

# Mutineer

FINE BEVERAGE...REDEFINED

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REDISCOVERING  
**MADEIRA:**  
THE ISLAND VINEYARD

THE  
**BIJOU**  
COCKTAIL

DIY:  
**BOOZY**  
**SALTS**

**LGBT PRIDE**  
IN WINE COUNTRY

FLEMISH  
**RED**  
**ALES**

\$4.50







# Joining the family business

In honor of Mother's and Father's Day, Mutineer takes an intimate look at beverage producers where sons and daughters and mothers and fathers work together to carry on their family legacy.

Interviewed by  
Ashley Teplin + Brian Kropf



# Qualia Wines

SONOMA VALLEY, CA

**Mother:** Nancy Kivelson  
*Vineyard Proprietor*

**Father:** Tom Angstadt  
*Vineyard Proprietor*

**Son:** Jordan Kivelstadt  
*Winemaker*

**Vineyard Dog:** Syrah



## Interview with Jordan Kivelstadt

When I moved back from Boston in 2006, I was so tired of the cubicle life and looking for something new to do. My mother suggested that I try my hand in the wine industry, as they had bought the vineyard the year before, so the idea seemed to make sense. She set up a lunch with my now business partner Dan, and said we should talk wine. This memorable lunch included not just Dan but another person, Bill Canihan, who was in real estate, had bought a vineyard, and was also trying to figure out how involved to get having grown up with wine and loved it. Funny enough, before that afternoon, my dad called Dan and said "Dan, my son has a great job in the consulting industry, whatever you do don't let him go into the wine industry!" By the end of that fateful afternoon (some two hours and four glasses later) I had my first internship, and began one of my longest and best relationships in the industry. It's been off to the races from there, and we haven't looked back.

The funniest part about all of this now, is that the whole family is involved. My mom and dad run our family vineyard, and help with marketing the brand. Alex, my brother, helps out at wine tastings (a good way to meet young women). Qualia has become a family project, and something that we all hope to do for a long time. Sometimes, when you can turn a passion into a reality, and everyone gets on board - you can make something really special, and have a great time doing it. Qualia Wines is our family

project, and as it grows, we hope the family will continue to build it together.

**What are some of the challenges of working as a family?** We all work in different ways, and when the relationship changes from parent/child to business partners, there is an adjustment for everyone. Fortunately, we are all good at different things, and most importantly, we split the work up, so no one is stepping on each other's toes (most of the time at least). By splitting responsibility, we try to make sure everyone contributes where they want to.

**What are some of the benefits of working as a family?** Who do you trust more than your own family? We get to spend time together and build something together as a family. There is something special about this, as it used to be all family businesses, and it's something we don't do enough anymore.

**Young wine vs. aged wine?** I still have a soft spot for aged wine, and our Pavo tastes great years down the road, but by comparison, my mom and fiancé don't like aged wines at all - they generally find the secondary characteristics off-putting. But it's all part of the fun, we all have the same goal and different tastes.

**Who is the designated driver?** Normally my mom - but we trade around. It is so important to be aware of this, especially when you are in the alcohol industry. My other company (Freeflow Wines) requires that all employees while attending a work event with alcohol involved take a cab home, and the company pays for it.

**What was your last unforgettable food and wine pairing?** It was at Frasca in Boulder, Colorado. If you all know Frasca, Master Sommelier Bobby Stuckey was helping me through my dinner with wine pairings, and picked an extremely esoteric Northern Italian wine I had never heard of (remember the 1,000+ varietals that come from Italy). It kills me not to remember, but I had it with a black truffle pasta that was simply amazing. The earthiness in the wine and the food matched perfectly - the beauty of a great sommelier.

**Do you have any unforgettable experiences that have happened at your family vineyard?** Well, we do a pig roast there every year, which is generally an amazing time - but I think looking to the future when Claire and I will get married, that probably will take the cake (bad pun!).