



Chris Costello

FOUNDER

Chris grew up in Sonoma County and graduated from UCLA in 1997 with a degree in Economics. After graduating, he began working with his father, Jim, in the commercial real estate management and development business. He and his brother, Casey, subsequently formed a partnership to grow that business by acquiring, developing and managing select properties in the San Francisco Bay Area.

In 2001, Michael and Dan, with 150 cases of 2000 Russian River Valley Pinot Noir in barrel, went looking for additional resources that would enable them to grow the business as they originally envisioned. In their search, they happened to meet Chris and his family through a mutual friend. Chris became intrigued by their story as well as their vision and passion to create a business that focused on producing world-class Pinot Noir. And, so, a new partnership was born. As a casual consumer of wine, Chris contributed a fresh point of view to Kosta Browne's business model and, with the support of his father (whose expertise and existing business relationships proved invaluable), helped to gather from family and friends the necessary monetary resources that were needed to grow the business.

Chris' role has evolved over the years to include a good portion of business management. He has been primarily responsible for figuring out solutions to meet the extraordinary demand for Kosta Browne wines. His role has entailed giving perspective on strategic growth decisions and marketing tactics as well as ensuring Kosta Browne's financial and organizational stability. As a part of that role, Chris tackled the task of designing and implementing Kosta Browne's mailing list business – a model that would allow Kosta Browne to establish direct connections with its customers and to ensure its chances of sustainable success.

Chris continues to share his time between the family business and Kosta Browne. When he's not busy with the demands of work and the rigor of the ultra premium Pinot Noir producing winery, Chris enjoys spending time with his wife, Cheri and son Haven. He also enjoys the outdoors, traveling, playing golf and sand volleyball.