



BARNARD  GRIFFIN

Quality, Consistency, and Character





# BARNARD GRIFFIN

ESTD.  1983

Differentiation & Appeal

Founding Family

Sales Team

Our History



# Differentiation & Appeal

## Why Barnard Griffin?

**A family legacy deeply rooted in the Columbia Valley**

Barnard Griffin has pioneered quality wine production in Washington State since 1983. With Rob Griffin as Head Winemaker and his wife Deborah Barnard as Co-Owner, Barnard Griffin continues to be a family operation with their daughter, Megan Hughes, as Second Generation Winemaker and Enologist.

**Barnard Griffin utilizes its unmatched institutional knowledge of Washington's various terroirs and vineyards to source top quality grapes**

Decades-long relationships with family farmers allow Barnard Griffin to get the absolute best of our sites. The ability to work with incredible grapes means that our winemaking team uses a gentle and deft approach to craft wines that embody Eastern Washington's generous sunshine, cool nights, basalt, and windblown loess soils of the region.

**An unwavering commitment to quality, consistency, and character are the guiding forces to our process**

Our decisions at Barnard Griffin are driven by a desire to put the absolute best wine in your glass, regardless of your budget. We strive to make exceptional wines that speak of place; this starts with having the highest standards for our growers and our winery's production.



# Founding Family

## Rob Griffin

Founder & Winemaker



Rob Griffin fell in love with winemaking at an early age. In the late 1960s, he grew up near what has now become the most recognized wine region in the United States, Napa Valley. In his youth, he frequented his uncle's vineyard, eventually at 17 enrolling at the University of California, later graduating with a B.S. in Fermentation Science and the dream of becoming a winemaker.

After gaining a few years of experience in Sonoma, Rob decided to forge his own path and travel north to work in the undeveloped yet promising Washington State wine industry. He began in 1977 as head winemaker at Preston Cellars before moving to The Hogue Cellars in 1983. While there, he began making his own wine with his wife and partner, Deborah Barnard. Barnard Griffin Winery was established in 1983 with a small truckload of borrowed fruit and a rented cellar.

Barnard Griffin has since grown into one of Washington's most acclaimed wineries, and as of 2023 Rob is working his 44th vintage in Washington. As one of the elder statesmen of Washington wine, he holds an unrivaled knowledge of the region's various terroirs. His long-standing relationships with some of the State's best growers give him premier access to the very best grapes. Rob continues to be fully engaged in the winemaking and leadership of Barnard Griffin while ushering in the second generation of the family, passing on his wisdom and experience to Megan, his daughter, and right hand at the winery.

# Founding Family

## Deborah Barnard

Founder



Deborah Barnard is the co-owner of Barnard Griffin Winery. Rob and Deborah initially met while undergrads at the University of California, Davis, and reconnected years later when Deborah was earning her Master's Degree in Healthcare Administration at the University of Washington. They married in 1980, and Deborah worked in hospital administration until 1996 when the growing winery needed her full-time attention.

With an eye for design and color composition, Deborah started working with fused glass in 2007, later establishing db Studio at Barnard Griffin, a state-of-the-art glass fusing studio, in 2012. Deborah is the resident artist at db Studio and has stunning installations at the winery as well as at the Tri-City Visitor and Convention Bureau, the WSU Wine Science Center, and the Hope Lodge in Salt Lake City.

When not in the glass studio, Deborah stays involved with organizations close to her heart, including the American Cancer Society, where she was Chair of the Great West Division Board. She is also involved in the Tri-City Chaplaincy, TRIDEC, Visit Tri-Cities, and as a founding board member of the Tri-Cities Wine Tourism Council.

# Founding Family

## Megan Hughes

### Second Generation Winemaker



The youngest daughter of Rob and Deborah, Megan's passion for Washington wine began at an early age while assisting her parents at the winery, her salary entirely made up of M&Ms. She has since looked up the legality of this and while it is a legitimate means of compensation, she now appreciates being paid in legal tender.

Megan officially joined her parents, Rob Griffin and Deborah Barnard, in the family business after graduating in 2010 with a Bachelor of Science degree in Viticulture and Enology from Washington State University. At present, she oversees the majority of Barnard Griffin's white wine production, working side-by-side with her father on a daily basis.

Megan currently sits on the board of the Association of Washington Business and is a member of the Washington Winegrowers Association and the Washington Wine Technical Group. Megan also volunteers with the Boys and Girls Club and Junior Achievement, striving to be a resource for young women in the community who are interested in the wine industry and other STEM fields.



# Sales Team

## Tom Champine

Director of National Sales



Tom Champine is the Director of National Sales for Barnard Griffin. Joining the team in the Spring of 2019, he travels beyond the Pacific Northwest working with our distribution partners and favorite restaurant and retail accounts nationwide.

Growing up in Michigan, Tom caught the wine bug while studying at Michigan State University. The connection wine makes between people and place drew him in to pursue a deeper understanding of wine regions from around the world. While studying at Willamette University College of Law, living in the Pacific Northwest enabled him to explore the region's emerging wine industry. Tom jumped head on into the wine business in 2005 and has worked as a Sommelier, Wine Buyer, Cellar Hand, Distribution Sales and National Sales Manager for multiple wineries.

When he's not travelling or working, he's probably hiking around the Columbia River Gorge with his dog Frances, or eating fried chicken.

# Sales Team

## Matthew McKinnon

NW Regional Sales Manager



As Northwest Regional Sales Manager for Barnard Griffin, Matthew McKinnon tours the Great Northwest, through the Upper Left-WA, OR, MT, ID and AK-by car, ferry and plane.

Raised in Issaquah, Matthew spent his early adult years working at Jak's Grill as a bartender. This experience brought with it lifelong relationships with many in the wine industry. From these roots burst a passion for and budding knowledge of wine and more jobs centered around the industry followed, from retail sales to distribution to restaurants and retailers. Matthew loves to travel to wine regions around the world to enhance his knowledge of and engage in the vinification process from vine to bottle.

Based in Bellingham, WA, Matthew enjoys a round of golf, mountain biking, live music, cooking, international travel and supporting his wife in her professional running career as a marathoner and ultra-marathoner. He is the proud owner of a toilet-trained cat.



# Our History

**1975**

Rob Griffin graduated with Honors with a B.S. Fermentation Science from UCDavis. Worked as a Cellar Rat at Buena Vista in Sonoma until 1977.



**1977**

24 year old UC Davis grad, Rob Griffin, leaves his native California and heads north to become Winemaker at Preston Cellars, one of Washington's first wineries.

**1985**

Daughter Elise (Barnard Griffin) Jackson is born.

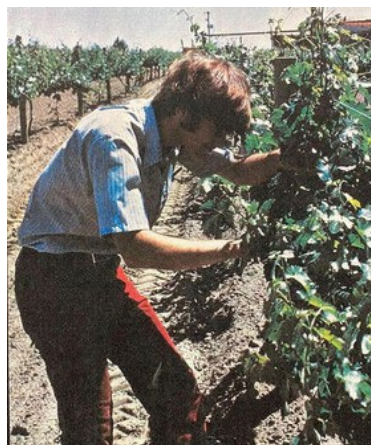
**1988**

Daughter Megan (Barnard Griffin) Hughes is born.



First to crush Cabernet Sauvignon from famed Ciel du Cheval.

**1978**

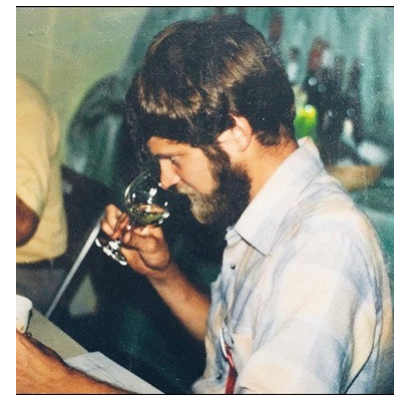


**1980**

Rob racks up accolades as Washington's resident wunderkind winemaker.

**1983**

Rob becomes GM/Head Winemaker at The Hogue Cellars and starts a side project with his wife, Deborah, called Barnard Griffin.



BARNARD  GRIFFIN



# Our History



**1996**

Barnard Griffin's home on Tulip Lane in Richland is ready for business.

**2016**

Rob celebrates his 40th harvest in Washington and becomes the longest-tenured winemaker in state history.



**2020**

Barnard Griffin opens up its first satellite tasting room, in Vancouver, Washington.



Megan Hughes joins her parents in the family business.

**2010**

Nearing her 10th harvest is Second-Generation Winemaker Megan Hughes, following in her father's footsteps as she helps take her family's legacy into the future.

**2019**



**2022**

The Woodinville tasting room makes its opening debut in December 2022.

BARNARD  GRIFFIN





BARNARD  
GRIFFIN

ESTD.  1983

Brand Architecture

Mission

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# Mission

## A commitment to quality, passed from generation to generation.

**Starting a winery and maintaining its trajectory for nearly 40 years is no small feat.**

Barnard Griffin has pioneered quality wine production in Washington State since 1983. With Rob Griffin as Head Winemaker and his wife Deborah Barnard as Co-Owner, Barnard Griffin continues to be a family operation with their daughter, Megan Hughes, as Second Generation Winemaker and Enologist.

Decisions at Barnard Griffin are driven by Rob and Deborah's lifelong dream to make world-class wines on their terms: a desire to put the absolute best wine in everyone's glass, regardless of their budget. Barnard Griffin strives to produce exceptional wines that speak to the Columbia Valley—a journey that starts with having the highest standards for growers and the winery's production.





# Values

## A winemaking history deeply rooted in Washington State...

1

Our family is the center of our business and we understand the importance of close bonds. We hope you can enjoy our wines while creating treasured memories with your loved ones. Wine is for sharing, and we want you to raise a glass of Barnard Griffin with those who are dearest.

2

Every bottle is an opportunity to establish a relationship with you, and we aim to produce wines that consistently deliver the truest expression of varietal character and our Washington state terroirs, surpassing expectations and creating memories for you and yours.

3

Washington's history is relatively short in the world of wine. Still, with nearly forty vintages under our belt, we hold some of the most profound experience and knowledge of our state's vineyards. Our multi-generational history puts us at the center of that story, and we hope to continue it for decades to come.

# Winemaking

**Starting in 1977 Rob has spent more years making Washington wine than anyone.**

Our philosophy dates to the days when Washington wines were almost completely unknown. We've always been ambassadors for the concept and actuality of Washington wine.

Rob's original goal was to make clean, beautifully balanced wines that were flavorful and true to classic varietal character. In many cases, we blend grapes from different subregions to make wines that express Washington as a place, wines evocative of the Northern latitude and unique geography and geology of Washington.

These are genuine wines made by a family, and the tradition continues with Megan in the second generation. Made by more than one generation for more than one generation.





# Signature Portfolio

## Our Signature Wines

Barnard Griffin's Signature collection offers delicious, easy drinking classics for everyday enjoyment.

We rely heavily upon several thoughtfully cultivated vineyard sites from incredible Columbia Valley growers with whom we have deep and meaningful relationships. We blend the best lots to create the 'signature' style of Barnard Griffin's Washington wines.



# Signature Portfolio

All of our signature wines are available for distribution.

## Red

750ml Cabernet Sauvignon, Columbia Valley

750ml Rob's Red, Columbia Valley

750ml Syrah, Columbia Valley

750ml Merlot, Columbia Valley



Cabernet  
Sauvignon



Rob's Red



Syrah



Merlot



Rosé of  
Sangiovese

## White

750ml Sauvignon Blanc, Columbia Valley

750ml Chardonnay, Columbia Valley

750ml Riesling, Columbia Valley

750ml Pinot Gris, Columbia Valley



Sauvignon  
Blanc



Chardonnay



Riesling



Pinot Gris

## Rosé

750ml Rosé of Sangiovese, Columbia Valley



# Reserve Portfolio

## Our Reserve Wines

Barnard Griffin's Reserve program is the heart of its Wine Club, and these rare, interesting wines are featured in all our tasting rooms.

Production varies year to year to express the bounty of our vineyard's best, and fewer than 300 cases of most Reserve wines are produced, thoughtfully hand-crafted by Rob Griffin, Megan Hughes, and the winemaking team.



# Reserve Portfolio

The following Reserve wines are available for distribution.

## Red

- 750ml **Reserve Cabernet, Columbia Valley**
- 750ml **Reserve Merlot, Columbia Valley**
- 750ml **Reserve Syrah, Columbia Valley**
- 750ml **Petit Verdot, Lonesome Spring Ranch, Columbia Valley**



Reserve  
Cabernet



Reserve  
Merlot



Reserve  
Syrah



Reserve  
Petit Verdot

## White

- 750ml **Albariño, Columbia Valley**
- 750ml **Reserve Chardonnay, Columbia Valley**
- 750ml **Orange Muscat, Columbia Valley**



Albariño



Reserve  
Chardonnay



Orange  
Muscat

## Dessert

- 500ml **Syrah Port, Columbia Valley**
- 500ml **Rapport, Red Mountain**



Syrah Port



Rapport



# Collection Series - Côtes du Rôb

“ In my opinion, the right Columbia Valley blend can be as good as anything. ”

—Rob Griffin

Constantly innovating and always inspired, the Côtes du Rôb wines from our Reserve line are tongue-in-cheek nods to the great Rhône blends of the south of France.

Our Côtes du Rôb is made as a blend of Southern Rhône grape varieties, and our Côtes du Rôb Blanc is a stunning harmony of Viognier and Roussanne.



Côtes du Rôb Rouge



Côtes du Rôb Blanc

# Reserve Wines - Tasting Room/Winery Only

The following Reserve wines are available exclusively on-site at Barnard Griffin, as well as for Wine Club members.

## Red

- 750ml **Red Mountain Merlot, Red Mountain**
- 750ml **Cabernet Sauvignon, Sagemoor Vineyard, Columbia Valley**
- 750ml **Barbera, Columbia Gorge**
- 750ml **Lonesome Four, Lonesome Spring Ranch, Columbia Valley**



Red Mountain  
Merlot



Sagemoor  
Cabernet



Barbera



Lonesome  
Four

## White

- 750ml **Roussanne, Columbia Valley**
- 750ml **Viognier, Columbia Valley**
- 750ml **Semillon, Columbia Valley**



Roussanne



Viognier



Semillon

## Sparkling

- 750ml **Gorge, Sparkling Chardonnay, Yakima Valley**



Gorge



# Canned Wines

## C'EST le VIN

Our intent has always been to craft premium quality wines that were accessible, which in a somewhat fun pivot, brings us to our canned wine. The C'EST le VIN line is a riff on our Signature Series in playful, portable packaging that can go anywhere, anytime. The pool, on the river, camping; these wines are quaffable and quite convenient.

The C'EST le VIN line includes Sauvignon Blanc, Rosé of Sangiovese, and Chardonnay.

Available as a 12pk for WA/OR and 24 pk elsewhere.



# Vineyard Profiles

“This just might be the best grape growing area in the world.  
In 100 years this won't surprise anyone”

—Rob Griffin

## Terroir

**Barnard Griffin has cultivated strong partnerships with vineyards and viticulturists throughout the Columbia Valley.**

Situated in the rain shadow of the Cascade Mountains, the Columbia Valley accounts for 99 percent of viniferous acreage in Washington. The rain shadow and the cataclysmic events of the Missoula Floods at the end of the last ice age contribute to the diversity of soil in the Columbia Valley. Most sites are situated below floodwater, where the soil is sandy with loess over basalt, creating well aerated soil ideal for viticulture. The Columbia Valley also has warm, dry temperatures and ample sunlight. This allows for a high amount of control in grape development for both viticulturists and winemakers. As one of the first winemakers in the State, Rob has learned how to select optimal vineyard sites which deliver overall consistency and high quality fruit.

Barnard Griffin relies heavily upon several vineyards throughout the Columbia Valley for the Signature line – blending the best lots to create the ‘signature’ style of Barnard Griffin’s Washington wines. For the Reserve wines, we lean toward specific sites, the fruit from which Rob and Megan have worked year over year – crafting truly spectacular wines with a sense of place and a style all their own.





# Vineyard Profiles

## Red Heaven

Red Mountain AVA



### About

The unique characteristics of the south-facing slope of Red Mountain in southeast WA is known to produce big, bold, tannic red wines. Long hot days and cool nights create ideal conditions to produce smaller berries with high tannins making grapes from the Red Mountain AVA highly sought-after.

### Vines

Cabernet Sauvignon  
Merlot  
Syrah  
Tempranillo

### Soils

High alkali loam  
Gravel

### Partner Since

2010

## Lonesome Spring Ranch

Yakima Valley AVA



### About

Planted in 1996 near Benton City, the vineyard gently sloped to the southeast at 900-940 feet, 350 feet above the Yakima River. Owned and farmed by noted grower Colin Morrell. Excellent air drainage and uniformity in silt loam soils, coupled with Colin's vineyard mastery, result in fully ripened grapes later in the season.

### Vines

Grenache, Durif,  
Counoise, Cinsault,  
Orange Muscat,  
Chardonnay, Merlot,  
Cabernet Sauvignon  
Petit Verdot

### Soils

Kootenay silt loam  
Starbuck silt loam

### Partner Since

1998

## Kiona Vineyard

Red Mountain AVA



### About

The Williams family has some of the original plantings on Red Mountain planted back in 1977. The blend consists of North Block, planted in 1977 at the base of the ridge, and Block 8, planted in the mid-90s and located at a higher elevation. These are the oldest Cabernet vines on Red Mountain: fruit that was first crushed by twenty-something Rob Griffin.

### Vines

Cabernet Sauvignon  
Semillon

### Soils

Sandy loess  
Hazel silt loam

### Partner Since

1977; pre-BG

# Vineyard Profiles

## Gunkel

Columbia Valley AVA



### About

Located near the tiny town of Maryhill on the Columbia river - both sides, in fact. Dramatic elevation changes allow for the perfect site for many varieties. All N/S orientation. Very windy, with some areas on a complete bed of basalt.

### Vines

Petit Verdot,  
Syrah, Barbera,  
Roussanne,  
Viognier,  
Zinfandel

### Soils

Loess overlying gravel  
Slackwater sediment  
Basalt bedrock

### Partner Since

1988

## Sagemoor

White Bluffs AVA



### About

For 40+ years, the Sagemoor Vineyards have supplied carefully-grown Columbia Valley grapes to the top wineries in Washington. The founders bought the land in 1968 and planted vineyards in 1972. Significant old vines still produce Cabernet Sauvignon. The soil types in the vineyards blocks are richly diverse - the remnants of the Missoula Floods

### Vines

Chardonnay,  
Merlot,  
Sauvignon Blanc  
Cabernet Sauvignon

### Soils

Varied Silt & Loam  
Clay

### Partner Since

1978; pre-BG

## Crawford

Columbia Valley AVA



### About

A cool site from a small family-owned and run farm, well-diversified with orchards and grapes by third-generation farmers. Geneva double curtain trains the foliage up, creating good air movement and shade for the fruit. All hand harvested and worked relationship started when Rob was sourcing fruit from Crawford in 1985

### Vines

Chardonnay,  
Orange Muscat,  
Albariño,  
Cabernet Sauvignon

### Soils

Warden Silt  
Loam

### Partner Since

1985



# Vineyard Profiles

## Desert Aire

Wahluke Slope AVA



### About

Established in 2004, this 15-acre vineyard is in the Wahluke Slope region, located in the town of Mattawa, fifty feet above the Columbia River. Syrah, planted here on flat land, creates complete ripening with intense flavor development and excellent complexity and structure. This is the Côte Rôtie of Washington in Rob's eyes.

### Vines

Syrah

### Soils

Gravel, rock, silt  
Wind blown sand

### Partner Since

2004

## Balcom & Moe

Columbia Valley AVA



### About

The three-generation Balcom family owns this farm in Pasco, WA, that expanded from orchard plantings to vinifera grapes in the early 1970s. Their grapes have continued to be sold to the best wineries in the state since. Producing a variety of grapes, they are the original growers of Sangiovese in Washington.

### Vines

Sangiovese

### Soils

Varied Silt & Loam  
Clay

### Partner Since

1983

# Vintages

## 2022

A wet late spring, a torrid summer, a perfect fall. This was Rob's 44th Washington harvest, and it was totally unique. The degree days in 2022 were slightly lower than the very warm 2021 and nearly 25% higher than the very cool 2011 season. This being said, 2022 was almost a carbon copy of 2011 right to the end of June, and it had a lot in common with 2021 through a very warm mid-summer.

Ripeness was nearly three weeks behind recent years at the end of a cool, wet spring, then a blazing July and August actually delayed maturity. As a result, harvest began 25 full days later than in recent years on September 12th. However, this is about the time nature and providence shined upon us with a beautifully warm and gentle autumn. The weather ended up creating very authentic Washington Wines - rich and balanced reds with excellent potential.

## 2021

Spring was early and warm – kicking things into gear sooner than we are generally accustomed to, and it rolled straight into a hot summer. We relied upon the knowledge and hard work of our growers to keep the grapes alive through this unprecedented heat. Water regimens had to be locked in and canopies situated so that the grapes had a modicum of relief from the blazing sun.

Once we made it through summer, the heat moderated, and things were fairly straightforward through the end of harvest. We were fortunate to have a season with no smoke concerns, rain events, or freezes, and we were wrapping things up with a final load of Merlot on October 29th. The intense heat contributed to smaller, more concentrated berries with less tonnage to go around – which in the end, will make for some truly interesting, small lot wines. Reds will have a dense color and concentration

# Vintages

## 2020

I'm not sure many will remember 2020 for its vintage characteristics. Perhaps you'll remember more the wines you consumed during 2020 rather than the wines that hailed from its harvest. No matter! The season unfolded into a welcoming respite in an unprecedented and unrelenting year for winemakers. Nature gave us a remarkably unremarkable harvest - which is not necessarily bad. A Goldilocks vintage, if you will: not too hot or cold. Just right. Things were kicked off on time with a frost-free, temperate spring. Summer heat arrived in full force, while a surprise fall freeze never materialized – instead, we were granted an autumn that gave us an extended ripening window for the reds in need. Maturation moved along as it should; acids and sugars came in balanced, the resultant juice expressive and well-defined within its varietal.

## 2019

The 2019 growing season, our 42nd in Washington, was defined not by exception but by an almost eerie normality. Normal, that is, until a welcome downturn in fall temperatures which helped to moderate sugars and to preserve natural acidity. Budbreak was slightly delayed following an unseasonably cold and snowy February, but vine growth quickly caught up to normal in a warm Spring. 2019 lacked the scorching warmth of recent summers, and there was a welcome reprieve from regional forest fire smoke. Maturation proceeded at a desirable pace with solid grape acidity and moderate fruit sugars allowing for crisp, balanced whites and rich restrained reds. Overall, 2019 yielded crisp whites with heightened fruit character and balanced reds of moderate alcohol, dense body, and mature flavors.



# Questions?

**We'd love to hear from you.**

Feel free to reach out to our Sales Team for any inquiries.

**Tom Champine**

Director of National Sales

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Quality, Consistency, and Character