



LONG SHADOWS
DISTINGUISHED WINERIES & VINEYARDS

Allen Shoup
Founder and Managing Partner
Long Shadows Vintners

Allen Shoup is widely recognized as one of the founding fathers of the Washington wine industry. While CEO of Stimson Lane (now Ste. Michelle Wine Estates), he garnered worldwide fame for Washington wines by combining state-of-the art technology with exacting principles of viticulture and enology. He created exalted reds and whites from the Columbia Valley, an appellation named and registered under his guidance and grew company revenues from \$5 million to \$175 million. During his tenure, 4,000 acres of unsung vineyards in the 1980s were transformed into 30,000 acres of world-class viniferous grapes by 2000.

Allen began his career in Modesto, California, where he reported to Ernest Gallo. In 1979, he joined Chateau Ste. Michelle, then a small, unnoticed winery in Woodinville, Washington. He developed Stimson Lane Wineries and Estates and began building and purchasing wineries and vineyards in the Columbia Valley. These included a second Chateau Ste. Michelle facility for reds at Canoe Ridge; the state's largest winery, Columbia Crest; the nation's third largest sparkling wine facility, Domaine Ste. Michelle; and Snoqualmie Winery, among others. Under Allen's direction, Stimson Lane also acquired Napa Valley wineries and vineyards. On the international level, he developed brands in both Chile and France, as well as the Bridgewater Mill Winery joint venture with Australia's Brian Croser, CEO of Petuluma.

While at the helm of Stimson Lane, Allen initiated joint ventures that brought Tuscany's Piero Antinori and Germany's famed Dr. Ernst Loosen to Washington. Out of the partnership with Antinori came Col Solare, a luxury wine shaped in the Bordeaux tradition. With Loosen, he built Eroica, a wine which helped spark a Riesling Renaissance throughout the country. On two separate occasions, five individual wines crafted under Allen's tutelage appeared in the Wine Spectator's Top 100 Wines of the Year.

But by the end of the 1990s, Allen began to realize the story of the Columbia Valley had become bigger than Ste. Michelle, so in 2000 he left the winery and spent the next two years introducing a who's who list of some of the world's most gifted winemakers to the vines and wines of the growing region. The reward for his evangelical zeal was a cadre of converts, all eager to bring their winemaking talents to Washington. Long Shadows Vintners, founded by Allen and his celebrated winemakers in 2002, is the result. Each vintner is an owner-partner in a single, unique wine crafted to showcase the viticultural excellence of Washington State's Columbia Valley.

Crafting the wines that comprise Long Shadows' portfolio are seven internationally renowned winemakers: Armin Diel, Schlossgut-Diel, Germany, is winemaker for **Poet's Leap Riesling**; John Duval, formerly Penfolds Grange and most recently Duval Wines, Australia, makes **Sequel Syrah**; Michel Rolland, international wine consultant, Bordeaux, crafts **Pedestal Merlot**; Randy Dunn, Dunn Vineyards, Napa Valley, is the winemaker for **Feather Cabernet Sauvignon**; Philippe Melka, Hundred Acre and Vineyard 29, among others, Napa Valley and Agustin Huneeus Sr., Quintessa, Napa Valley, produce **Pirouette**, a Bordeaux-style red wine; Ambrogio and Giovanni Folonari, A & G Folonari Tenute, Tuscany, make **Saggi**, a super-Tuscan based red and Long Shadows' resident director of winemaking Gilles Nicault crafts **Chester-Kidder**; a New World red blend.

Allen has received numerous industry and business awards in recognition of his work on behalf of Washington wine, including Sunset Magazine's "Lifetime Achievement Award" and the Clore Center's Legends of Washington Wine Hall of Fame. Robert Parker's *Wine Advocate* named him a "Personality of the Year."

Allen founded the Washington Wine Institute and the Auction of Washington Wines. He helped create the Washington Wine Commission and was instrumental in organizing the American Vintners Association. He held seats on the California Wine Institute Board, The Century Council and The Presidents Forum. Allen is also the founding chairman of AWARE (Association for Wine Accurate Research and Education).

A native of Michigan, Allen did graduate work at Eastern Michigan University and earned an undergraduate degree at the University of Michigan. He currently resides in Seattle with his wife Kathleen.

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