



Allen Shoup

Founder & Managing Partner, Long Shadows Vintners

Allen Shoup is widely recognized as one of the founding fathers of the Washington wine industry. He spent 20 years building Chateau Ste. Michelle and its affiliate wineries, serving as the company's CEO for 17 of those years. Currently, he is managing partner of Long Shadows Vintners, a company he established in 2002, as well as managing partner of the Benches at Wallula Gap, a spectacular 650-acre vineyard in the Horse Heaven Hills, purchased by Shoup and a small investor group in 2008.

Long Shadows is a continuation of Allen's on-going commitment to building the reputation of Washington wines. It is a collection of ultra-premium wineries comprised of internationally acclaimed winemakers from the major wine regions of the world, each a partner in a unique winery dedicated to producing a single Columbia Valley wine representing a "best of type." All of the wines have enjoyed exceptional acclaim. In 2007, *Food & Wine* magazine selected Long Shadows as its "Winery of the Year," a particularly significant achievement given the youth of the project.

Long Shadows celebrated vintners include Armin Diel, Schlossgut-Diel, Germany (Poet's Leap Riesling); John Duval, formerly Penfolds Grange and most recently Duval Wines, Australia (Sequel Syrah); Michel Rolland, international wine consultant, Bordeaux (Pedestal, Pomerol styled Merlot); Randy Dunn, Dunn Vineyards, Napa Valley (Feather Cabernet Sauvignon); Philippe Melka, Hundred Acre and Vineyard 29, among others, Napa Valley and Agustin Huneeus Sr., Quintessa, Napa Valley (Pirouette, a Bordeaux styled red wine); and Ambrogio and Giovanni Folonari, A & G Folonari Tenute, Tuscany (Saggi, a super-Tuscan styled red wine). Shoup and Long Shadows director of winemaker and viticulture, Gilles Nicault, collaborate on Chester-Kidder, a New World red blend.

Allen began his wine career in Modesto, Calif. as a marketing director for Gallo. He joined Chateau Ste. Michelle, then a small, unnoticed winery in Woodinville, Washington in 1980. While CEO of Chateau Ste. Michelle, Allen developed such well-known wines as Columbia Crest and Domaine Ste. Michelle and led Washington State from a 4,000 acre region of unsung vineyards into a world-class 30,000 acre Columbia Valley appellation. Under his leadership, company revenues grew from \$5 million to \$175 million. As Ste. Michelle CEO, Allen also initiated joint ventures that brought Tuscany's Piero Antinori and Germany's famed Dr. Ernst Loosen to Washington. Out of these partnerships came Col Solare, a luxury wine styled in the Bordeaux tradition, and Eroica, a wine credited with sparking a Riesling "renaissance" in America.

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Allen currently serves on the Washington Wine Industry Foundation board of directors. He is founder of 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 has served on the California Wine Institute Board, the Century Council, the Presidents Forum, and many other industry associations as well as on the board of several prominent Seattle-area visual and performing arts groups.

He and his wife Kathleen make their home in Seattle.

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