

RE: NOTES FROM INSIDE OUR WINERY:

IT'S HARD TO BELIEVE I'VE BEEN WORKING WITH SCOTTO CELLARS SINCE 2006. TIME SURE FLIES WHEN YOU'RE HAVING FUN! WHAT WAS SUPPOSED TO BE A YEAR OF HELPING MY BROTHER ANTHONY III (A3 AS WE CALL HIM TO KEEP ALL OF THE "ANTHONY'S" STRAIGHT) HAS TURNED INTO 12 YEARS OF LEARNING, GROWING AND



BEING A PART OF SOMETHING BIGGER THAN I EVER IMAGINED. WHEN I STARTED, I REALLY HAD NO IDEA WHAT I WAS GETTING MYSELF INTO, BUT I QUICKLY BECAME ADDICTED TO WATCHING THE COMPANY GROW AND WAS EXCITED TO BE PART OF IT AND TAKE ON ADDITIONAL TASKS.

A FEW OF MY RESPONSIBILITIES IN THE EARLY YEARS INCLUDED SHIPPING SAMPLES, PARTICIPATING IN TASTINGS, GROWING EXPORT SALES AND GOVERNMENT COMPLIANCE. I QUICKLY LEARNED THAT COLLEGE DID NOT NECESSARILY PREPARE ME FOR THIS CAREER AND THERE WAS A LOT TO LEARN. FORTUNATELY I WAS SURROUNDED WITH EXPERIENCED PERSONNEL WHO ASSISTED ME IN ALL FACETS OF THE BUSINESS. I WAS ABLE TO GET HANDS ON

TRAINING, WHICH HELPED BROADEN MY UNDERSTANDING AND SKILLS. FROM BOOKKEEPING, WINEMAKING, COMPLIANCE AND CUSTOMER VISITS, MY KNOWLEDGE AND UNDERSTANDING OF WHAT IT MEANS TO WORK IN THE WINE BUSINESS BEGAN TO TAKE SHAPE.

I WAS ALWAYS SKEPTICAL OF WORKING WITH MY FAMILY. THE COMBINATION OF THE FAMILY DYNAMIC AND THE PRESSURE OF THE WORK ENVIRONMENT CAN SOMETIMES CREATE A RECIPE FOR DISASTER. ALTHOUGH WE DO EXPERIENCE INTENSE SITUATIONS, OUR MUTUAL RESPECT FOR EACH OTHER OUTWEIGHS EVERYTHING ELSE. WHEN YOU GENUINELY LOVE AND CARE FOR THE OTHER PERSON, YOU ARE ABLE TO PUT OTHER DIFFERENCES ASIDE. I THINK THAT HAS BEEN ONE OF THE UNDERLINING REASONS FOR OUR SUCCESS AND WHY I'M ENJOYING MY WINE CAREER.



NATALIE SCOTTO-WOODS

