



Featured California Winegrowers: Andy and David Beckstoffer Napa Valley Region

"My passion is to make this place better than it was when I came here, to make a significant contribution."

-Andy Beckstoffer

"I love the product. I love the wine. I love the business."

-David Beckstoffer

Andy and David Beckstoffer aren't just father and son. They're business partners. Allies. Friends. Chairman and President of Beckstoffer Vineyards. Working in tandem to cultivate Napa Valley and North Coast premium winegrapes.

The business was launched more than 30 years ago. Andy began as a custom farmer. Sustainability and environmentally-friendly weren't exactly buzz words of the early 70s. But Andy had a way with farming. It involved balance. Conservation. Conscience.

"We see the land as a natural resource to be preserved."

Andy's regard for the land and desire to build a vineyard estate created an opportunity for a second generation to join the business. David went off to college. Earned an MBA. Served the "corporate masters" for a decade. Then came back to the farm.

"It just changed my life being able to work outdoors in a farming atmosphere."

Today the duo runs one of the largest, independent family-owned vineyard companies on the North Coast. They split duties. Maintain separate offices. And keep a sense of humor.

Andy says he's 52. David is 45. "We were in the same class in business school," says a smirking David. Just before adding that his dad also has an MBA. "Barely."

It's true Andy is young at heart. Not long ago he broke his leg sky diving. He's the proud owner of Beau, a 12-year-old Morgan breed horse, and a miniature donkey. He likes to fly fish. Loves to run. Ran four marathons. Is a thrill seeker. And in the past 25 years he's virtually traveled the world.

It's a tough act to follow, but David clearly holds his own. He keeps up with his seven-year-old daughter. Coaches her soccer team. Hikes. Tackles white water on the river. Recently started building a custom guitar. Gardens. Runs. And loves the outdoors.

Back to business, such individual interests help keep the wheels turning. David runs the day-to-day farming operations and helps market grapes. Andy takes a bigger role in strategic decisions and corporate matters.

"We have different skills, different interests," Andy says. "It's a good partnership."

