DEPARTMENT OF VITICULTURE AND ENOLOGY

WEEKLY VITICULTURE-ENOLOGY 199 SEMINAR SERIES WEBINAR –SPRING 2021

On Zoom - WEDNESDAYS FROM NOON TO 1 PM - Visit fresnostate.edu/jcast/ve

WEDNESDAY, MAY 5, 2021
FEATURING GLENN PROCTOR

Global Wine and Grape Broker, Ciatti Company

"Understanding the Grape and Wine Market"



Glenn Proctor's family immigrated to the Dry Creek Valley in 1889 and bought the Puccioni Ranch in 1904. The family has continuously farmed grapes on the property, and in the early 1920's and 30's operated Puccioni Winery. I am an owner of Puccioni Ranch and serve as the General Manager. I also started Puccioni Vineyards in 2002 – a small handcrafted Old Vine Zinfandel brand using the grapes from my family's property.

I am a partner at The Ciatti Company. We broker wine and grapes between buyers and sellers, and have offices in 9 different countries throughout the world. I advise our clients on their supply positioning and work closely with growers and wineries in marketing their grapes and wine. I have over 30 years of experience relating to wine supply strategy, wine-grape quality and production, brand strategy, and business development.

I attended Healdsburg High School and then California State University, Fresno where I received a Bachelor's degree in Viticulture/Plant Science. I then received a Master's degree in Horticulture at UC Davis. I also completed a two-year fellowship with the California Agricultural Leadership Program - Class 29. I have served on the Board of Directors of the California Wine Institute, American Vineyard Foundation, California Association of Winegrape Growers (CAWG), California Ag Leadership Alumni Council, Healdsburg Future Farmers Country Fair, and the Winegrowers of Dry Creek Valley. Currently I am on the board and serve as the Chairman of the Sonoma County Winegrape Commission. I am married to Laurie and we have two boys – Joshua and Noah.

https://www.ciatti.com/contact/

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Viticulture and Enology

For more info, contact instructor Dr. Luca Brillante at lucabrillante@csufresno.edu or call the Department of Viticulture & Enology at 559 278-2089.