



about brick & mortar

Matt oversees the winemaking while Alexis manages business development. Matt sees every lot as an extension of himself and the year it was made. It's an opportunity to make the best wine he's ever made. Each lot captures the story of a particular time and place, like a Polaroid that develops slowly and with as little outside influence as possible. The people aspect of the business—talking wine, sharing stories, finding a perfect pairing—drives Alexis. brick & mortar crafts delicious refined wines without the fuss. Because of this, our wines have the unique ability to appeal to top fine dining sommeliers and the average wine drinker alike. Alexis brings her refined palate and wine expertise to brick & mortar while Matt's scientific experience champions exactitude and celebrates the winemaking process. These complementary skill sets make for a potent husband-and-wife duo. Every lot, every bottle, every sip illuminates their dedication to their craft with authenticity and finesse. brick & mortar proves that exceptional wine starts with exceptional people.

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brick & mortar

brick & mortar creates bright, fresh, food-friendly wines inspired by Europe yet rooted in California. Matt laconis founded brick & mortar in 2011 and now co-runs the winery with his wife and sommelier, Alexis laconis. Our name serves as a metaphor for our foundational philosophy, the brick and mortar of our platform so to speak: highlight the vineyard with minimal intervention. It also visually represents the winery. Down to earth yet sophisticated. Accessible yet refined. Unpretentious. Authentic.

Long-time relationships with select coastal vineyards above the fog line in Napa Valley, Sonoma Coast and Mendocino County play a key role in the creation of our wines. Dynamic, challenging climates and a slower ripening process foster grapes with more maturity, character and texture but less sugar. The result? More moderate, balanced wines that let the vineyard shine. And pair superbly with food.

brick & mortar's values—transparency, relationships, sustainability, community—dictate our every decision. This holistic, intentional approach applies as much to what we make as much as how we make it, whether it's seeking organic vineyards or more sustainable materials, working with local independent businesses or giving to environmental causes. How we live, how we work, what we make; it's all the same. Honest, hard-working, approachable, caring. You can taste it in our wines.





winemaking

Our goal in winemaking is to preserve the natural acidity and texture in the fruit that we source. We have sought out vineyard sites throughout Napa Valley, Sonoma County and Mendocino County that allow Chardonnay, Pinot Noir and Syrah to ripen slowly, allowing us to produce wines of purity, true to place. We value vineyards planted at elevation, affected by coastal breezes, north-facing or sloped to create a dynamic growing environment for our still and sparkling grapes. We use only the native yeasts in our vineyards and winery to start fermentation, and use minimal sulfur in our winemaking.

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sparkling wines

We began making sparkling wines in 2015, and focus on traditional method and petillant-style. We bottle, riddle and disgorge all sparkling wines at our winery, after adding a bottling line, riddling racks and disgorging line in 2022. Our single vineyard sparkling wines are aged on lees for 36-44 months, and are released two months after disgorgement. Our Brut Nature, North Coast is produced from blending base wines from all of our single vineyard sources and is aged for 18 months on lees. All sparkling base wines are pressed to neutral barrel for primary fermentation. Our VP Rosé Nature is made in a petillant style, fermented once in bottle, disgorged and is an early release every year.

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Matt & Alexis Iaconis

Science and an interest in the natural world has always been part of Matt laconis' life. In fact, he was on his way to becoming an astronaut when a wine elective at U.C. Davis changed everything. His love of the grape only grew as he traveled to France, Italy, Australia and New Zealand learning the art of winemaking. In Australia he discovered the beauty of native lots, which helped to establish his current winemaking philosophy to do right by the wine by doing as little to the grapes as possible. He founded brick & mortar in 2011.

Alexis laconis discovered the art of cooking by watching Julia Child and Jacques Pépin on PBS. She attended the prestigious Culinary Institute of American in Hyde Park, New York before heading to California for an internship with Auberge du Soleil. She stayed in Napa Valley working for fine dining restaurants. One night, a guest brought in a 60-year old wine and she too fell in love with a fruit that unveiled entire worlds in one sip. She became a sommelier and worked in several fine dining restaurants and boutique wineries in wine country, including four years at the three-star Michelin-rated The Restaurant at Meadowood as well as stints at Copain Wines and Hyde de Villaine. In 2019, she joined brick & mortar full-time as co-owner.

Matt, Alexis and their four children live in Healdsburg, Sonoma County, California. Matt and Alexis launched second label Delta for Environmental Change in 2018.

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sustainability

We are focused on sustainability and environmental practices in our production. Everything we do, we try to make as clean and environmentally responsible as possible, and that means knowing where every item comes from. We're believers that small steps will slowly make big impacts. The wine business as a whole has a substantial impact on the environment. We are mindful of our choices in the winery, our supply chain, shipping and our own travel, striving to reduce our carbon footprint in each area. We partnered with Cool Effect, a San Francisco, CA based company whose mission is to reduce the carbon pollution that causes climate change through carbon projects in the US and worldwide. Working with Cool Effect, we neutralize our winery's carbon footprint each year (266 tonnes). In 2021 we sponsored a forestry preservation project in Tennessee.

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Cougar Rock Vineyard

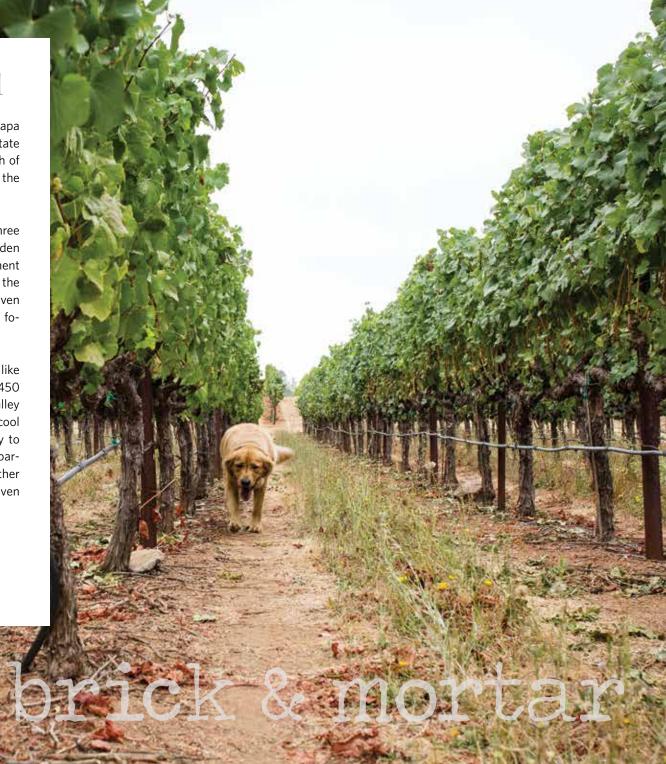
Nestled 1,500 feet above sea level in the eastern hills of Napa Valley lies Cougar Rock Vineyard. This unique 1,200-acre estate (550 acres under vine) rests in Foss Valley, an original path of travel for the early settlers between the California coast and the Sacramento Valley.

The Pinot noir blocks for brick & mortar consists for three different clones: 777, 115 and Pommard 4. The granite-laden and dusty red clay soils create an intense mineral component in the wine, while the opulent fruit characteristics from the Dijon clones (777 and 115) crossed with the structure-driven Pommard clone serve as the backbone for this bright and focused Pinot Noir.

The Chardonnay blocks for brick & mortar lie in what we like to call, "The Valley in the Mountains." Sitting upwards of 1,450 feet in elevation, the Chardonnay is grown on the Foss Valley floor resulting in a wonderfully long growing season with cool nights, allowing the natural brightness of this Chardonnay to streamline through the mid-palate and finish. Our small parcel is one of the rockiest portions of the vineyard block, further complementing the vineyard as whole in this mineral-driven Chardonnay.

AVA: Napa Valley Sub-AVA: Atlas Peak Elevation:1,450-1,850 feet

Soil type: Aiken loam, Maxwell clay, Perkins gravelly loam





Anderson Valley

Anderson Valley is approximately one mile wide and 15 miles long. But within its boundaries lies a diverse mix of microclimates and an ever-changing landscape. The Valley, formed when compressed sandstone seabed was forced upwards into coastal mountain ranges by plate tectonics, runs northwest along the Navarro River. The Navarro and its many tributaries (principally the Rancheria, Anderson, Indian and Soda Creeks) cut through the center of the Valley, creating ideally situated southwest-facing slopes. While a majority of Anderson Valley's premier vineyards are on these prime slopes, a growing number are being planted on the southwestern ridges. The narrow, undulating character of the valley floor generally precludes large, flat vineyards - meaning most vineyards in Anderson Valley have their own microclimate. The valley floor ranges from approximately 200 to 500 feet above sea level and the ridges reach up to 2,500 feet. Anderson Valley is known for its Pinot Noir for a reason: The climate is ideal for it. Due to the Valley's proximity to the coast, its average daily temperature during the growing season remains low, just 53 degrees. The "Deep End" and the areas closer to the coast have lower, more consistent temperatures cooled by low-lying maritime fog. Boonville and the areas closer inland have higher temperatures but more extreme diurnal shifts, up to 50 degrees from day to night. The ridges sit above the fogline. They have less dramatic diurnal swings and more consistent, warmer temperatures due to more sun exposure.

The composition of soils here is constantly changing, due to the evolving creeksides and vigorous winds from the nearby Pacific Ocean. While the ridges trend to thinner sandstone soils, the valley floor generally has deep, rich alluvial soils more commonly consisting of loam.



Ocean View Vineyard

Ocean View vineyard is in the heart of Russian River Valley, a stone's throw away from the iconic Kistler and Ritchie Vineyards. Our block at Ocean View is 20 year old Robert Young clone Chardonnay vines, a clone which is known for its beautiful texture and age worthiness. The moderate climate of the Middle Reach region of the Russian River Valley allows for the finished wine to exhibit beautiful depth of flavor while maintaining its inherent brightness - both qualities we expect for our Sonoma Coast Chardonnay.

Sub AVA: Sonoma Coast / Russian River Valley

Elevation: 100 feet Soil type: Goldridge



Manchester Ridge Vineyard

Manchester Ridge Vineyard resides four miles inland from Point Area, perched over 2,000 feet above the Pacific Ocean. All vineyards must be 1,200 feet in elevation or higher to be included in Mendocino Ridge AVA. These peaks rest above the dense clouds and fog that often times blankets the region, creating seemingly islands in the sky surrounded by Redwood and Douglas fir trees. These ridge tops receive beautiful and intense sunshine throughout the growing season and with only 75 planted acres in the entire wine growing region, Mendocino Ridge is one of the most exclusive AVAs in California.

The Pinot Noir and Chardonnay we source from Manchester Ridge Vineyard creates some of the brightest, most mineral-driven wines we produce. The cool, maritime climate coupled with the intense year-round sunshine creates a long growing season where the fruit has ample time to develop complexity. The well-drained Ornbaun soils at Manchester Ridge Vineyard are primarily weathered sandstone, a hallmark of the coastal mountain tops.

AVA: Mendocino County Sub-AVA: Mendocino Ridge Elevation: 2,050 feet Soil: Ornbaun series

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bottles and cans

We choose lighter glass bottles to reduce our carbon footprint. Various studies attribute 60% of the wine industry's carbon footprint to wine bottles; it's for that reason that we've added cans to our lineup. Our aluminum cans are fully recyclable, are recycled far more often than glass, and are much lighter to ship creating a lower carbon footprint.

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corks & capsules

Starting in 2022, all wines are bottled with Diam corks. Diam is the only cork closure that provides both perfect homogeneity between one bottle and another. Through an exclusive patented process, cork "de-aromatization", Diam is the only cork closures that are sensorially neutral, freed from the molecules causing organoleptic deviations including TCA, responsible for cork taint.

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BRUT ROSÉ

WINEMAKING

The Pinot Noir for our Brut Rosé is hand harvested and whole cluster pressed directly to barrel. Natively fermented with indigenous yeast, our base wine spends approximately 10 months in barrel. We blend in 4% of still Pinot Noir prior to tirage bottling. After 40 months sur latte, we riddle and disgorge our Brut Rosé, finishing the wine with 2 g/L dosage.

WINE

Our 2017 Block House Vineyard Brut Rosé, made from 100% organic Pinot Noir, has a gorgeous aromatic precision and rich flavors of red fruits framed by freshness. The copper pink tones and silver highlights combine with the intense depth of a great red wine, with bubbles fine as velvet. The Napa Valley Pinot Noir adds elegance to this traditional method sparkling wine that is made into a rosé with the addition of 4% still Pinot Noir. On the nose, red cherry and almond blossom, strawberry, Chinese five spice, and chalky mineral tones. On the palate this wine is both powerful and subtle, spiced orange, cherry compote and ginger lead to fresh raspberry and salted watermelon. This is a distinctive sparkling rosé that is a pure expression of Pinot Noir grown on volcanic soil, and has the potential to develop with additional aging through 2036.

TECHNICAL NOTES Vineyard Designate:

Vineyard Designate:
Block House Vineyard
Varietal: 100% Pinot Noir
AVA: Napa Valley
Production: 1620 bottles

Alcohol: 12.5%

Release Date: October 1, 2021



VP Rosé nature

WINEMAKING

VP (Vin Pétillant) Rosé Nature is a pétillant-style sparkling of organically farmed Pinot Noir and Chardonnay from the cool Sonoma Coast. Prior to the completion of primary fermentation, the wine is bottled and capped, where fermentation is carried out naturally to full dryness in the bottle creating effervescence in the wine. This wine is made without the addition of sulfur. All bottles are riddled and disgorged by hand prior to release.

WINE

Our 2021 VP Rosé Nature is a unique sparkling rosé made from 55% Pinot Noir and 45% Chardonnay. A delicious aperitif or brunch bubbly, and a great match for smoked salmon, oysters or fresh cheeses. Fine bubbles intertwine flavors of ripe pear and red apple with strawberries and cream. The nose is delicate and floral, with notes of cherry blossom, rose petal and orange zest. The wine is rich on the palate with a mouthwatering freshness and vivaciously creamy bubble equal to many traditonal method sparkling wines.

TECHNICAL NOTES Blend: 55% Pinot Noir,

Blend: 55% Pinot Noir, 45% Chardonnay AVA: Sonoma Coast Production: 750 cases Alcohol: 11.5%



COUGAR ROCK

CHARDONNAY

WINEMAKING

We strive to allow the site to shine in every wine we produce. The Chardonnay is whole-cluster pressed and allowed to settle via gravity before being transferred to french oak barrels (50% new). Native primary and fermentation occur lasting upwards of six months. No malolactic fermentation nor bâtonnage is performed to the barrels in order to preserve a pure expression of the vineyard, as the intense sunlight of the site creates incredible texture in the fruit. Our Chardonnay is aged in barrels for ten months before a light fining and filtration prior to bottling.

WINE

2019 Cougar Rock Vineyard Chardonnay is a delicate and precise expression of Napa Valley Chardonnay. Jasmine, lemon leaf and fresh apple aromas intertwine with a mineral, mouthwatering core. The palate is well textured and smooth, hints of French oak laced with just-ripe orchard fruits, citrus, sandalwood and lemon verbena. Well textured and layered without being heavy, this Chardonnay is transparent to the granitic soils of the high mountainous ridge tops where it grows. This wine develops with ease for 7-plus years.

Vineyard

TECHNICAL NOTES Vineyard Designate: Cougar Rock

AVA: Napa Valley Production: 150 cases Alcohol: 12.5%



MANCHESTER RIDGE CHARDONNAY

WINEMAKING

We strive to allow the site to shine in every wine we produce. The Chardonnay is whole-cluster pressed and allowed to settle via gravity before being transferred to french oak barrels (50% new). Native primary and fermentation occur lasting upwards of six months. No malolactic fermentation nor bâtonnage is performed to the barrels in order to preserve a pure expression of the vineyard, as the intense sunlight of the site creates incredible texture in the fruit. Our Chardonnay is aged in barrels for ten months before a light fining and filtration prior to bottling.

WINE

2019 Manchester Ridge Vineyard Chardonnay expresses candied lemon peel and crushed stones with notes of lily, jasmine, macadamia nut and honeysuckle. Full of expressive white blossoms, yellow apple and matchstick flint, the aromatics are expansive and alluring. Richer in style that most of our Chardonnays, the palate showcases creme bruleé and yellow apple with a striking and energetic finish. Gorgeous in its youth, we foresee this wine improving over the next 10+ years.

TECHNICAL NOTES Vineyard Designate:

Manchester Ridge Vineyard AVA: Mendocino Ridge Production: 150 cases Alcohol: 12.5%



ANDERSON VALLEY CHARDONNAY

WINEMAKING

We strive to allow the site to shine in every wine we produce. The Chardonnay is whole-cluster pressed and allowed to settle via gravity before being transferred to 100% neutral french oak barrels. Native primary fermentation occurs lasting upwards of six months. No malolactic fermentation nor bâtonnage is performed to the barrels in order to preserve a pure expression of the vineyard, as the intense sunlight of the site creates incredible texture in the fruit. Our Chardonnay is aged in barrels for eight months before a light fining and filtration prior to bottling.

WINE

2021 Anderson Valley Chardonnay is aromatic in the glass, combining fresh citrus and floral elements. The palate is framed by racy acidity, with a richness of fruit and hints of oak toasted hazelnut and hard spice. Ripe melon, quince and yellow apple flavors are coupled with mandarin zest, juniper and thyme. The wine is textured and elegant exuding the warm sunny growing days and cool temperatures of Anderson Valley. Beautiful in its youth, this Chardonnay will age gracefully and improve over the next 5+ years.

TECHNICAL NOTES Varietal: 100% Chardonnay AVA: Anderson Valley Production: 750 cases Alcohol: 13.0%



COUGAR ROCK PINOT NOIR

WINEMAKING

We strive to allow the site to shine in every wine we produce. All lots of Pinot Noir undergo an extended cold soak until native yeast begin a spontaneous fermentation in opentop fermenters, where the grapes are punched down by hand once to twice per day. Our small lot fermentations, with 50% whole cluster, take upwards of a month before a light pressing to barrel for their extended aging. Our Pinot Noir remains in 100% used French oak barrels for 12 months prior to bottling.

WINE

The 2019 Cougar Rock Vineyard Pinot Noir exudes aromas of ripe cherry, red apple and hints of graphite and dried fennel. Cougar Rock is always our most smooth and silky Pinot and most delicate in color which we attribute to the large amount of calcarious chalky rocks that are interspersed throughout the block. The mineral tones from the volcanic soil are apparent, intertwined with a dusty earthiness, rose petals; balanced by a fresh vibrant core and smooth elegant tannins. This wine shines in its youth and we expect it to continue to improve for the next 8-15 years.

TECHNICAL NOTES Vineyard Designate:

Cougar Rock Vineyard AVA: Napa Valley Production: 150 cases Alcohol: 12.5%



MANCHESTER RIDGE PINOT NOIR

WINEMAKING

We strive to allow the site to shine in every wine we produce. All lots of Pinot Noir undergo an extended cold soak until native yeast begin a spontaneous fermentation in opentop fermenters, where the grapes are punched down by hand once to twice per day. Our small lot fermentations, with 50% whole cluster, take upwards of a month before a light pressing to barrel for their extended aging. Our Pinot Noir remains in 100% used French oak barrels for 12 months prior to bottling.

WINE

The 2019 Manchester Ridge Vineyard Pinot Noir is sourced from the highest vineyard that we work with at 2,000 feet, windswept by coastal breezes, surrounded by majestic redwood trees. Manchester Ridge Pinot Noir has a high intensity of just ripe berries, red apples and resinous herbs. Flavors of lush blackberry and plum, cherry blossom and cedar, highlight juniper, bay laurel and woodsiness; unique markers for coastal Californian Pinot Noir. The wine is a beautiful rich ruby with purple core, silky palate and bright acidity. Showing beautifully upon release, we expect this Pinot Noir to continue to improve for 8-10+ years.

TECHNICAL NOTES Vineyard Designate:

Manchester Ridge Vineyard AVA: Mendocino Ridge Production: 150 cases Alcohol: 12.5%



ANDERSON VALLEY PINOT NOIR

WINEMAKING

We strive to allow the site to shine in every wine we produce. All lots of Pinot Noir undergo an extended cold soak in microfermenters until native yeast begin a spontaneous fermentation in open-top fermenters, where the grapes are punched down by hand once to twice per day. Our small lot fermentations, without any whole cluster, take upwards of a month to finish before a light pressing to barrel for their extended aging. Our Pinot Noir remains in 100% used French oak barrels for 8 months prior to bottling.

WINE

Luscious brambly fruits and woodsy notes are distinctive in our 2021 Anderson Valley Pinot Noir. Highly aromatic and boisterous, red raspberries, violets and redwood forest notes frame the silky, lush palate. Bright blackberry and plum flavors combine with cherry blossom and fresh cedar, highlighted by juniper and bay laurel; unique markers for Pinot Noir from this region. The wine is a rich ruby color with purple core, and refreshing brightness.

TECHNICAL NOTES Varietal: 100% Pinot Noir

AVA: Anderson Valley Production: 850 cases Alcohol: 14.1% Release Date: April 1, 2022



WEST BLOCK SYRAH

WINEMAKING

We strive to allow the site to shine in every wine we produce. West Block Syrah undergoes an extended cold soak until native yeast begin a spontaneous fermentation in open-top fermenters, where the grapes are punched down by hand once to twice per day. Our small lot fermentations, with 100% whole cluster, take upwards of a month before a light pressing to barrel for their extended aging. Our Syrah remains in 100% used French oak puncheons for 6 months and then is racked once prior to bottling.

WINE

Boisterous violets, Damson plum and fresh blackberries shine through the beautiful earthy and crushed stone components of this wine. Notes of fresh Bay leaf and graphite create depth to further accentuates the aromas of fennel seeds and dried herbs. Fine tannins and a plush mid-palate create an alluring wine that is youthful upon release and will age gracefully for the next 8-10 years.

TECHNICAL NOTES Vineyard Designation: West Block

AVA: Petaluma Gap Production: 150 cases Alcohol: 12.5%



SONOMA COAST

CHARDONNAY

The fruit for this wine comes from a single vineyard source, Ocean View, in the heart of Russian River Valley, a stone's throw away from the iconic Kistler and Ritchie Vineyards. Our block at Ocean View is 20 year old Robert Young clone Chardonnay vines, a clone which is known for its beautiful texture and age worthiness. The moderate climate of the Middle Reach region of the Russian River Valley allows for the finished wine to exhibit beautiful depth of flavor while maintaining its inherent brightness - both qualities we expect for our Sonoma Coast Chardonnay.

WINEMAKING

We are guided by the vineyard site and work towards expressing it fully through each wine we produce. The Chardonnay is whole-cluster pressed and allowed to settle via gravity before being transferred to 100% french oak barrels (10% new). Native primary fermentation lasts up to six months. No malolactic fermentation nor bâtonnage is performed to the barrels. This preserves a pure expression of the vineyard, as the intense sunlight of the site creates incredible texture in the fruit. Our Chardonnay is aged in barrels for eight months before a light fining and filtration prior to bottling.

WINE

All grace, an understated, coastal Chardonnay that will drink well right out of the gate. Bright citrus intertwines with ripe pear and yellow apple in the glass. White flower, nuances of white peach and hints of flint create an energetic palate with acidity and tension. Beautiful in its youth, this Chardonnay will age gracefully and improve over 5+ years.

TECHNICAL NOTES

Varietal: 100% Chardonnay AVA: Sonoma Coast Production: 600 cases

Alcohol: 13.5%

Release Date: March 15th, 2023



SONOMA COAST

PINOT NOIR

Located in the cool climate of Carneros, the single vineyard source for our Sonoma Coast Pinot Noir is 5 miles from the San Pablo Bay. Coastal proximity allows for cool day time temperatures in the vineyard which results in excellent physiological ripening. This allows natural aromatics to be preserved in wine of great natural acidity and rich flavor. Our Sonoma Coast Pinot Noir is a blend of three different clones: 115, 667 and 777. The combination of all three clones creates a wine of great depth and structure, while maintaining the beautiful high toned red fruits expected from Sonoma Coast Pinot Noir.

WINEMAKING

The full expression of site is what drives us in the decisions for each wine we produce. All lots of Pinot Noir undergo an extended cold soak until native yeasts begin a spontaneous fermentation in open-top fermenters. De-stemmed grapes are punched down by hand once to twice per day. Our small lot fermentations take upwards of a month to finish, before a light pressing to barrel for their aging. Our Pinot Noir remains in 100% French oak barrels (10% new) for 8 months prior to bottling.

WINE

Inviting and expressive aromas of bright wild strawberry, and raspberry are combined with hints of savory sage and rose petal. The palate is smooth and richly flavored with a mix of dark berries, mushroom and dried cedar. Hints of graphite and sea salt bring another dimension that come together with a bright acidity driving a long, lively finish.

TECHNICAL NOTES

Varietal: 100% Pinot Noir AVA: Sonoma Coast Production: 750 cases

Alcohol: 13.5%

Release Date: March 15th, 2023