

# Pulido~Walker Deepens Commitment to Napa Valley with Purchase of Policy Estate

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NAPA, CALIF. (PRWEB) JULY 17, 2019

**Pulido~Walker** proprietors Mark Pulido and Donna Walker recently deepened their commitment to the Napa Valley with the purchase of Carmen and Gail Policy's Yountville Estate including the Policy Vineyard. This historic property's residence, designed by esteemed architect Howard Backen, will be Mark and Donna's new family home; their Mt. Veeder house was destroyed by the 2017 Napa Valley fires.

"This is a major milestone in our patient pursuit of the possible," said Mark. "We're so pleased that the Policy family is entrusting us with this Napa Valley legacy." The sale closed July 15; financial details for this off-market, private transaction will not be disclosed. Sean Maher, Aspect Consumer Partners and Henry Schlagen, Terra Firma Global Partners acted as financial advisors and handled the negotiations.

"We have known Mark and Donna for approximately 12 years and have come to revere them and their son as family friends. Based upon Thomas River Brown's reputation and accomplishments, it is no coincidence that we both have him as our wine maker. He is intricately involved in supporting each of our winery productions and business operations," said Carmen Policy.

Part of this mutually beneficial transaction provides that Thomas will continue selecting the perfect grapes for **Casa Piena**, Carmen's highly respected wine brand, from the estate, ensuring the continued tradition of excellence established with the first vintage in 2006. Casa Piena wines will continue to be classified as Estate Grown due to the long-term arrangement for the grapes. "There will be no interruption or even a wrinkle in our wine business operation. This new arrangement and the continuity of team members will facilitate an expansion of creative involvement that benefits both families and businesses. We view this arrangement as a new chapter in the Casa Piena story that will be a special addition to our family library which will sit alongside the classic volumes that now exists," commented Carmen.

The Policy Vineyard increases Pulido~Walker's single vineyard designate Cabernet Sauvignon wine offerings to four remarkable sites – Mt. Veeder Estate Vineyard, Melanson Vineyard on Pritchard Hill, Panek Vineyard and the Policy Vineyard. This addition brings Pulido~Walker's Napa Valley owned holdings to 25 planted acres of exceptional Cabernet Sauvignon grapes at Mt. Veeder Estate and Policy Vineyard.

The property is tucked behind and nestled at the base of one of the few valley floor knolls and is part of Napa Valley's storied history. First owned by the Lincoln family from 1877 to 1966, it was then transferred to Rose Mondavi. The Policy's acquired the land from her family in 2003, building the estate and planting the vineyard. Award-winning winemaker Thomas Rivers Brown will continue to oversee all wine making operations for both families' highly acclaimed wines.

"We had originally hoped to rebuild after the devastating fires," said Donna. "But after more than 18 months of work, we realized the insurance environment and construction market didn't support our original plan. Once we discovered the magical Policy family home, our decision was fast." Pulido~Walker's Mt. Veeder property is now dedicated to single vineyard designate Cabernet Sauvignon and Chardonnay. Donna and Mark first moved to Napa Valley in the 1990's and purchased the Mt. Veeder property in 2006.

Mark Pulido and Donna Walker grew up in pharmacy families, and this early common experience is integral to the Pulido~Walker philosophy. Their scientific backgrounds make Mark and Donna precise, inquisitive and analytical; they know that perseverance and long-term attention to detail yield exceptional results worth waiting for.

Pulido~Walker's wine label is inscribed with an ancient apothecary weight bearing the seasonal symbols of alchemy. This Old-World instrument of precise measure expresses the family's ardent determination to craft extraordinary wine authentic to its unique terroir.

For more about Pulido~Walker, please visit: <http://pulidowalker.com/>.

For more about Casa Piena, please visit: <http://casapiena.com/>.



Focusing solely on single vineyard designates, Pulido~Walker currently crafts wine from three distinctive Napa Valley vineyards - Mt. Veeder Estate, Panek and Melanson.

"This is a major milestone in our patient pursuit of the possible. We're so pleased that the Policy family is entrusting us with this Napa Valley legacy," said Mark Pulido

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Pairing the robust opulence of Napa Valley Cabernet Sauvignon with the graceful sophistication of a prized

Bordeaux, Casa Piena is crafted to honor its Yountville roots and achieve a seamless balance.

As a result, Casa Piena is receiving rave reviews for its powerful expressiveness. It evokes Bordelaise characteristics of ripe red and black fruit, spice and minerality, without compromising its Napa Valley heritage.



Casa Piena wines are made from single vineyard designate Cabernet Sauvignon grapes grown on the floor

of the Napa Valley. Casa Piena wines will continue to be classified as Estate Grown due to the long-term arrangement for the grapes.



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Pulido~Walker's Mt. Veeder Estate is currently planted with Cabernet Sauvignon and Chardonnay.

Focusing solely on single vineyard designates, Pulido~Walker currently crafts wine from distinctive Napa Valley vineyards where the natural alchemy of geography, soil, climate, and clone combine to yield a wine greater than the sum of its parts.

