foundation has supported the Mary

Agatha Furth program at Glide Memorial Church in San Francisco by funding a grant providing housing and hope to children. Fred has also provided major funding for the Megan Furth Academy. He made a long-term financial commitment to the school in memory of his daughter Megan Furth, for whom the school has been dedicated (www.meganfurthacademy.org). Fred’s Foundation founded and sponsors the International Judicial Conference, an annual event that brings together high court judges from around the world to discuss issues related to justice and the rule of law (www.internationaljudicialconference.org), and an international competition to devise the most innovative, practical solution to achieving Russian ruble convertibility, the Furth Ruble Prize.

Using a musical analogy, Fred likens his role of Chairman of the Chalk Hill Estate to that of a symphony orchestra conductor. “You have to have an ear for harmony and discord.” It is very gratifying to him that many employees have been with Chalk Hill for 20 years. He points out that the children of the owners of the great French chateaux work as interns at Chalk Hill each harvest. “I am very complimented by that,” says Fred. He adds, “I believe there is the greatest value and satisfaction in sharing with others what you cherish the most.” ~