

25THANNIVERSARY
Restaurant Poll50 TOP
WINES
BEING SERVED
NOW IN YOUR
FAVORITE
RESTAURANTSTHESE ARE A FEW OF
YOUR FAVORITE THINGS

For 25 years, we've been following your tastes in wine, compiling a snapshot each year of what you're ordering most in your favorite restaurants.

We talk to the people who offer you the choices, and who then take your orders: the sommeliers. These wine directors are both the gatekeepers of their lists and the servants of their guests. As Chuck Furuya, MS, points out in his interview for this issue (page 22), at the time he took the exam to become a master sommelier, the director of the court was a butler in England.

Furuya draws a parallel between directing a wine program at the highest level and serving as Tiger Woods's caddy—a comparison that works when a guest is a deeply knowledgeable collector who can both teach and benefit from interacting with a sommelier. But more often than not, the esoteric tastes of sommeliers for grand cru Burgundy or wines from indigenous varieties in Central Europe have little to do with the comfortable, familiar or affordable wines their guests might enjoy. That tension between what guests want and what sommeliers want to serve was once defined by price—20 years ago, sommeliers were often judged (positively by their bosses, negatively by their guests) for trying to upsell. Now a sommelier might feel like she's spotted a shot and offered up the right club when she turns a guest onto a wine she loves—and he loves it too.

There are plenty of swings and misses in that equation, but we don't see a lot of them in the poll results. What we do see are the effortless swings and long drives when the tastes of the sommeliers and their guests come together—sustaining some brands at the top of our Restaurant Top 50 for the entire history of the poll.

The dynamics of changing tastes fascinates us, and we plan to continue to find ways to honor your favorite tastes and predict new ones in the 25 years to come. Meanwhile, here's an album of snapshots from this past year, looking back at your tastes over the last 25.

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Lauren Collins



Josiah Baldvino



Sarah Looper



Maximilian Kast



Haley Moore



Henry Beylin



Dana Farner



Bobby Stuckey, MS



Jennifer Knowles



Hristo Zisovski



Adriana Camacho



Kevin Toyama

CALIFORNIA RISING

While the US still accounts for the majority of the most popular wines in our *Annual Restaurant Poll*, its share has dropped from 66 percent to 51 percent since the turn of the millennium. A new generation of sommeliers has been drawn to the Old World. But this year, California, in particular, seemed to be back on any number of trend-setting lists (see Stephanie Johnson's report on page 8). In New York and across the country, sommeliers are talking up a new wave of Golden State wines.

VINE TO TABLE

We have an international list, with no shortage of things like classic Burgundy and Bordeaux, but lots of people come in seeking New World and, especially, domestic wines. Our cuisine is American, farm-driven, and I wanted to flesh out the American references. It's been sort of in vogue on the East Coast to dismiss New World wines as over-extracted and soulless. I wanted to go against that and show you can find balanced wines.

—Charles Puglia,
Blue Hill at Stone Barns, Pocantico Hills, NY

IN LIEU OF SAUVIGNON

To be honest, I didn't know Kongsgaard made an albariño before I started at *Aureole*. It's not widely available, but it was in among our top-ten best selling wines last year. And Matthiasson's

white blend was our top-selling bottle. Our somms really like it, it's at a good price point of \$88, and sometimes people want to experience something they haven't had. We can offer them the Matthiasson, which includes sauvignon blanc but also some ribolla gialla, semillon and friulano. —Carrie Lyn Strong, *Aureole*, NYC

TROUSSEAU GEEK

We've started a mandatory wine class for staff. Now my staff is able to confidently sell bottles of Arnot-Roberts Trousseau and other totally geeky stuff.

—Rick Compton, *Jax Fish House*, Boulder

WHERE THE MONEY IS

California is important because this is an American café. There has been a shift in California, with new producers making less extracted wines

of more moderate alcohol. In a way, it goes back to what California was doing in the eighties. Although the trend in California wines may be going the other way, a lot of our clientele like those big, bold wines—cult wines—and those still sell better. A lot of places are doing super esoteric lists, but that's not our thing. We need to offer wines that please our customers.

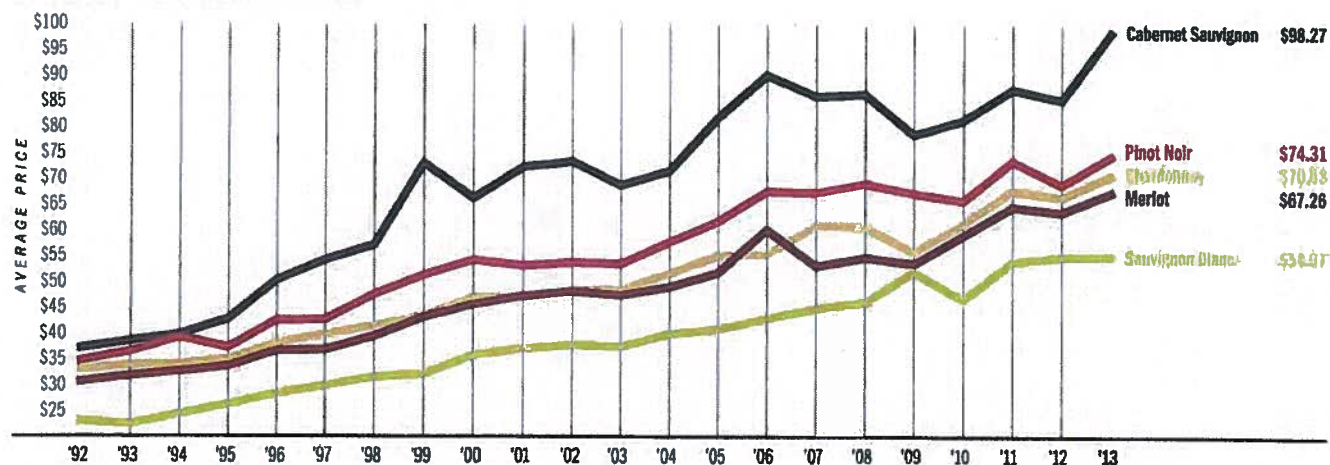
—David Gordon, *Tribeca Grill*, NYC

CABERNET BUBBLE?

The price of Bordeaux has skyrocketed radically, and California cabs seem to be following that trend as well. Relatively mid-priced bottles have become really expensive. Lately I've been buying more Washington State cabs for the restaurant. I find them more interesting stylistically and more affordable.

—Jim Mullen,
The Frog & The Peach, New Brunswick, NJ

AVERAGE PRICE BY VARIETY



YOUR CHANGING TASTES

Recorded over
25 Years
of our Annual
Restaurant Poll

APRIL 1990
Wine & Spirits
publishes the
first Annual
Restaurant Poll.



1992

The "French Paradox" segment airs in November 1991. "Probably every night I hear a conversation about the *60 Minutes* piece. People who never drank before are now having a glass of red wine every day." —Patrick Dubsky, *Pillar House*, Newton Lower Falls, MA

BEST SELLERS FROM THE EAST

The wines of Central and Eastern Europe—their terroirs revitalized after the fall of the Berlin Wall in 1989—are suddenly chic, making appearances on wine lists across the US. Offerings from countries like Croatia and Hungary generated a lot of buzz in 2013.

THE OTHER SANCERRE

Our top-selling wine by the glass has been Domaine Ciringa Stajerska, the 2011 Sauvignon Blanc Fossilni Breg from Slovenia. Usually I do a Sancerre, but when I tasted this wine, the quality, the story, the packaging, everything was amazing. Differentiating it was easy. It has been creating lots of strong reaction with our clients. It's a combination of something familiar with something new and exciting.

—Mariya Kovacheva,
Café Boulud, Palm Beach

GRÜNER DIPLOMACY

Grüner veltliner is now the wine geek's wine here; I've probably gone through 18 cases in the last month and a half, selling it by the glass.

—Steve Heald,
Old Ebbitt Grill, Washington, DC

HUNGARY IN HOLLYWOOD

I've always had an interest in Central European wines, especially Slovenia, Croatia and Hungary. I see lot of value in those wines; their traditions are as old as anywhere else in Europe. We always have a few wines from those countries, not because it's cool or that it sets us apart but because they're always good and interesting, and you rarely have to sell the wine for more than \$55 or \$60. I pour a Hungarian pinot noir by the glass from Villanyi [Vylyan Vineyards] whenever I can get it. It's got all of those Old World elements: mushroom, tree bark, forest floor flavors. I sell two or three pallets a year. There are others, like the wines from Demeter Zoltan, which are quite expensive. They're a hand-sell at over \$100 a bottle, but they're well worth it.

—Henry Beylin, Gjelina, Venice, CA

PROTO-ZIN

What about this crazy grape—crljenak kastelanski. Mike Grigch, on his quest to find out the origins of the zinfandel grape, found out that this grape has the mother DNA for zinfandel. It has origins in the Dalmatian Coast and it just so happens that my family is from the very town where the grape originated! I sell a lot of the Vuina from Kastel Stafilic in Croatia and all the Croatians want to talk about it when they come into the restaurant.

—John Aranza, Autre Monde Café, Berwyn, IL

NO MORE BULL

Eszterbauer Szekszárd Kadarka 2011—It's from an area that makes that Bull's Blood style of wine, big dense blends of local grapes. This has been our most successful wine for the last two years: It's 100 percent kadarka and tastes more pinot-like, light and peppery and complex. When that's on the list we sell more of it than anything else.

I've been most excited about getting more and more people to drink these late-harvest, maderized, different kinds of wines. Like the ones from Samuel Tinon, a French guy whose

spent 15 years in Hungary: He makes this crazy wine called Szamorodni. It's like a botrytised *vin jaune* from Hungary. It's nice and dry, beautifully aromatic. We recommend them with cheese plates, terrines...they're just such versatile wines with our food and they also challenge peoples' perceptions about wine pairings.

—Jeff Berlin, A Côté, Oakland, CA

THE YUM RESPONSE

I could give Királyudvar Tokaji a permanent place on the glass list and merrily sell six bottles a day...It has a certain granular sweetness, like ginger, that people like but aren't scared of. They are scared of sweetness in riesling. But furmint has as tangy sweetness, like a Christmas sweetness. I liked the wine, but I was surprised by how well it did—by how much I reordered. It has nothing to do with any connection with the food—there's no Hungarian food at *Chez Panisse*. Eighty percent of its success is probably staff picking it. But if they poured it for a first time customer, and they didn't get the yum response, it wouldn't be working.

—Jonathan Waters,
Chez Panisse, Berkeley, CA



Malvasia is all throughout the Adriatic, the Phoenicians took it everywhere, and it pretty much sucks everywhere except that area in Croatia through Friuli where they have the Malvasia Istriana selection. The Don Principi Malvasia is the best seafood wine ever; it's got all these aromatics and it's got acidity. It's like what Concetta wished it was, without all the weight and alcohol—you can drink a lot more of it.

—Bobby Stuckey, MS, Frasca, Boulder

1995

"We had ninety-year-olds turning down their daily Bourbon for a glass of red wine."

—Brian Soloway,
Gershwin's, Dallas

1995

"... We did not have a sommelier before, and since we brought someone from France eighteen months ago, wine sales have increased two and a half times. If you have five minutes with each table, you can play a little, help them find a better vintage, or a better wine." — Vincent Feraud, Jean-Louis, Washington, DC

1997

"Merlot is the chardonnay of the nineties."

—Greg Harrington,
Square One,
San Francisco

BEYOND WINE

All wine all the time? Not exactly. We spoke with quite a few sommeliers this year who are exploring in other directions as well, introducing guests to everything from sake to cider and mead.

VULCAIN MIND MELD

The one thing that's been doing really well is cider. People love cider. I don't know what it is. I had this one lady who was just like a kid, she was so excited. People are responding really well to things like Cidrerie du Vulcain, from Switzerland. I'll put it on the tasting menu with any kind of orchard fruit-based dessert.

—Josiah Baldvino,
Michael Mina, San Francisco

RIDDLING MEAD

We had a sparkling mead feature—I actually turned a lot of people onto mead. People associate mead with saccharine, heavy stuff from the Middle Ages that you drink out of a goblet. But Heidrun Meadery represents an interesting style that takes a leap forward. Rather than adding blueberry flavoring at the end, they're doing

Champagne method, using varietal honey and fermenting it completely dry. The aromatics are honey-like without the sweetness and it can be very nuanced in the same way a wine of place is nuanced. They want to have an estate mead, and for now they're making things like a Humboldt wildflower mead. And avocado blossom mead and a carrot blossom mead, which are almost more beer-like. They actually have Roederer Estate's old riddling machines there.

—Lulu McAllister, NOPA, San Francisco

ULTIMATE UMAMI WINE

The food here just begs for sake. It's easier for us to showcase it to people. Sometimes it's the only thing that goes with the umami flavor in Japanese food. Sour beer pairings can work as well.

—Rebecca Fineman, Ame, San Francisco

WITH A TWIST

We partnered with Imbue out of Oregon—Derek Einberger, one of the owners and the winemaker was putting vermouth in kegs and experimenting a bit with that, so we reached out and for a year or so we were the only ones offering it on tap. It's great; a short list of regulars come in just for a drink of vermouth on the rocks with a twist, almost like serving up Lillet Blanc, except better.

—Henri Schock, Bottlehouse, Seattle

The biggest [sales] difference I've seen is in brown spirits. I used to buy them in single bottles; now I buy five-case drops of Bulleit or Blanton's—although you can't get that right now, which is good, because it has me looking for more boutique brands.

—Steve Heald, Old Ebbitt Grill, Washington, DC

STANDOUTS

A few bottles opened in 2013 that live on in sommeliers' memories.

I had a friend bring in a magnum of 1966 Haut-Brion. It's Bordeaux made like Burgundy, which is probably why I like it so much. It was perfect, showing all the mineral components of Graves yet so soft and elegant.

—Haley Moore, Stock & Bones
Restaurant Group, Bay Area and Seattle

The other night I opened a refosco from 2003, La Roncaia Il Fusco, up in the Colli Orientali, actually pignolo and refosco blended, and I was shocked at how amazing the wine was at

11 years old. I found a couple of bottles in my inventory and was psyched: something that drinks almost like Bordeaux, but from Italy.

—Ryan Fletter, Barolo Grill, Denver

Rebholz 2009 Ganz Horn Grosses Gewächs from the Pfalz in Germany. Rebholz is a rogue German wine producer of riesling. It's just so perfect, so much viscosity, so much depth. And it's not all off putting, just simply delicious.

—Rebecca Fineman, Ame, San Francisco

I just really got behind Gerard Boulay Clos de Beaufeu because I thought it was super epic. Everybody loved that wine. People know Sancerre, but they don't necessarily know Boulay. It's classic. It has the oyster shells, the citrus, but there's a chalky creaminess that's really, really interesting. It's one of those sommi wines, nerdy and mineral, but a lot of people like it as well. It's one of those magic wines! And it has a cool mountain goat on the label...

—Josiah Baldvino, Michael Mina,
San Francisco

1999

"Between 1994 and '98, restaurant wine prices jump 24 percent. 'This is the golden age of restaurants. I don't think we'll ever be able to look back on a better time. People have money, they want to spend and they're doing it in restaurants.'" —Steven Damato, Nora, Washington, DC

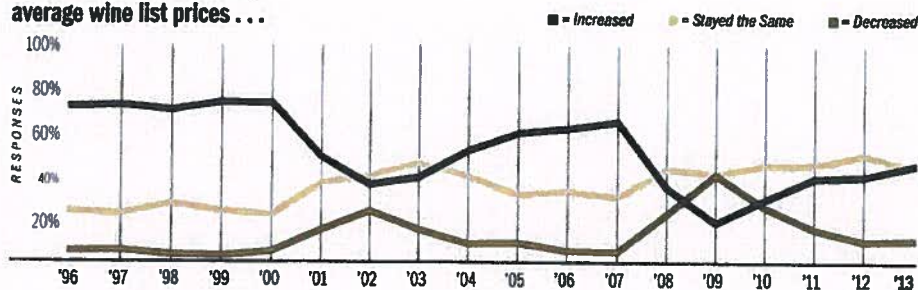
2000

"The other night, I had a table start with Dom Pérignon, move on to '89 Pétrus, '59 Margaux, and then they decided to check out Opus One, Caymus Special Select and '71 Grange, just for the fun of it. They'd ask, 'What else do you have? Price is no object.'" —Barbara Werley, MS, Caesar's Palace, Las Vegas

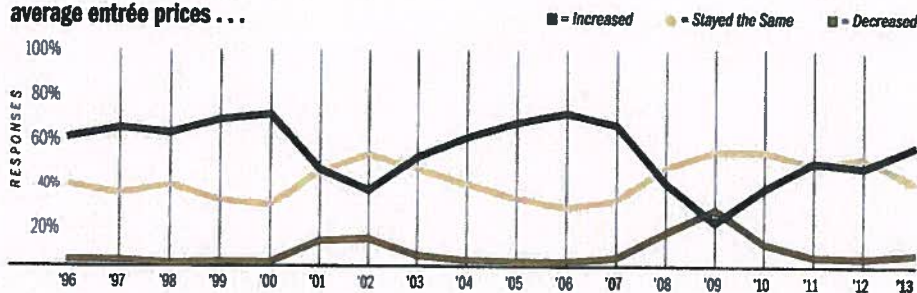
2003

"I called my eighty-year-old mom to see if she got this package of wine I sent, and she said, 'Yeah, but I'm tired of chardonnay.' And that's my eighty-year-old mom." —Gary Dexter, La Casa Sena, Santa Fe

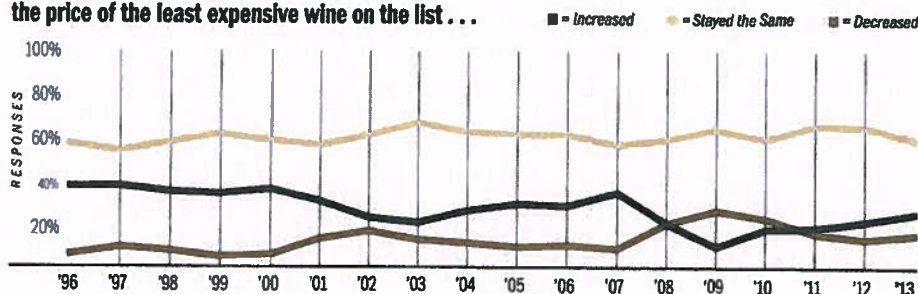
During the last quarter of 2013,
average wine list prices . . .



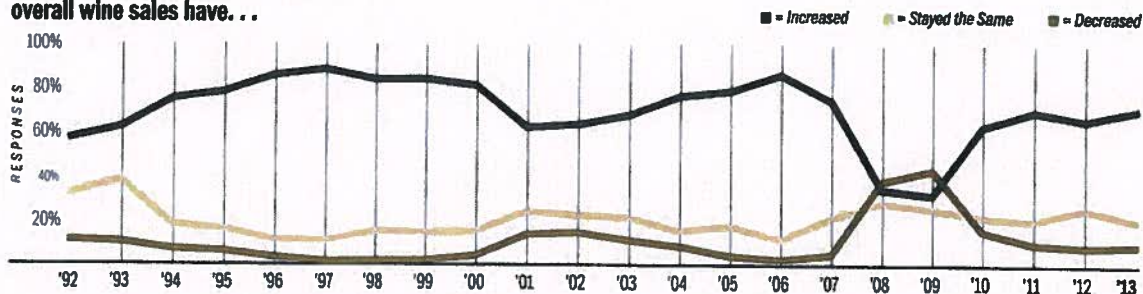
During the last quarter of 2013,
average entrée prices . . .



During the last quarter of 2013,
the price of the least expensive wine on the list . . .



As a percentage of the restaurant's total sales,
overall wine sales have . . .



As the recovery strengthens, wine sales are continuing to strengthen as well, with 70.4 percent of respondents reporting wine sales have increased as a percentage of their restaurant's total sales, the highest percentage since the crash of 2008.

2004

French wines on the whole took a hit (down 2.5%), probably due to the weak dollar and to politics—several US politicians called for a boycott of French wines. “I was expanding our French wine collection over the past few years, and now it’s contracting. There’s been a definite American backlash against the French.” —George Farkas, *River Palm Terrace*, Edgewater, NJ

2005

“Sideways is the biggest single thing that’s happened in our industry in years.” —Michael Wild, *Bay Wolf*, Oakland

2005

“I can’t keep pinot in the house since *Sideways*.” —Carolyn Styne, *Lucques*, LA

2005

“Pinot noir is our biggest red wine seller at the moment. I can’t keep enough of it in stock, while my cabernet page barely gets nibbled on.” —Jonathan Waters, *Chez Panisse*, Berkeley

HOW WE CONDUCT THE POLL

For our *Annual Restaurant Poll*, we survey America’s favorite restaurants, a list compiled from more than 40 Zagat restaurant guides nationwide, as well as *W&S New & Notable* restaurants. We don’t focus on the restaurants most acclaimed for their wine lists or their food, though many of these are included. Instead we hold to the restaurants chosen by Zagat Survey’s thousands of restaurant reviewers as the ones they enjoy most. This year, we mailed 2,825 questionnaires. By our deadline, 218 restaurateurs had completed the poll, providing a list of their ten top-selling wines in the last quarter of 2013; lists of their top-selling by-the-glass selections; and answers to our questions about how their guests order and enjoy wine.

A quick scan of the participants (p. 77) will give a good perspective on the results. Our respondents include a range of extraordinary restaurants—places like *The French Laundry* in Yountville, *Frasca* in Boulder, *Girl & The Goat* in Chicago and *Daniel* in New York.

After analyzing our survey data, we interview participants for their perspectives on the trends we find. Since the Poll tracks the top end of the market for fine wine—both in terms of who we survey, and the wines they list—the results do not represent actual sales figures. Instead, the significance of the Poll lies in the fact that the overall wine market continues to take its cues from the top.

A TASTE OF SOMETHING RARE

Perhaps the biggest game changer this year was the introduction of the Coravin—engineer Greg Lambrecht's argon-injecting wine preservation device that allows wine to be pulled from the bottle via a needle inserted through the cork; when the needle is withdrawn, the cork reseals itself, and the wine can be kept for months, possibly longer.

HALF EMPTY OR HALF FULL...

When I first started using the Coravin, I asked myself what would be my ultimate by-the-glass list. We pour Bartolo Mascarello Barolo, Raveneau Chablis and others. We basically charge one-fifth of the bottle price per glass. The point is not to make more money on this, but to offer more options to your customers. It allows us to move things out of the cellar, to keep the list changing. Bottles we would sell for \$300 we can offer by the glass.

If someone has had a great bottle of wine and wants one more glass to finish their meal, we can offer a high-end option instead of having to go backwards to a typical glass pour. We can also pour one glass of wine for a guest and allow them to take the bottle home, and they can keep it as long as they want. Some of my regulars will come in and buy a really nice bottle, drink some of it, and then we save the rest for the next time they come in. You just need to make sure you're organized enough to keep the pierced bottles separate from the full ones.

—Hristo Zisovski, *Al Fiori*, NYC

SAVE THE EARTH

Coravin's been a great little toy to play with. I picked up a unit back in August. What I found works best are wines that are bright, high in acid, more terroir-driven: Italian reds like Barolo and Barbaresco, Howell Mountain wines, Burgundy. I just went back into a Barolo from Vietti, a 2008 Castiglione. I first tapped into that bottle in September. There was no smell or hint of oxidization. But I have run into some advancement in other wines. So I think you need to do more mineral and earth-driven wines. With more modern or commercial wines, you may run into trouble; the makeup can fall off.

—Kevin Toyama, *La Mer*, Honolulu

OPENING CONVERSATIONS

The Coravin allows us to offer wines like the 1992 Coche-Dury Bourgogne Blanc and the 1979 Ridge Monte Bello by the glass. The reaction has been mostly positive and while there have been a few skeptics, that just opens up some interesting conversations.

—Joe Camper, *db Bistro Moderne*, NYC

LIKE BOTTLE, LIKE GLASS

When a guest orders a wine by the glass, we pour at the table and present it just like we are selling the bottle. We let them taste it. I don't want someone to have to fight through a glass of wine and punish them for taking a risk. If I pour tableside I'll get what you didn't like about that wine. It gets a good dialogue going.

—Jason Prah, *Acadia*, Chicago

MICHAEL MADRIGALE'S BIG BOTTLE POURS AT BAR BOULUD HEAD WEST

We started Magnum Mondays last spring—with Champagne, Gimmonnet out of magnums. I've poured Radio-Coteau, the Timbervine Syrah, malagousia, natural wines, Bobinet Saumur-Champigny. And there are some producers who only go to magnum with some bottlings. We poured an amazing wine from Ameztoi, the Hijo, a Champagne-method [Spanish] wine made from their rosé base wine. It's the "son" of that other wine essentially, and he only put that in magnum. I took six of them, and poured three for Magnum Monday. It's a giant pink bottle, the label is that much more pink, and Stephen [Satterfield, the manager] was helping me that night and his shirt was also pink. Anyone who saw him parading around the floor with that bottle couldn't resist it. So we'll do tableside service on it. They'll see it moving around the room and get curious.

—Lulu McAllister, *NOPA*, San Francisco



We offer all by-the-glass selections as half glass pours, which gives guests a chance to try more wines.

—Jennifer Knowles,

The Inn at Little Washington, Washington, VA

2006

Seventy-six different grape varieties are mentioned in the poll: "We can put something totally obscure on the by-the-glass list and people will come in and ask for it by name, and even pronounce it correctly."

—Jeff Berlin, *A Côté*, Oakland

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2007

Restaurants report record wine sales. "2006 was the restaurant's best year in its 14-year history. In December alone, we sold more than 5,000 bottles of wine. There are just more drinkers out there."

—Steven Izzo, *One Market*, SF

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2009

"The cabernet scene here in Napa is comical and, at times, obscene. The prices for new wines [with no proven track record] are crazy."

—Rob Renteria, *Martini House*, St. Helena, CA

BY THE GLASS

IT WAS 2005 WHEN THE AVERAGE PRICE OF A GLASS OF WINE BEGAN HITTING the double digits. Since then, it's been on a slow climb, reaching \$12.94 this year. It's not just the economy; diners now look to by-the-glass selections for a way in to unusual wines they haven't tried.

While chardonnay, cabernet and pinot noir remain the most popular choices by the glass, sommeliers are also reporting success with their own personal favorites, especially as accompaniments to the chef's tasting menu. That's how Josiah Baldivino at *Michael Mina* in San Francisco got a red from Comte Abbattucci in Corsica off the ground this year. "When I first got that in, it wasn't selling at all and I thought: It's so good, and it works so well with food! It's bright, almost like pinot noir but with more brine and acidity on the finish," he says. After he put it on the tasting menu, it ended up being

one of his best sellers. "Our tasting menu has probably been 40 percent of our wine sales overall. It's my way of introducing people to wines without making them feeling uncomfortable."

There are also many more ways of offering a glass of wine than there used to be. "I don't know of any bar or restaurant being built now that isn't putting a tap into their bar," says Gil Avital at *Tertulia* in NYC. "We have four wines on tap and they all sell well because they're fresh, young, and inexpensive." Erik Liedholm at *Senstar* in Seattle is a big fan of the Enomatic: "Right now we're featuring a grenache flight from around the world. On the white side we played with chenin. Once guests try the flight they're apt to order the glass of their favorite one. Those flights have also increased our bottle sales out the door—you can order any bottle for 25 percent off list price, and take it to go."

Rank	Brand	Bottling	Avg. Price
1	Sonoma-Cutrer Vineyards WINDSOR, SONOMA CO., CA	RVV Russian River Ranches Chardonnay Sonoma Cutrer Vineyard Chardonnay	\$15 \$18
2	Belle Glos RUTHERFORD, NAPA VLY., CA	Santa Maria Valley Clark & Telephone Pinot Noir Sonoma Coast Meloni Pinot Noir	\$16 \$12
3	Raymond Vineyard ST. HELENA, NAPA VLY., CA	North Coast Sommelier Selection Cabernet Napa Reserve Merlot	\$17 \$20
4	Hess Collection NAPA, NAPA VLY., CA	Napa Cabernet Sauvignon Napa Chardonnay	\$12 \$12
5	Decoy ST. HELENA, NAPA VLY., CA	Sonoma County Decoy Pinot Noir Sonoma County Decoy Merlot	\$14 \$15
6	Patz & Hall NAPA, NAPA VLY., CA	Sonoma Coast Chardonnay Carneros Hyde Chardonnay	\$20 \$17
7	Chateau Ste. Michelle WOODINVILLE, WA	Columbia Valley Cabernet Sauvignon Columbia Valley Indian Wells Chardonnay	\$15 \$11
8	Kendall-Jackson Vineyards SANTA ROSA, SONOMA CO., CA	California Vintner's Reserve Chardonnay California Riesling	\$10 \$9
9	Kim Crawford AUCKLAND, NEW ZEALAND	Marlborough Sauvignon Blanc	\$10
10	Joel Gott ST. HELENA, NAPA VLY., CA	Napa Sauvignon Blanc Napa Cabernet Sauvignon	\$9 \$12
11	Joseph Carr NAPA, NAPA VLY., CA	Napa Cabernet Sauvignon Sonoma County Josh Cabernet Sauvignon	\$14 \$10
12	Ruffino, Tuscan Estates of PONTASSIEVE, ITALY	Chianti Classico Riserva Ducale Tan Sangiovese Toscana Lumina Pinot Grigio	\$15 \$10
13	Coppola RUTHERFORD, NAPA VLY., CA	Russian River Valley Director's Cut Chardonnay California Diamond Series Sauvignon Blanc	\$13 \$8
14	Franciscan Oakville Estate RUTHERFORD, NAPA VLY., CA	Napa Oakville Estate Cabernet Sauvignon Napa Valley Sauvignon Blanc	\$17 \$11
15	Simi Winery HEALDSBURG, SONOMA CO., CA	Sonoma Chardonnay Sonoma Cabernet Sauvignon	\$11 \$15
16	Stag's Leap Wine Cellars NAPA, NAPA VLY., CA	Napa Valley Hands of Time Cabernet Sauvignon Napa Arcadia Chardonnay	\$22 \$11

Rank	Brand	Bottling	Avg. Price
17	Ala Vecchia TUSCANY, ITALY	Maremma Lagone Red	\$10
18	Chappellet ST. HELENA, NAPA VLY., CA	Napa Mountain Cuvée Cabernet Sauvignon Napa Valley Double C Ranch Cabernet	\$20 \$17
19	Sigalas DIA, SANTORINI, GREECE	Santorini	\$12
20	Au Bon Climat SANTA YNEZ, SANTA BARBARA CO., CA	Santa Barbara Private Label Chardonnay Santa Maria Valley Pinot Gris/Pinot Blanc	\$18 \$15
21	Blillecart-Salmon MARÉUIL-SUR-AY, CHAMPAGNE, FRANCE	Champagne Extra Brut	\$26
22	Catena MENDOZA, ARGENTINA	Vista Flores Malbec	\$11
23	Clos Du Bois HEALDSBURG, SONOMA CO., CA	Alexander Valley Reserve Cabernet Sauvignon Sonoma Chardonnay	\$11 \$11
24	Lucien Crochet SANCERRE, LOIRE VLY., FRANCE	Sancerre Sauvignon Blanc	\$17
25	Stellina Di Notte VENETO, ITALY	Veneto Pinot Grigio Prosecco	\$10 \$9
26	La Crema WINDSOR, SONOMA CO., CA	Sonoma Coast Pinot Noir	\$13
27	Schramsberg Vineyards CALISTOGA, NAPA VLY., CA	Napa Brut Blanc de Blancs	\$16
28	Alexander Valley Vineyards HEALDSBURG, SONOMA CO., CA	Alexander Valley Cabernet Sauvignon Sonoma Sin Zin Zinfandel	\$8 \$11
29	La Follette HEALDSBURG, SONOMA CO., CA	North Coast Van der Kamp Pinot Noir Sonoma Coast Pinot Noir	\$13 \$16
30	Louis Martini Winery ST. HELENA, NAPA VLY., CA	Sonoma County Cabernet Sauvignon Napa Cabernet Sauvignon	\$12 \$9
31	Renacer MENDOZA, ARGENTINA	Mendoza Punto Final Malbec	\$10
32	Rombauer Vineyards ST. HELENA, NAPA VLY., CA	Carneros Chardonnay	\$19

2010

"We have Stimulus Whites, Recovery Reds, Bail-Out Bubbles, all for \$40 and under."
—Belinda Chang, *The Modern*, NYC

.....

2011

"People are asking for weird varietals, like schiava. I don't think anyone has ever asked me for schiava before—not in my ten years in wine. With technology—iPads and iPhones—I think people have more access to education and are more open." —Kelly Coggins, *Bistro du Midi*, Boston

.....

2012

"Champagne was like a dirty word 18 months ago. There was a serious decline in luxury goods for a while there, which I think was as much about money as it was about not being in the spirit of things. I mean, it felt strange, maybe, to buy a bottle of Champagne when your friend was just laid off."
—Francis Schott, *Stage Left*, New Brunswick, NJ

THE RESTAURANT TOP 50

Guests at America's top restaurants value these brands for their consistency and staying power.

WINE BUYERS TODAY FACE AN EVER-WIDENING SPECTRUM OF BOTTLEINGS. Jura, anyone? Hungarian furmint? A glass of English bubbles? Yet guests at America's top restaurants speak with their loyalty as much as their willingness to experiment.

To compile the Restaurant Top 50, we asked restaurants to list the ten wines that sold best during the final quarter of 2013. Wineries are ranked by mentions per 100 responses. To break ties, we consider each brand's total points (see p. 66). The average price includes all bottleings that restaurants listed, at the prices they reported.

Cakebread took the top spot this year, followed by Jordan, Duckhorn, Sonoma-Cutrer and Silver Oak. All five of those brands appeared in the Top 50 list in April of 1990, when we released our first Annual Restaurant Wine Report. Twenty-five years later, those same Napa and Sonoma stalwarts continue to connect with diners from Atlanta to Chicago to Seattle.

The Top 50 list also provides a clue to contemporary trends. Four of the top five brands have a significant stake in cabernet, and the sommeliers we talked to indicated that cabernet's popularity surged this year. Veuve

Clicquot breaking into the top 20? Somms reported that bubbles were more popular than ever. Meanwhile La Rioja Alta, number 27 on our list, led an ascent of Spanish wines in restaurants around the country.

Whether they're great values, standard-bearers for far-flung terroirs or splurge-worthy luxuries, these are the brands that diners return to again and again.



Rank	Winery	Mentions per 100 responses											Average Price	
		'13	'12	'11	'10	'09	'08	'07	'06	'05	'04	'03	'13	'12
1	Cakebread Cellars RUTHERFORD, NAPA VLY., CA	12.9	11.9	15.7	10.9	13.9	12.5	13.3	15.4	17.3	13.9	17.6	\$86.48	\$100.17
2	Jordan Vineyard & Winery HEALDSBURG, SONOMA CTY., CA	10.0	7.4	10.6	8.4	4.8	9.6	11.5	16.1	10.8	10.5	12.1	\$101.57	\$102.73
3	Duckhorn Vineyards ST. HELENA, NAPA VLY., CA	8.1	9.9	10.6	9.9	7.2	4.4	4.3	10.1	8.5	7.5	10.6	\$90.29	\$79.30
4	Sonoma-Cutrer Vineyards WINDSOR, SONOMA CTY., CA	7.1	5.4	10.6	11.4	13.4	14.3	14.3	14.4	15.0	19.3	17.3	\$49.20	\$46.00
5	Silver Oak Wine Cellars OAKVILLE, NAPA VLY., CA	6.7	4.0	5.1	4.5	4.3	8.1	10.0	11.4	11.1	10.8	7.0	\$134.93	\$125.63
6	Frank Family CALISTOGA, NAPA VLY., CA	6.7	3.5	-	2.5	2.4	-	-	-	-	-	-	\$80.79	\$75.14
7	La Crema WINDSOR, SONOMA CTY., CA	5.7	5.4	4.5	8.4	6.2	3.7	5.7	4.4	2.3	2.7	4.5	\$48.67	\$45.27
8	Stag's Leap Wine Cellars NAPA, NAPA VLY., CA	5.2	7.9	6.1	8.4	5.3	5.9	5.4	5.0	7.8	6.4	5.8	\$94.00	\$87.63
9	Decoy ST. HELENA, NAPA VLY., CA	5.2	-	-	-	-	-	-	-	-	-	-	\$60.00	-
10	Franciscan Oakville Estate RUTHERFORD, NAPA VLY., CA	4.8	-	3.5	5.4	3.8	2.6	3.2	6.4	3.3	8.8	6.4	\$67.10	-
11	The Prisoner RUTHERFORD, NAPA VLY., CA	4.8	-	-	-	-	-	-	-	-	-	-	\$83.30	-
12	Caymus Vineyards RUTHERFORD, NAPA VLY., CA	4.8	3.5	4.5	6.4	2.4	5.5	8.2	8.1	7.8	7.1	4.5	\$137.00	\$122.14
13	Justin PASO ROBLES, CA	4.8	4.5	-	-	4.3	2.6	2.2	-	2.9	2.4	-	\$80.00	\$74.22
14	Kistler Vineyards GLEN ELLEN, SONOMA CTY., CA	4.3	2.5	2.5	-	-	-	3.6	3.7	4.6	-	2.1	\$120.33	\$146.00
15	Cristom SALEM, OR	4.3	2.5	-	-	-	-	-	-	2.3	-	-	\$80.33	\$76.00
16	Belle Glos RUTHERFORD, NAPA VLY., CA	4.3	4.5	4.5	2.5	-	-	-	-	-	-	-	\$72.56	\$58.67
17	Flowers Winery CAZADERO, SONOMA CTY., CA	4.3	4.0	4.0	3.0	-	4.4	5.7	4.0	-	-	3.0	\$92.89	\$94.25
18	Simi Winery HEALDSBURG, SONOMA CTY., CA	3.8	3.0	5.1	4.5	3.3	2.6	2.5	5.0	2.9	4.7	5.5	\$50.00	\$50.00

Rank	Winery	Mentions per 100 responses											Average Price	
		'13	'12	'11	'10	'09	'08	'07	'06	'05	'04	'03	'13	'12
19	Veuve Clicquot REIMS, FRANCE	3.8	2.5	4.0	5.0	3.8	7.0	6.5	5.0	6.9	7.5	6.1	\$123.50	\$114.00
20	Chateau Ste. Michelle WOODINVILLE, WA	3.8	4.5	3.0	5.9	4.8	6.6	4.3	5.4	5.2	7.8	7.9	\$40.88	\$36.78
21	Robert Mondavi Winery OAKVILLE, NAPA VLY., CA	3.8	2.5	-	-	2.4	7.0	3.2	7.4	4.6	9.2	9.1	\$62.63	\$59.20
22	Honig Cellars RUTHERFORD, NAPA VLY., CA	3.8	-	3.5	3.5	2.4	2.2	4.3	2.3	2.6	-	2.4	\$80.13	-
23	Domaine Serene DAYTON, OR	3.8	-	2.5	-	3.8	2.2	-	-	2.3	-	-	\$112.75	-
24	Emeritus SEBASTOPOL, SONOMA CTY., CA	3.8	5.4	4.0	3.5	3.8	2.2	-	-	-	-	-	\$76.63	\$78.64
25	Marchesi Antinori FIRENZE, ITALY	3.8	6.4	4.5	5.4	2.4	4.0	4.3	6.0	6.2	3.4	6.1	\$108.50	\$113.00
26	Catena MENDOZA, ARGENTINA	3.3	5.0	3.0	5.4	3.8	2.2	3.9	-	-	-	2.1	\$44.29	\$47.90
27	Frog's Leap Winery RUTHERFORD, NAPA VLY., CA	3.3	-	4.5	4.5	3.8	2.2	4.3	5.4	4.6	6.1	5.5	\$67.86	-
28	La Rioja Alta HARO, LA RIOJA, SPAIN	3.3	-	-	-	-	-	-	-	-	-	-	\$81.71	-
29	Dariouh NAPA, NAPA VLY., CA	3.3	-	-	-	-	-	-	-	-	-	-	\$174.57	-
29	Ferrari-Carano Winery HEALDSBURG, SONOMA CTY., CA	3.3	3.0	5.6	4.5	7.7	7.7	10.0	6.4	5.9	6.4	6.7	\$51.14	\$45.83
31	Ramey HEALDSBURG, SONOMA CTY., CA	3.3	5.0	4.5	4.5	-	2.6	-	2.3	-	-	-	\$92.00	\$78.10
31	Turley Wine Cellars TEMPLETON, PASO ROBLES, CA	3.3	-	-	-	-	2.6	-	-	-	-	-	\$60.29	-
33	Ladera Vineyards ANGWIN, NAPA VLY., CA	3.3	-	-	-	-	-	-	-	-	-	-	\$72.43	-
34	Kendall-Jackson Vineyards SANTA ROSA, SONOMA CTY., CA	3.3	3.5	-	3.0	6.2	6.3	5.7	7.7	12.1	11.2	12.7	\$35.86	\$41.29
35	Coppola RUTHERFORD, NAPA VLY., CA	2.9	3.0	2.5	4.5	2.4	3.3	4.3	4.4	-	5.8	4.8	\$51.67	\$35.17
36	Domaine Drouhin DAYTON, OR	2.9	3.5	-	3.0	2.4	2.6	2.2	-	2.3	2.4	2.4	\$90.33	\$91.43
37	Billecart Salmon MARULI, SUR AY, CHAMPAGNE, FRANCE	2.9	-	-	-	-	-	-	-	-	-	-	\$154.00	-
38	Au Bon Climat SANTA YNEZ, SANTA BARBARA CTY., CA	2.9	2.5	3.0	4.0	-	3.3	2.9	4.7	2.9	2.7	-	\$64.00	\$48.60
39	Heitz Wine Cellars ST. HELENA, NAPA VLY., CA	2.9	5.0	4.0	3.5	-	3.3	3.2	4.0	2.3	2.4	-	\$100.50	\$92.60
40	Rombauer Vineyards ST. HELENA, NAPA VLY., CA	2.9	2.5	7.1	7.4	7.2	6.3	7.5	7.0	6.9	5.4	3.3	\$68.50	\$75.60
41	Robert Sinskey Vineyards NAPA, NAPA VLY., CA	2.9	-	-	-	3.3	-	-	-	2.3	2.4	-	\$82.33	-
42	Grgich Hills Cellar RUTHERFORD, NAPA VLY., CA	2.9	-	3.0	-	-	-	2.9	-	2.3	4.1	4.5	\$86.50	-
43	Banfi MONTALCINO, ITALY	2.4	-	-	-	-	-	-	-	-	-	-	\$48.20	-
44	Ruffino/Tuscan Estates of PONTASSIEVE, ITALY	2.4	3.0	4.0	3.0	2.4	4.4	6.5	6.4	4.9	5.4	5.8	\$60.60	\$69.83
45	Gala Estate MAROUSSI, GREECE	2.4	-	-	3.0	-	-	-	-	-	-	-	\$53.40	-
46	Sigalas OIA, SANTORINI, GREECE	2.4	-	-	-	-	-	-	-	-	-	-	\$84.60	-
47	Hess Collection NAPA, NAPA VLY., CA	2.4	-	-	-	2.9	2.2	5.0	4.7	4.2	5.8	7.3	\$46.20	-
48	Chimney Rock NAPA, NAPA VLY., CA	2.4	-	-	-	-	-	-	-	-	-	-	\$120.60	-
49	Zenato PESCHIERA DEL GARDA, LUGANA ITALY	2.4	-	-	-	-	-	-	-	-	-	-	\$55.60	-
50	Santa Margherita ALTO ADIGE, ITALY	2.4	4.5	5.1	5.4	4.8	5.5	6.8	7.7	7.8	10.2	10.0	\$57.60	\$53.22
50	Schramsberg Vineyards CALISTOGA, NAPA VLY., CA	2.4	-	-	-	-	-	-	-	-	-	-	\$68.40	-

MOST POPULAR WINES BY VARIETY AND COUNTRY

When we conduct our research for the Poll, we ask restaurateurs to list their ten top-selling wines in order of popularity. We then assign point values to the listed wines—from ten points for the most popular wine on the list, to one point for the tenth most popular. The total points a brand accumulates determine its placement in the following categories, grouped by variety and country of origin. The average restaurant wine list prices for individual bottlings appear in the far-right column of each chart.

SAUVIGNON BLANC

SAUVIGNON BLANC'S SHARE OF TOTAL SALES HAS HOVERED STEADILY in the five to eight percent range since we started tracking it as a category in 1992. In the poll's early years, domestic sauvignon blanc led France by a wide margin; by 2012, France's popularity had surged past the US, spurred on by the strong performance of Sancerre. This year sees the US moving back into the lead with six spots in our Most Popular list. As a single appellation, however, Sancerre maintains primacy, with all five of France's entries on the Most Popular list. New Zealand continues to be an important player with three wineries on the Most Popular list, led by Craggy Range from Martinborough.

Tao Uptown in New York City lists four sauvignon blancs among its top-ten most popular wines, including two from California. "Sauvignon blanc is hot right now. People have moved away from chardonnay and pinot grigio. They like sauvignon blanc's bright acidity and fresh fruit flavors," says beverage manager Nick Bill.

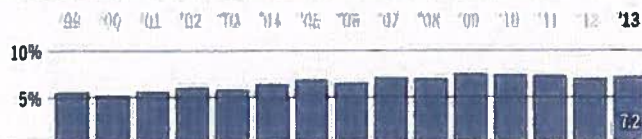
Haley Moore of Seattle's Stock & Bones restaurant group notes, "My sauvignon blanc by the glass has always been my biggest driver. People understand what sauvignon blanc is: a crisp, dry white. They know sauvignon blanc is going to be lean, and they define it against that richer style of chardonnay." They may also like the price: Among the five most popular varietal wines, average sauvignon blanc prices come in \$12 lower than the average merlot, and \$15 less than chardonnay.



MOST POPULAR SAUVIGNON BLANCs

Rank	Pts.	Brand	Bottling	Avg. Price
1	33	Duckhorn Vineyards ST. HELENA, NAPA VLY., CA	Napa	\$62
2	31	Cakebread Cellars RUTHERFORD, NAPA VLY., CA	Napa	\$58
3	30	Honig Cellars RUTHERFORD, NAPA VLY., CA	Napa	\$43
4	25	Craggy Range MARTINBOROUGH, NEW ZEALAND	Martinborough Te Muna Road	\$45
5	22	Lucien Crochet SANCERRE, LOIRE VLY., FRANCE	Sancerre La Croix du Roy Sancerre Le Chêne	\$68 \$56
6	18	Kim Crawford AUCKLAND, NEW ZEALAND	Marlborough	\$45
7	17	Gerard Boulay SANCERRE, LOIRE VLY., FRANCE	Sancerre Clos de Beaujeu	\$81
8	17	Pascal Jolivet SANCERRE, LOIRE VLY., FRANCE	Sancerre Sancerre Les Caillottes	\$65 \$75
9	12	Cloudy Bay MARTINBOROUGH, NEW ZEALAND	Marlborough	\$69
10	12	Frog's Leap Winery RUTHERFORD, NAPA VLY., CA	Rutherford	\$45
11	12	Karine Lauverjat SANCERRE, LOIRE VLY., FRANCE	Sancerre	\$58
12	11	Lieu Dit LOMPOC, CA	Santa Ynez Valley	\$65
13	11	Domaine Vacheron SANCERRE, LOIRE VLY., FRANCE	Sancerre	\$82
14	10	Grgich Hills Cellar RUTHERFORD, NAPA VLY., CA	Napa Fumé	\$70

SAUVIGNON BLANC AS A % OF TOP-SELLING WINES



SAUVIGNON BLANC SHARE OF POINTS & AVERAGE PRICE

by Country	% Share of Points			Avg. Price		
	'11	'12	'13	'11	'12	'13
America	32.7%	26.5%	38.9%	\$49.85	\$51.91	\$51.24
France	43.4	45.8	34.5	63.43	58.52	64.25
New Zealand	19.8	22.9	23.3	43.29	48.94	44.48
Chile	2.5	1.2	0.1	34.66	37.00	36.00
Overall Average Price				\$53.97	\$54.88	\$54.97

(Data reflects the fourth quarter of the year indicated.)

SPARKLING WINES



—Raj Vaidya,
Restaurant
Daniel, NYC

I'm seeing a much higher level of knowledge and sophistication in our guests when it comes to Champagne. They're more open to small producers, and people have begun asking about disgorgement dates. People will drink Champagne throughout different parts of the meal rather than just at the beginning.

SPARKLING WINES

SPARKLING WINE HAS NEVER BEEN SO POPULAR in restaurants as it is today, making up 4.5 percent of the most popular wines on respondents' lists. Champagne dominates the list, with Veuve Clicquot Brut Yellow Label continuing its 18-year-reign in the top position, followed again by Billecart-Salmon. "Champagne has definitely been climbing steadily for the past few years and even more so now," says Kevin Toyama of *La Mer* in Honolulu. "A lot of people go to Champagne right off the bat; they don't even look at pinot gris or Chablis or anything else."

At the same time, Prosecco is enjoying a surge in popularity. "People order sparkling more than I thought they would, and Prosecco sells twice as fast as Cava, even if it's the same price," says Jonathan Waters at *Chez Panisse*. "I've stayed with one producer for a while [Le Vigne di Alice] and we have been ordering ten cases a week, and that's pure by-the-glass sales." In NYC, Craig Atlas of *Acme* says, "Prosecco is easy and inexpensive—lots of times it is ordered even before looking at the wine list."



PINOT GRIS & GRIGIO

PINOT GRIGIO HAS PLATEAUED, holding at half the share of points the variety enjoyed a decade ago. At the time, pinot grigio was so popular that Greg Harrington, MS, then sommelier at *Blue Water Grill* in NYC, said, "I probably supported a whole village in Alto Adige with my pinot grigio sales this year."

Today, when diners choose pinot grigio, Italy is still their go-to, holding five of the top six places, with Santa Margherita holding a lead that it's enjoyed since our first restaurant poll in 1989. The appeal of it and other Italian bottlings like Stella is their ease and lightness, says Adriana Camacho at *The Palm* in Las Vegas. "You could sit on the porch and drink it all afternoon," she says. People want to start off with pinot grigio to get their palate ready before dinner."

When it's American pinot grigio diners want, King Estate is the answer, with both the everyday Acrobat brand and the estate bottlings popular orders. Meanwhile, bottlings from Alsace continue to rank highly with sommeliers; at *Fearrington House Restaurant*, Maximilian Kast pours Zind Humbrecht as well as domaines Weinbach and Paul Blanck to great reception, and calls Radikon his favorite wine to pair for guests: "It surprises those who love the grape, and those who prefer red wine."



MOST POPULAR SPARKLING WINES

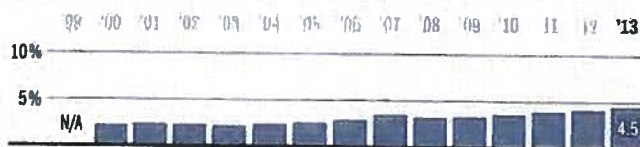
Rank	Pts.	Brand	Bottling	Avg. Price
1	49	Veuve Clicquot REIMS, CHAMPAGNE	Champagne Brut Yellow Label Champagne Brut Rosé	\$126 \$140
2	43	Billecart Salmon MAREUIL-SUR-AY, CHAMPAGNE	Champagne Brut Rosé Champagne Extra Brut	\$186 \$128
3	26	Roederer Estate PHILO, ANDERSON VLY., CA	Anderson Valley Brut Anderson Valley Brut Rosé	\$28 \$75
4	22	Schramsberg Vineyards CALISTOGA, NAPA VLY., CA	Napa Blanc de Blancs North Coast Blanc de Blancs Brut	\$66 \$80
5	20	Adami TREVISO, VLNETO	Prosecco di Valdobbiadene Bosco di Gica Vigneto Giardino	\$33 \$50
6	10	Laurent Perrier TOURS-SUR-MARNE, CHAMPAGNE	Champagne Brut Champagne Brut Rosé	\$95 \$165



I go out of my way to find decent pinot grigios because there are people who still want them; I usually look first to Alto Adige or Collio.

—Jim Mullen,
The Frog & The Peach,
New Brunswick, NJ

SPARKLING WINES AS A % OF TOP-SELLING WINES



SPARKLING WINES SHARE OF POINTS & AVERAGE PRICE

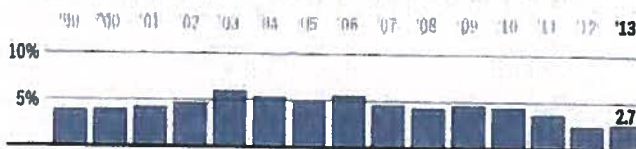
by Country	% Share of Points			Avg. Price		
	'11	'12	'13	'11	'12	'13
France	60.9%	48.2%	55.4%	\$117.13	\$147.49	\$119.60
America	15.7	26.1	16.0	44.50	57.94	51.67
Italy	17.8	20.8	23.4	43.00	37.39	46.53
Spain	3.9	4.8	3.2	40.25	34.00	44.25
Overall Average Price				\$90.49	\$98.29	\$86.49

(Data reflects the fourth quarter of the year indicated.)

MOST POPULAR PINOT GRIS & GRIGIO

Rank	Pts.	Brand	Bottling	Avg. Price
1	22	Santa Margherita ALTO ADIGE, ITALY	Alto Adige	\$58
2	19	King Estate EUGENE, OR	Oregon Oregon Acrobat	\$48 \$36
3	17	Scarpetta TRIULI VENEZIA GIULIA, ITALY	Friuli	\$43
4	12	Barone Fini VALDADIGE, TRENTO ALTO ADIGE	Alto-Adige	\$33
5	12	Banfi MONTALCINO, ITALY	Toscana San Angelo	\$28
6	10	Stella UMBRIA, ITALY	Umbria	\$36

PINOT GRIS & GRIGIO AS A % OF TOP-SELLING WINES



CHARDONNAY

TWENTY-FIVE YEARS AGO, CHARDONNAY WAS AT ITS PEAK POPULARITY, with 44 percent of the most popular wines in our first Restaurant Poll. It has ceded ground, incrementally and continuously, to a host of lesser-known varieties from around the world. Today, with 11.4 percent of the most popular wines, chardonnay remains a major force, led by California's Cakebread, Sonoma-Cutrer and Kistler.

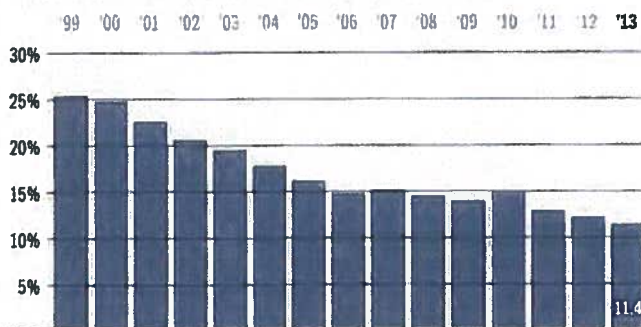
But chardonnay can mean many things: a juicy by-the-glass pour (and keep it cheap!), a pedigreed white Burgundy, something oaky or a tangy, steel-fermented aperitif.

At *Town Hall* in San Francisco, Haley Moore noticed a sort of bifurcation of the chardonnay market: "There are still those people who like a richer, weightier style of chardonnay and others who have learned that it's not as much in fashion anymore; maybe they like that style, but they think it's no longer cool."

On the Old World front, Jadot was, not surprisingly, on top—the Pouilly-Fuissé, in particular, remained a standard introduction to the charms of white Burgundy. Meanwhile, at *Mas (La Grillade)* in New York City, Sarah Looper found that a Chablis from Gilbert Picq hit the optimal price point at \$65. "Bottles like these make a white Burgundy feel more affordable, and sometimes help us get a second bottle on the table," she says.

In Colorado, Ryan Fletter of Denver's *Barolo Grill* and Bobby Stuckey, MS, of *Frasca* found another role for chardonnay: gateway to Northeast Italian whites, pouring chardonnays from Alto Adige (Fletter) and Collio (Stuckey). "You can't just cold call [guests] on something totally obscure," Stuckey comments. "Or maybe you can, if at least one of the selections is a chardonnay."

CHARDONNAY AS A % OF TOP-SELLING WINES



CHARDONNAY SHARE OF POINTS & AVERAGE PRICE

by Country	% Share of Points			Avg. Price		
	'11	'12	'13	'11	'12	'13
America	75.8%	75.0%	77.2%	\$60.81	\$60.02	\$65.28
France	19.0	21.9	20.2	95.27	85.17	88.24

by Appellation	% Share of Points			Avg. Price		
	'11	'12	'13	'11	'12	'13
Sonoma	36.3%	29.3%	31.4%	\$64.45	\$65.67	\$70.05
Napa Valley	15.2	16.1	19.1	71.05	70.12	72.01
Burgundy	18.2	21.5	19.2	97.85	86.18	91.15
Pouilly-Fuissé	2.6	0.4	0.3	51.33	58.00	67.14
Mâcon	0.1	0.3	0.4	30.25	46.00	53.50

Overall Average Price \$67.73 \$66.37 \$70.63

(Data reflects the fourth quarter of the year indicated.)

MOST POPULAR CHARDONNAYS

Rank	Pts.	Brand	Bottling	Avg. Price
1	104	Cakebread Cellars RUTHERFORD, NAPA VLY., CA	Napa Carmos Napa	\$82 \$120
2	76	Sonoma-Cutrer Vineyards WINDSOR, SONOMA CTY., CA	RRV Russian River Ranches Sonoma Coast	\$50 \$44
3	61	Kistler Vineyards GLEN ELLER, SONOMA CTY., CA	Sonoma Coast Les Noisetiers Russian River Valley	\$117 \$130
4	38	Ramey HEALDSBURG, SONOMA CTY., CA	Russian River Valley Sonoma Coast	\$99 \$74
5	32	Ferrari-Carano Winery HEALDSBURG, SONOMA CTY., CA	Sonoma County Alexander Valley	\$46 \$75
6	30	Frank Family CALISTOGA, NAPA VLY., CA	Napa	\$59
7	29	Rombauer Vineyards ST. HELENA, NAPA VLY., CA	Carmos	\$70
8	27	La Crema WINDSOR, SONOMA CTY., CA	Sonoma Coast Monterey	\$46 \$46
9	26	Kendall-Jackson Vineyards SANTA ROSA, SONOMA CTY., CA	California California Vintner's Reserve	\$36 \$35
10	25	Jordan Vineyard & Winery HEALDSBURG, SONOMA CTY., CA	Russian River Valley	\$78
11	25	Patz & Hall NAPA, NAPA VLY., CA	Russian River Valley Dutton Ranch Sonoma Coast	\$77 \$57
12	20	Au Bon Climat SANTA YNEZ, SANTA BARBARA CTY., CA	Santa Barbara Private Label Santa Maria Valley Sanford & Benedict	\$70 \$52
13	19	Simi Winery HEALDSBURG, SONOMA CTY., CA	Sonoma	\$45
14	12	Chateau St. Jean KENWOOD, SONOMA CTY., CA	Sonoma	\$46
15	11	Neyers ST. HELENA, NAPA VLY., CA	Carmos Sonoma County 304	\$45 \$65
16	10	Maison Louis Jadot BEAUNE, CÔTE D'OR, FRANCE	Pouilly-Fuissé	\$60



A lot of people have moved away both from both rich and oaky chardonnay and the lean, green chardonnay and are finding the middle ground: round, ripe fruit but without much oak.

—Ryan Fletter,
Barolo Grill, Denver



I've noticed an increase in chardonnay sales, especially bombastic styles like Kistler. We got a good deal on Les Noisetiers and have been selling it by the glass, which opened doors for some people who hadn't tried it before. That's one example of something that's helped increase the visibility of chardonnay.

—Erik Liedholm,
Seastar, Seattle

PINOT NOIR

PINOT NOIR MAINTAINS A STRONG SECOND among the most popular varietal selections in the nation's restaurants, though it ceded the pole position this year to cabernet. Sommeliers report fast-paced sales and pinot noir's versatility with food has, for all the years of the poll, remained their mantra: "Everybody chooses to go with pinot because when they're ordering fish and somebody else has beef, they ask what wine they should do," says Josiah Baldivino at *Michael Mina* in San Francisco, "I always say pinot."

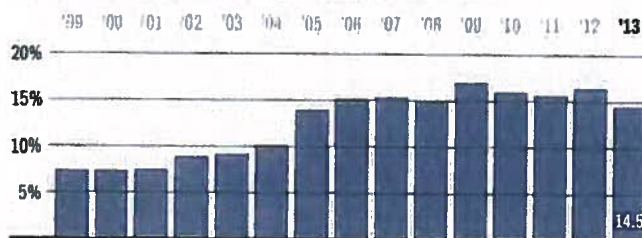
Oregon and California were neck and neck, with Belle Glos taking top California honors, while from Oregon, perennial *W&S Winery of the Year* Cristom was our most-mentioned pinot, and seemed emblematic of pinot's diversity not only at table but in a wine program, too. "This one has been a runaway train," says Sarah Looper at *Mas (La Grillade)* in NYC. "It hit all of my criteria for wines by the glass: It tastes Burgundian, is varietally correct, pairs well with a wide variety of dishes on our menu and over-delivers for the price."



We see pinot as ubiquitous as ever. Five years ago, a lot were expensive, heavy and fruit-driven. Along came some cooler years, some talented young winemakers and their willingness to make less expensive pinots. I've been able to sell good pinot at \$14 a glass.

—Jonathan Waters,
Chez Panisse, Berkeley

PINOT NOIR AS A % OF TOP-SELLING WINES



PINOT NOIR SHARE OF POINTS & AVERAGE PRICE

by Country	% Share of Points			Avg. Price		
	'11	'12	'13	'11	'12	'13
América	86.1%	88.9%	86.5%	\$70.06	\$68.45	\$73.88
France	10.1	8.4	10.2	107.70	76.54	85.06

by Appellation	% Share of Points			Avg. Price		
	'11	'12	'13	'11	'12	'13
Oregon	38.0%	29.9%	30.2%	\$66.21	\$72.56	\$78.47
Sonoma	23.2	22.6	31.0	77.73	74.90	73.61
Carneros	4.8	5.4	4.0	58.66	55.80	67.37
Russian River	12.0	12.7	13.7	81.66	77.82	77.89
Sonoma Coast	8.7	8.3	11.8	75.68	75.34	80.53
Central Coast	11.6	13.2	14.2	79.81	59.21	72.76
Burgundy	8.7	6.8	8.3	114.44	77.04	86.74
Overall Average Price				\$73.40	\$68.74	\$74.31

(Data reflects the fourth quarter of the year indicated.)

MOST POPULAR PINOT NOIRS

Rank	Pts.	Brand	Bottling	Avg. Price
1	56	Cristom SALEM, WILLAMETTE VLY., OR	Willamette Valley Sommer's Reserve Willamette Valley Mt. Jefferson Cuvee	\$82 \$77
2	54	Belle Glos RUTHERFORD, NAPA VLY., CA	Santa Maria Valley Clark & Telephone Sonoma Coast Meiomi	\$97 \$50
3	50	La Crema WINDSOR, SONOMA CTY., CA	Sonoma Coast Sonoma	\$56 \$23
4	41	Domaine Serene DAYTON, WILLAMETTE VLY., OR	Oregon Reserve Evenstad Oregon Yamhill Cuvee	\$132 \$89
5	38	Domaine Drouhin DAYTON, WILLAMETTE VLY., OR	Dundee Hills	\$99
6	37	Emeritus SEBASTOPOL, SONOMA CTY., CA	Russian River Valley Halberg Ranch Russian River Valley	\$74 \$82
7	23	Hirsch Vineyards CAZADERO, SONOMA CTY., CA	Sonoma Coast San Andreas Sonoma Coast Bohan Dillon	\$126 \$72
8	22	Fallia ST. HELENA, NAPA VLY., CA	Sonoma Coast	\$62
9	21	Decoy ST. HELENA, NAPA VLY., CA	Sonoma County	\$50
10	20	Ken Wright Cellars CARLTON, WILLAMETTE VLY., OR	Willamette Valley Carter Oregon Guadalupe	\$112 \$125
11	20	Littoral SEBASTOPOL, SONOMA CTY., CA	Sonoma Coast	\$100
12	20	Ponzi Vineyards BEAVERTON, WILLAMETTE VLY., OR	Willamette Valley MV Willamette Valley	\$57 \$74
13	20	Robert Talbott Vineyard CARMEL VLY., MONTEREY CTY., CA	Santa Lucia Highlands Logan Monterey Kall Hart	\$53 \$52
14	17	Calera Wine Co. HOLLISTER, CA	Central Coast Mt. Harlan de Villiers Central Coast Mt. Harlan Jensen	\$74 \$155
15	16	Au Bon Climat SANTA YNEZ, SANTA BARBARA CTY., CA	Central Coast Santa Barbara	\$58 \$75
16	14	Adelsheim Vineyard NEWBURG, WILLAMETTE VLY., OR	Willamette Valley Seven Springs Elizabeth's Reserve	\$66 \$98
17	12	Copain HEALDSBURG, SONOMA CTY., CA	Anderson Valley Tous Ensemble	\$70
18	12	J. Christopher NEWBURG, WILLAMETTE VLY., OR	Willamette Valley	\$56
19	12	Paul Hobbs Winery SEBASTOPOL, SONOMA CTY., CA	Sonoma Coast Crossbar Russian River Valley	\$57 \$75
20	12	Robert Sinskey Vineyards NAPA, NAPA VLY., CA	Carneros	\$77
21	11	Flowers CAZADERO, SONOMA CTY., CA	Sonoma Coast	\$108
22	11	Merry Edwards WINDSOR, SONOMA CTY., CA	Russian River Valley Sonoma Coast	\$70 \$68
23	10	Angeline SANTA ROSA, SONOMA CTY., CA	Sonoma	\$40
24	10	Brooks AMITY, WILLAMETTE VLY., OR	Willamette Valley	\$69
25	10	Evening Land Vineyards LOMPOC, CA	Eola-Amity Hills Seven Springs Willamette Valley Blue Label	\$105 \$58
26	10	Hartford Family Winery FÖRESVILLE, CA	Russian River Valley Hartford Court	\$62
27	10	Maison Roche de Beilene BEAUNE, BURGUNDY	Bourgogne Savigny-les-Beaune Vieilles Vignes	\$60 \$65



I have this lovely Côte de Nuits Villages on my list—the Domaine Patois 2010—that was not selling. At all. So I reprinted it pinot noir listed next to Côte de Nuits and now it sells like crazy.

—Craig Atlas, *Acme, NYC*

CABERNET SAUVIGNON

CABERNET IS KING, returning to the throne following Americans' sustained infatuation with pinot noir. Indeed, if you look at the top 20 brands in this year's poll, more than half have significant devotion to cabernet sauvignon, including four of the top five. And people are willing to pay for it, too: the average price for a bottle jumped \$13, to an all-time high of \$98.27, and soars up to \$114 for Napa Valley cabernet and \$166 for Bordeaux from St-Julien.

Drinking cabernet in California restaurants, of course, is a little like partaking of the official state wine beverage. "The people who order it are either thinking about the home team—proud California drinkers—or they're tourists who want to drink something local," explains Lulu McAllister of *NOPA* in San Francisco.

Not surprisingly, steakhouse sommeliers, for whom cabernet is the stock in trade, are the main drivers of its resurgence. "At our steakhouse it's California cab, and Washington cab like Quilceda Creek—we can't get enough of it," says Erik Liedholm about *John Howie Steak*, in Seattle. Others note that there are more cabs, and more styles of cab, to choose from these days—even from Napa. "On my list, if someone wants what they already know there's the Joseph Phelps," explains Dana Farner of *CUT*, in Beverly Hills. "But I have options at the same price point that can take them in a totally different direction, like Scribe, a wine which I feel is a wine of truth, where you can taste the grapes, you can taste the vineyard."

Sommeliers are noting that at least one of the changes in style has taken the form of restraint. "People aren't going for those huge domestic cabernets anymore; people are drinking Cathy Corison's wines, and drinking Dunn," says Haley Moore of the restaurant group Stock & Bones. That style describes the top two wines in our poll results, Jordan and Silver Oak, traditional brands and perennial favorites in these pages. Rocketing to third place overall is a relative newcomer, Frank Family, whose attractive pricing made for a steep rise.

"I'm really excited about the turn that I feel Napa Valley cabernet is taking," says Dana Farner. "I'm excited about wineries moving toward quieter styles, wines that let the fruit speak more clearly. It's funny, when you talk to wineries they don't want to talk about it. You say 'you're changing' and they say 'no, we're the same as we've always been,' and then you point to that vintage that was 16 percent alcohol, and in this one, terroir's more of a focus, and it's 13.8."

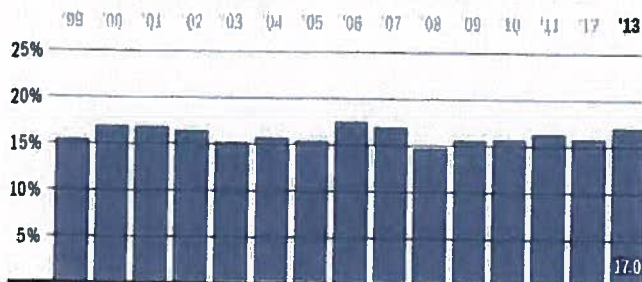
These are wines that sommeliers are also seeking out to cellar and serve with some bottle age. "Having an aged wine is one of the great things about wine," says Charles Puglia of *Blue Hill at Stone Barns*, just north of NYC. "When you drink a great wine at a really young age, it's like having a Ferrari but you're only able to peek inside the window. California wines that are terroir-driven and can age have really become our focus."

And although France didn't make the list this year, Bordeaux still sells—at least when the price is right. "I go through a case of Cante-nac-Brown 2006 Margaux a month," says David Fletcher of *L'Escale* in Greenwich, Connecticut. "It's readily priced and ready to drink. If it's a great house and an off year, it can be a terrific deal."

MOST POPULAR CABERNET SAUVIGNONS

Rank	Pts.	Brand	Bottling	Avg. Price
1	125	Jordan Vineyard & Winery HEALDSBURG, SONOMA CO., CA	Alexander Valley Estate	\$108
2	93	Silver Oak Wine Cellars OAKVILLE, NAPA VLY., CA	Alexander Valley Napa	\$130 \$195
3	48	Frank Family CALISTOGA NAPA VLY., CA	Napa	\$98
4	48	Franciscan Oakville Estate RUTHERFORD, NAPA VLY., CA	Napa Napa Heritage	\$61 \$140
5	46	Caymus Vineyards RUTHERFORD, NAPA VLY., CA	Napa	\$147
6	42	Stag's Leap Wine Cellars NAPA, NAPA VLY., CA	Napa Artemis Napa Fay	\$102 \$118
7	41	Darloush NAPA, NAPA VLY., CA	Napa Napa Valley Caravan	\$182 \$130
8	38	Ladera Vineyards ANGELES, NAPA VLY., CA	Napa	\$72
9	37	Simi Winery HEALDSBURG, SONOMA CO., CA	Alexander Valley Alexander Valley Landslide	\$47 \$65
10	34	Heltz Wine Cellars ST. HELENA, NAPA VLY., CA	Napa	\$101
11	33	Justin PASO ROBLES, CA	Paso Robles	\$61
12	33	Cakebread Cellars RUTHERFORD, NAPA VLY., CA	Napa Napa Rutherford	\$137 \$125
13	30	Chateau Ste. Michelle WOODINVILLE, WA	Columbia Valley Washington Cold Creek Vineyard	\$44 \$66
14	27	Coppola RUTHERFORD, NAPA VLY., CA	Alexander Valley Director's Cut California Black Label Cabernet	\$57 \$46
15	25	Louis Martini Winery ST. HELENA, NAPA VLY., CA	Napa Sonoma County	\$56 \$38
16	22	Chimney Rock NAPA, NAPA VLY., CA	Stags Leap District	\$158
17	21	Freemark Abbey ST. HELENA, NAPA VLY., CA	Napa	\$62
18	20	Groth Vineyards OAKVILLE, NAPA VLY., CA	Oakville	\$110
19	20	Hall ST. HELENA, NAPA VLY., CA	Napa	\$72
20	20	Robert Mondavi Winery ST. HELENA, NAPA VLY., CA	Napa Oakville	\$54 \$105
21	19	Chappellet ST. HELENA, NAPA VLY., CA	Napa Mountain Cuvee Napa Signature	\$86 \$120
22	18	Joseph Phelps ST. HELENA, NAPA VLY., CA	Napa	\$115
23	17	Pied à Terre BROOKLYN, NY	Napa County	\$60
24	16	Hess Collection NAPA, NAPA VLY., CA	California Hess Select Napa Altomi	\$44 \$60
25	15	Honig Cellars RUTHERFORD, NAPA VLY., CA	Napa	\$77
26	15	Chateau Montelena CALISTOGA, NAPA VLY., CA	Napa Napa Napa Cuvee	\$78 \$112
27	13	Opus One OAKVILLE, NAPA VLY., CA	Napa	\$402
28	13	Duckhorn Vineyards ST. HELENA, NAPA VLY., CA	Napa Valley Decoy Napa	\$70 \$120
29	12	Faust RUTHERFORD, NAPA VLY., CA	Napa	\$127
30	11	Grgich Hills Cellar RUTHERFORD, NAPA VLY., CA	Napa	\$95

CABERNET SAUVIGNON AS A % OF TOP-SELLING WINES



CABERNET SAUVIGNON SHARE OF POINTS & AVERAGE PRICE

by Country	% Share of Points			Avg. Price		
	'11	'12	'13	'11	'12	'13
America	93.0%	94.2%	95.6%	\$88.28	\$86.38	\$98.68
France	2.6	3.3	1.7	101.90	77.74	112.50
Chile	1.8	0.8	0.3	28.25	43.80	24.00

by Appellation	'11	'12	'13	'11	'12	'13
Napa Valley	59.1%	58.1%	56.8%	\$99.10	\$98.37	\$114.42
Sonoma	20.0	18.2	23.2	79.80	79.67	85.35
Washington	3.9	5.1	4.1	76.20	55.30	60.36
Bordeaux	2.6	2.4	1.6	108.10	84.23	121.43
Margaux	0.4	1.0	0.2	105.00	101.85	89.00
St-Julien	0.2	—	0.3	143.00	—	166.67
Pauillac	0.4	—	—	145.00	—	—
St-Estèphe	0.1	0.6	0.5	60.00	61.00	72.00
Overall Average Price				\$87.35	\$85.25	\$98.27

(Data reflects the fourth quarter of the year indicated.)



I'm really excited about the turn that I feel Napa Valley cabernet is taking. I'm excited about wineries moving toward quieter styles, wines that let the fruit speak more clearly.

—Dana Farner,
CUT, Los Angeles

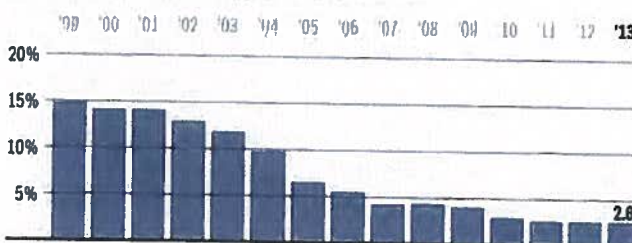
MERLOT

"TOTALLY WAITING FOR MERLOT TO MAKE A COMEBACK," says Chris Van Hoy of *Kin Shop* in New York City. While a merlot resurgence may not be in the offing, the demand seems to have stabilized, with diners particularly turning to Duckhorn for their merlot fix, though Bordeaux and even Argentina also held sway. At *Seastar* in Seattle, Erik Liedholm was surprised to see a proprietary bottling made by Mark Ryan rocket to the top of his wine sales. "Sideways be damned!" he exclaims.

MOST POPULAR MERLOTS

Rank	Pts.	Brand	Bottling	Avg. Price
1	52	Duckhorn Vineyards ST. HELENA, NAPA VLY., CA	Napa Estate Napa	\$93 \$109
2	11	Benziger GLEN EILEN, SONOMA CTY., CA	Sonoma	\$38
3	10	Catena MENDOZA, ARGENTINA	Mendoza Alamos	\$42
4	5	Château Lassegue ST-EMILION, BORDEAUX	St-Emilion	\$90

MERLOT AS A % OF TOP-SELLING WINES



ZINFANDEL

"THE WORLD OF ZIN IS CHANGING, which I'm glad to see," says Lulu McAllister of *NOPA* in San Francisco. "There are a lot of options, not just 17 percent alcohol." She did well with wines from classic producers like Ridge and Green & Red. Meanwhile, a proprietary Green & Red bottling remained the longstanding house red at Berkeley's *Chez Panisse*. Outside the Bay Area fishbowl, though, it was The Prisoner, a zin-based blend from Napa, that struck a chord with zin fans.

MOST POPULAR ZINFANDELS

Rank	Pts.	Brand	Bottling	Avg. Price
1	34	The Prisoner RUTHERFORD, NAPA VLY., CA	Napa	\$85
2	29	Turley TEMPLETON, CA	California Juveniles Paso Robles Old Vine	\$53 \$50
3	12	Storybook Mountain CALISTOGA, NAPA VLY., CA	Napa Eastern Exposures	\$61
4	11	Green & Red ST. HELENA, NAPA VLY., CA	Napa Chiles Canyon	\$45
5	10	Frog's Leap Winery RUTHERFORD, NAPA VLY., CA	Napa	\$60
6	10	Unti HEALSBURG, SONOMA CTY., CA	Dry Creek Valley	\$50

FRENCH WINES

THE LOIRE IS ON A TEAR, TAKING 10 OF THE TOP 17 PLACES ON France's Most Popular list. Sancerre gets most of the love from restaurant patrons, yet perhaps the love is spreading to other parts of the Loire: Vouvray and Muscadet rose to the top of the list this year. At *NOPIA* in San Francisco, Lulu McAllister finds Saumur sells well. "I feel like I can't keep enough cabernet franc around anymore, especially Clos Rougeard—I can hardly keep it stocked," she says.

Overall, however, France took a bit of a hit this year, losing some of its share of respondents' top-ten lists to Spain. Price seems to be a sticking point. "People are so scared of Burgundy because of price," says Josiah Baldivino of *Michael Mina* in San Francisco. He looks for more affordable bottles to get diners hooked. "If you bring them something affordable and they like it, they get really excited," he says, citing great success with a Pacalet Nuits-St-George and Pates Loup Chablis.

Today, sommeliers also report more interest in lesser-known regions of the Rhône. While David Gordon at *Tribeca Grill* in NYC has always done well with Châteauneuf-du-Pape, he admits he has an advantage over buyers trying to get in today. "The list started really growing around 1998, 99, 2000; at that time, 80 percent of Châteauneuf-du-Papes were under \$100," he says. Now that the region is getting more coverage from the press, he says, prices have gone up, but he hasn't marked up the older bottles to the current level, and that helps sales a lot. Those who haven't had the luxury of getting in early are finding more luck selling Gigondas and St-Joseph, or even lesser known regions. "Corbières is doing great," says Kevin Toyama of *La Mer*, Honolulu. "In the Rhône, a lot of producers in the younger generation are crafting stylish wines that people are paying attention to."



I've had it up to here with Sancerre. I could put ten on the list and they'll all sell well. People like the light body, the crispness and minerality. Even in the winter they're asking for it.

—David Fletcher, *L'Escale*, Greenwich, CT

MOST POPULAR FRENCH WINES

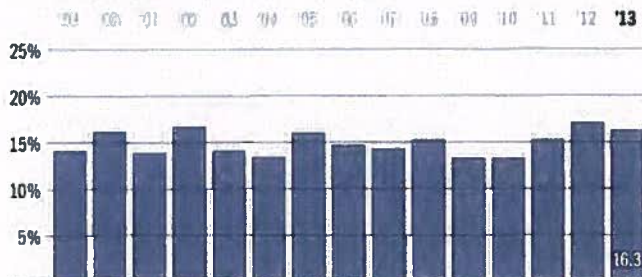
Rank	Pts.	Brand	Bottling	Avg. Price
1	22	Lucien Crochet SANCERRE, LOIRE	Sancerre La Croix du Roy Sancerre Le Chêne	\$68 \$56
2	19	Huet VOUVRAY, LOIRE	Vouvray Sec Le Haut Lieu Vouvray Sec Le Mont	\$55 \$65
3	17	Gérard Boulay SANCERRE, LOIRE	Sancerre Clos de Beaujeu	\$81
4	17	Pascal Jolivet SANCERRE, LOIRE	Sancerre Sancerre Les Caillottes	\$65 \$75
5	16	Maison Joseph Drouhin BEAUNE, CÔTE D'OR	Chablis 1er Cru Chambolle-Musigny	\$95 \$75
6	16	Maison Louis Latour BEAUNE, CÔTE D'OR	Pouilly-Fuissé Bourgogne Rouge	\$48 \$42
7	15	Domaine de la Pépière MAISON SUR SEVRE, LOIRE	Muscadet-Sèvre-et-Maine Sur Lie Muscadet Les Gras Moutons	\$35 \$50
8	12	Karine Lauerjat SANCERRE, LOIRE	Sancerre	\$58
9	11	Domaine des Baumard ROCHEFORT-SUR-LOIRE	Savennières	\$68
10	11	Domaine Vacheron SANCERRE, LOIRE	Sancerre	\$82
11	10	Maison Louis Jadot BEAUNE, CÔTE D'OR	Pouilly-Fuissé	\$60
12	10	Maison Roche de Bellene BEAUNE, CÔTE D'OR	Bourgogne Rouge Savigny-lès-Beaune Vieilles Vignes	\$60 \$65
13	10	Domaine Les Pallières GIGONDAS, RHÔNE	Gigondas Les Racines	\$98
14	10	Maison Leroy MEURSAULT, CÔTE D'OR	Bourgogne Blanc Fleurs de Vignes	\$99
15	10	Fournier SANCERRE, LOIRE	Sancerre	\$86
16	10	François Chidaine MONTLOUIS, LOIRE	Montlouis Clos Breuil Montlouis Les Bourmais	\$52 \$64
17	10	Yves Cuilleron CHAVANAY, RHÔNE	Saint Joseph Condrieu La Côte	\$75 \$150



francophile guests who say they want something big, and if they go to France, often they feel more comfortable going to a familiar name like Bordeaux. The 2006 Château La Peyrie Saint-Estève tastes like real Bordeaux around—it has perfect acid, no oaky, it's not all polished or velvety, and I can sell it for \$85 a bottle. How can you beat that?

—Sarah Looper,
Mas (La Grillade), NYC

FRENCH WINES AS A % OF TOP-SELLING WINES



FRENCH WINES SHARE OF POINTS & AVERAGE PRICE

	% Share of Points			Avg. Price		
by Appellation	'11	'12	'13	'11	'12	'13
Burgundy	26.9%	25.1%	24.3%	\$103.12	\$83.24	\$88.15
Bordeaux	8.0	10.2	8.1	118.85	79.72	91.34
Champagne	13.4	12.3	14.4	119.28	155.58	128.09
Loire	25.5	25.1	25.3	62.45	57.58	60.18
Rhône	11.4	16.3	12.2	89.72	76.59	84.27
Alsace	2.6	1.9	2.0	49.30	73.57	52.71
Overall Average Price				\$89.52	\$80.08	\$80.55

(Data reflects the fourth quarter of the year indicated.)

ITALIAN WINES

TUSCANY IS IN: THREE TUSCAN BRANDS TAKE THE TOP THREE SPOTS this year. Italian reds knocked Santa Margherita down to sixth place; based on pinot grigio, the brand held the top slot all but three years of the last 24. Chianti is one driving force (see page 32 for our report on the opening of *Tosca* in San Francisco, and its focus on *fiaschi*). "You sometimes think about Chianti as a brand more than a location," says Ryan Fletter of *Barolo Grill* in Denver. "Young people who didn't have bad experiences with those old, thin Chianti are finding it to be a really positive thing." It's not just newcomers to Chianti, either, says Bobby Stuckey at *Frasca* in Boulder. "If you spend time in wine bars in Florence and talk to young somms, you'll hear Tuscany is where Piedmont was five years ago. You had producers trying to make international wines, but now you have producers in Radda inspired by Monteverdine working with autochthonous vines. Let's be honest: how many guests come into *Frasca* after a honeymoon in Tuscany? It's in their DNA forever."

The rest of the Most Popular list shows interest in every part of the boot, with entries from Sicily up to Alto Adige. "People are definitely more intrigued by Italian wines," says Haley Moore at the Stock & Bones group. "Restaurants like *SPQR* and *A16* have helped make people more comfortable with things like nerello mascalese. At *Anchor & Hope* I actually sell more nerello mascalese than domestic pinot!"



I've never written much about Italy in my file. Our annual list is changing all the time because it reflects what Super Tuscans also do well here. I hope this to make wine from Tuscany.

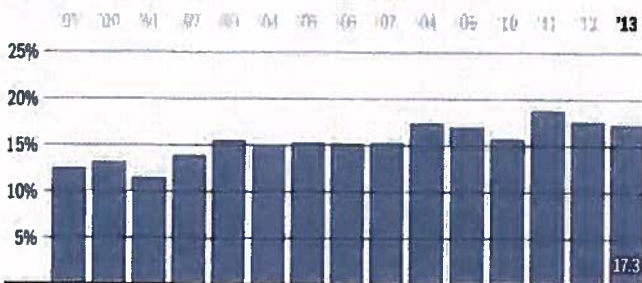
—Hristo Zisovski,
Ai Fiori, NYC

ITALIAN WINES SHARE OF POINTS & AVERAGE PRICE

by Appellation	% Share of Points			Avg. Price		
	'11	'12	'13	'11	'12	'13
Chianti Classico	7.0%	8.7%	5.7%	\$53.26	\$58.93	\$54.44
Brunello di Montalcino	6.7	3.6	4.0%	105.81	122.69	125.13
Pinot Grigio						
Alto Adige	5.8	6.6	2.6%	46.70	48.15	46.16
Friuli	2.9	1.9	3.0%	40.30	36.71	45.28
Barolo & Barbaresco	6.3	7.2	5.9%	130.38	194.43	110.91
Overall Average Price				\$64.83	\$72.03	\$62.55

(Data reflects the fourth quarter of the year indicated.)

ITALIAN WINES AS A % OF TOP-SELLING WINES



MOST POPULAR ITALIAN WINES

Rank	Pls.	Brand	Bottling	Avg. Price
1	43	Banfi MONTALCINO, TUSCANY	Toscana San Angelo Pinot Grigio Brunello di Montalcino	\$28 \$115
2	35	Ruffino PONTASSIEVE, TUSCANY	Chianti Classico Riserva Ducale Gold Toscana Modus Sangiovese	\$70 \$55
3	33	Marchesi Antinori FIRENZE, TUSCANY	Toscana Tignanello Chianti Classico Villa Antinori	\$192 \$44
4	24	Cos VITTORIA RAGUSA, SICILY	Cerasuolo di Vittoria Sicilia Rami	\$62 \$55
5	23	Zenato PESCHITTA DI L. GARDA, VENETO	Valpolicella Ripasso Veneto Pinot Grigio	\$71 \$30
6	22	Santa Margherita ALTO ADIGE	Alto Adige Pinot Grigio	\$58
7	22	Scarpetta FRIULI-VENEZIA GIULIA	Friuli Pinot Grigio Barbera del Monferrato	\$43 \$55
8	21	G.D. Vajra BAROLO, PIEMONTE	Barbera d'Alba Barolo	\$52 \$98
9	20	Nino Negri CHIUSO, LOMBARDY	Lombardy Stelle Stursat 5 Valtellina Superiore Quadrio	\$235 \$55
10	19	Arianna Occhipinti VITTORIA, SICILIA	Sicilia SP68 Sicilia Frappato	\$48 \$72
11	18	Damiano LA MORRA, PIEMONTE	Barbera d'Asti Barolo	\$34 \$60
12	18	Fattoria La Valentina SPULTORE, ABRUZZO	Montepulciano d'Abruzzo Spell	\$53
13	17	Angelo Gaja BARBARESCO, PIEMONTE	Bolgheri Ca'Marcanda Promis	\$98
14	17	San Felice CASTELNUOVO BERARDENGA, TUSCANY	Chianti Il Grigio Chianti Classico Riserva Poggio Rosso	\$52 \$120
15	16	Jermann GORIZIA, FRIULI	Friuli Pinot Grigio Friuli Vintage Tunina	\$57 \$120
16	16	Marchesi di Barolo LANGHE, PIEMONTE	Barolo Barbera d'Alba Mareia	\$113 \$34
17	15	Abbazia di Novacella VARNA BOLZANO, ALTO ADIGE	Alto Adige Kerner Trentino Pinot Grigio	\$44 \$48
18	15	J. Hofstätter TRAMIN, ALTO ADIGE	Alto Adige Pinot Nero Alto Adige Pinot Grigio	\$52 \$38
19	15	Vallevo ABRUZZI	Montepulciano d'Abruzzo	\$34
20	15	Vietti CASTIGLIONE FALLETTO, PIEMONTE	Piedmont Perbacco	\$56
21	12	Barone Fini TRENTINO, ALTO ADIGE	Veneto Pinot Grigio	\$33
22	12	Rodano CASTELLINA, TUSCANY	Chianti Classico	\$43
23	11	Alto Lageder MAGRE, ALTO ADIGE	Alto Adige Pinot Blanc Alto Adige Pinot Grigio	\$39 \$39
24	11	Altesino MONTALCINO, TUSCANY	Brunello di Montalcino Rosso di Montalcino	\$140 \$48
25	11	Cantina Sant'Evasio ASTI, PIEMONTE	Barbera d'Asti Piemonte	\$48 \$44
26	11	Masciarelli ABRUZZO	Montepulciano d'Abruzzo Marina Cretic	\$57
27	11	Masi VERONA	Valpolicella Amarone Costasera Valpolicella Ripasso Campofiorin	\$100 \$45
28	10	Brancale CASTELLINA, CHIANTI	Toscana Tre	\$53
29	10	Castello di Neive NEIVE CUNEO, PIEMONTE	Barbaresco Santo Stefano Barbaresco Riserva Santo Stefano	\$84 \$132
30	10	Fratelli Alessandria VIRDUINO CUNEO, PIEMONTE	Barbera d'Alba Piora Barolo	\$58 \$98
31	10	Stella UMBRIA	Umbria Pinot Grigio	\$36
32	10	Vignalta PADOVA, VENETO	Colli Euganei Gemola Veneto Merlot Cabernet	\$64 \$56

SPAIN

SPAIN REBOUNDED from last year's poor showing in our poll results, rising from its lowest share of 2.7 percent in 2012 to this year's 4.4 percent in number of mentions on best-selling lists. La Rioja Alta led the way, even making 28th Most Popular wine on the Restaurant Top 50 list. Perceived value is part of the appeal: "It's still possible to get a beautiful bottle of wine from Spain for \$50 or less, and that's not always so easy with other regions," says Gil Avital of *Tertulia* in NYC. While tempranillo is still the top Spanish variety, other wines are making a splash as well, with the Martín Códax albariño placing on our Popular Bargains list. "I think people are really starting to look for Spanish wines," says Debra Kirsch of *Jacques Imo's* in New Orleans. "We have a Cava that we pour by the glass that people are going crazy for and an albariño that is selling really well."



MOST POPULAR SPANISH WINES

Rank	Pts.	Brand	Bottling	Avg. Price
1	45	La Rioja Alta HARO, LA RIOJA, SPAIN	Rioja Reserva Viña Arana Rioja Reserva Ardanza Rioja Gran Reserva 904	\$75 \$79 \$110
2	19	Bodegas Fernández VALLADOLID, SPAIN	Toro Dehesa la Granja - Zamora Ribera del Duero El Vinculo	\$47 \$63
3	14	Alto Moncayo BORJA, ZARAGOZA, SPAIN	Campo de Borja Veraton Garnacha Campo de Borja Garnacha	\$61 \$70
4	13	Numantria Termes ZAMORA, SPAIN	Toro	\$57
5	13	R. López de Heredia HARO, LA RIOJA, SPAIN	Rioja Reserva Bosconia Rioja Crianza Viña Cubillo	\$71 \$14
6	13	Senorio de Pecifa BRINAS, LA RIOJA, SPAIN	Rioja Crianza Rioja Joven	\$45 \$56
7	11	Pago de los Capellanes BURGOS, RIBERA DEL DUERO, SPAIN	Ribera del Duero Crianza Ribera del Duero Joven	\$60 \$39

NEW ZEALAND

SAUVIGNON BLANC IS STILL THE DRIVER behind New Zealand's popularity on restaurant lists, maintaining its share of respondents' top-ten lists in relation to the US and France. New Zealand sauvignon blanc has developed such a strong identity that it's become a comfort zone for consumers. "Whenever I pour a New Zealand sauvignon blanc by the glass it sells well," says Justin Spano at *The Saint Paul Grill* in St. Paul, Minnesota. "Consumers are comfortable with that style." At New Jersey's *The Frog and the Peach*, Jim Mullen has just two Marlborough sauvignon blancs on his 450-bottle list, and both are among his top-selling wines. "It's something that people know and reach for," he says.



MOST POPULAR NEW ZEALAND WINES

Rank	Pts.	Brand	Bottling	Avg. Price
1	25	Craggy Range MARLBOROUGH	Marlborough Te Muna Road Sauvignon Blanc	\$45
2	18	Kim Crawford AUCKLAND	Marlborough Sauvignon Blanc	\$45
3	12	Cloudy Bay MARLBOROUGH	Marlborough Sauvignon Blanc	\$69

ARGENTINA

"THERE IS ALWAYS MALBEC," says Chris Van Hoy of New York City's *Kin Shop*. Argentina may have showed a slight dip in total share from 3.1 to 2.8 percent, but malbec has its strongholds. "Our top wine of the past year was the Ben Marco 2010 Mendoza malbec," says Van Hoy. "It sold itself. We never had to talk about it." Some would prefer not to talk about it at all: "I don't even taste malbec from Argentina," says Jonathan Waters of *Chez Panisse* in Berkeley. Others, however, see it as a viable alternative to bigger reds: "Some people are switching to it from California cabernet," says Adriana Camacho of *The Palm* in Las Vegas. "Now I've got four in \$70 range and they're selling." Still, the most popular bottlings come from Catena, at around \$42 a bottle; they rank 26th on the Top 50 Most Popular Wines overall.



MOST POPULAR ARGENTINE WINES

Rank	Pts.	Brand	Bottling	Avg. Price
1	52	Catena MENDOZA	Vista Flores Malbec Mendoza Alamos Merlot	\$43 \$42
2	25	Renacer MENDOZA	Mendoza Allegri & Renacer Enamore Mendoza Pinto Final Malbec	\$52 \$51
3	13	Ben Marco MENDOZA	Mendoza Malbec	\$43
4	10	Amalaya CATAYATE, SALTA	Salta Malbec	\$37



Malbecs from Argentina used to be big andinky. In the last few years, the style has become more medium-bodied with more acidity. People gravitate toward it because it's easy drinking, not super tannic, well priced and consistent.

—Carrie Lyn Strong,
Aureole, NYC

CHILE

IN RESPONDENTS' LISTS OF TOP-SELLING WINES, we were struck that a restaurant at the level of *The Inn at Little Washington* would list a Chilean wine as the new wine selection that was the biggest success. We asked the *Inn's* wine director, Jennifer Knowles, about the wine, Louis-Antoine Luyt's Huasa de Trequilemu Pais. "I first tasted it blind," she told us, "and thought it was cru Beaujolais. The wine is so unique, and then when you hear that it comes from 200-plus-year-old vines...it really evokes a reaction. I bought it because it's delicious, and it works well with our menu, pairing well with foie gras to curry to steak tartare, and the flavors in the wine change with different dishes." Knowles wasn't the only sommelier to mention the wine in follow-up interviews. According to Aaron Sherman at *Girl & the Goat* in Chicago, "People generally don't know about Luyt, but after they speak with the staff, the price point is spot on and it flies out the door. I can't keep either his carignan or pais in house."

GREECE

GREEK WINES ARE TURNING UP EVERYWHERE THESE DAYS. "The quality of Greek wines had been improving, with more winemakers starting to do things like use indigenous yeasts and make single-vineyard wines," explains Kamal Kouiri, who's assembled nearly 500 Greek wines for his list at *Molyvos* in midtown Manhattan. "A lot of the best wines never used to leave the country, but since the financial crisis, Greece has focused more on export markets so there are a lot more good, small-production wines available here." Santorini's assyrtiko remains the gateway wine for Greece, Gaia and Sigalas taking the top two spots. "The Gaia is one of the best that I've tasted, and I can tell from the guests' expressions when they taste it that they like it," says Kyungmoon Kim at *Jungsik* in New York City, where it's his best-selling wine by the glass. "Often they'll order a full bottle. It's been a really steady seller for us." Jonathan Waters at *Chez Panisse* in Berkeley reports success with several bottlings: "If I find a Santorini I like, it will move along, with the caveat that it's not expensive."



MOST POPULAR GREEK WINES

Rank	Pts.	Brand	Bottling	Avg. Price
1	32	Gaia Estate NEMEA & SANTORINI	Santorini Thalassitis Assyrtiko Nemea Notos Agiorgitiko	\$60 \$50
2	30	Sigalas DIA, SANTORINI	Santorini Assyrtiko Santorini Mavrotragano	\$51 \$120
3	16	Alpha Estate AMYDEON	Florina Malagousia Floria Utopia Tannat	\$52 \$80
4	13	Domaine Spiropoulos MANITINIA, ARCADIA	Nemea Agiorgitiko Manitina Moschofilero	\$60 \$48



When a guest comes in looking for something new, assyrtiko is a perfect option; not too crazy and out there, but crisp, refreshing and super versatile.

—Francine Mace, *Amali*, NYC

POPULAR BARGAINS

IN 1995, WHEN WE ASKED SOMMELIERS TO NAME the lowest-priced wine on their list, the most popular selections were Beringer, Mondavi and Sutter Home white zinfandels. While Beringer still hovers at #2, and Woodbridge by Robert Mondavi also gets a nod, white zinfandel has been superseded by wines ranging from Tuscan whites to cool, minerally Muscadet and Spanish albariño. As you might expect, prices are also up, going from \$32.25 to \$34.11, with 25 percent of respondents reporting a price hike. But sommeliers remain sensitive to diner's desire for good value. "It's easier to get people to commit to spending \$50 on a bottle than \$100," says Joe Camper at *db Bistro Moderne* in New York. "And I find that if I can gain a guest's trust with a great \$50 bottle, they'll give me the chance to show them something really spectacular, and perhaps more expensive, with the second bottle."

LOWEST-PRICED WINES ON RESTAURANT WINE LISTS

Brand	Bottling	Average Price	Millions of Responses
Banfi MONTALCINO, ITALY	Toscana Le Rime White Dolcetto d'Acqui Vigne Regali Dolcetto	\$36 \$27	1.5
Beringer Vineyards ST. HELENA, NAPA VLY., CA	California White Zinfandel Napa Clear Lake Vineyard Zinfandel	\$25 \$25	1.5
Canyon Road MODISTO, CA	California Chardonnay California Pinot Grigio	\$28 \$24	1.5
Benziger GLEN ELLEN, SONOMA CO., CA	Sonoma Cabernet Sauvignon Sonoma Merlot	\$32 \$40	1.0
Bodegas Colomé SALTA, ARGENTINA	Salta Torrontes	\$36	1.0
Chateau Ste. Michelle WOODINVILLE, WA	Columbia Valley Riesling Columbia Valley Indian Wells Merlot	\$24 \$40	1.0
Domaine de la Pépière MAISON SUR SEVRE LOIRE, FRANCE	Muscadet Sur Lie Muscadet Cuvée Vieilles Vignes	\$36 \$38	1.0
Martin Códax RIAS BAIXAS, GALICIA, SPAIN	Rias Baixas Albariño	\$41	1.0
Honig Cellars RUTHERFORD, NAPA VLY., CA	Napa Sauvignon Blanc	\$39	1.0
St. Michael-Eppan ALTO ADIGE, ITALY	Alto Adige Pinot Grigio	\$34	1.0
Stellina di Notte VENETO, ITALY	Veneto Pinot Grigio	\$35	1.0
Woodbridge By Robert Mondavi ACAMPO, CA	California White Zinfandel	\$20	1.0
Zenato PESCHIERA DEL GARDA, VENETO	Veneto Pinot Grigio	\$29	1.0

CENTRAL & EASTERN EUROPE

THE CLASSIC WINE REGIONS LONG HIDDEN BEHIND THE BERLIN WALL are making a major splash in top dining rooms in the US. Wines from Hungary, Slovenia and Croatia, in particular, earned more recognition this year than ever before in our poll results. Here are a few of the top performers.

MOST POPULAR CENTRAL EUROPEAN WINES

Rank	Pts.	Brand	Bottling	Avg. Price
1	24	Királyudvar TOKAJ, HUNGARY	Tokaji Furmint Sec	\$49
2	13	Vulna KASTELA, CROATIA	Plavac Mali	\$46
3	12	Kabaj GORISKA BRDA, SLOVENIA	Goriska Brda Rebula	\$44
4	11	Bodrog Bormuhely TOKAJ, HUNGARY	Tokaji Harslevelu Dry	\$46



Wine traditions in Central Europe are as old as anywhere else in Europe. The wine culture in Hungary spans very old and new at the same time; the techniques are old but the practices are streamlined and efficient.

—Henry Beylin,
Gjelina, Venice, CA

PORTO & DESSERT

ALTHOUGH PORT ENJOYED A STELLAR VINTAGE IN 2011, sommeliers are looking far beyond Port in their after-dinner selections. With an increasing number of eclectic dessert wines featured on their lists of Most Popular After-Dinner Wines, age-designated Tawny Ports continue to lead, but in smaller numbers. Ten Year Old Tawnies made up 12.8 percent of respondents' Most Popular lists, while 20 Year Olds made up 16.6; both were down from 23 percent last year. Vintage Port held at 8.5 percent, up slightly from last year. Erik Liedholm of Seattle's *Seastar* sees Tawnies as a reflex purchase: "Tawny tends to be affordable and it's an easy order, and oftentimes guests don't seem excited to talk to a somm about dessert wines."

Some think more effort and understanding could boost Port sales: "I feel the Port list gets overlooked," says Adriana Camacho of *The Palm* in Las Vegas. "I had Thomas Burke, MS, come in and do a very intense training with chef's desserts so they could sell more. And we've seen an immediate increase."

With 67 different appellations represented on respondents' lists of top-selling wines, there's a lot of activity outside of Port. Sherry (3.6 percent) and Madeira (3.6 percent) are the biggest categories after Port. Sommeliers see opportunities to offer a wider range of dessert wines, especially with cheese: "It's easy to suggest dessert wines with our stellar cheeses, so I can sneak in a Domaine de la Bergerie 2010 Coteaux du Layon or a Broadbent Malmsey Madeira 10 year or the Domaine Mas Amiel Maury Prestige instead of just a Sauternes," says Lauren Collins of *L'Espalier* in Boston.

Although Madeira doesn't show up on many Most Popular lists, sommeliers express more excitement about it than most other dessert wines. "I absolutely love old vintage Madeira, I think it's one of the most interesting things in the entire world," says Haley Moore of the Stock & Bones restaurant group. "I always recommend it with cheese, and I was actually pairing it with a chestnut soup we were doing for a while. That was beautiful."



MOST POPULAR PORT & DESSERT BOTTLINGS

Rank	Pts.	Brand	Bottling
1	93	Taylor Fladgate	Tawny 10
2	81	Taylor Fladgate	Tawny 20
3	69	Fonseca	Bin 27
4	52	Graham's	Tawny 20
5	46	Fonseca	Tawny 20
6	41	Graham's	Six Grapes
7	41	Warre's	Tawny 10 Otilma
8	38	Dow's	Tawny 20
8	38	Fonseca	Tawny 10
10	23	Smith Woodhouse	Tawny 20
11	21	Quinta do Noval	Tawny 10
11	21	Warre's	Warrior
13	21	Sandeman	Tawny 20
14	18	Sandeman	Tawny 10
15	17	Dow's	Tawny 10
15	17	Quinta do Noval	Black
17	16	Warre's	Vintage 1985
18	15	Smith Woodhouse	Tawny 10
19	15	Taylor Fladgate	LBN 2007
20	15	Kopke	Tawny 10
21	14	Graham's	Tawny 10
22	13	Taylor Fladgate	Tawny 30
23	13	Warre's	Tawny 20 Otilma
24	11	Warre's	LBN 2001
25	11	Sandeman	Founders Reserve
25	11	Ramos Pinto	Tawny 20
27	10	Royal Tokaji	5 Puttonyos 2008
28	10	Ferreira	Tawny 20
28	10	Graham's	Ruby

MOST POPULAR PORT & DESSERT BRANDS

Rank	Winery	'13	'12	'11	'10	'09
1	Taylor Fladgate	34.8	48.7	71.3	60.2	44.2
2	Graham's	31.0	41.7	51.9	54.2	40.9
3	Fonseca	27.6	32.7	32.5	38.0	32.2
4	Dow's	22.4	28.2	36.3	34.3	15.9
5	Warre's	18.1	23.1	29.4	19.9	21.6
6	Sandeman	12.9	11.5	17.5	16.9	14.4
6	Smith Woodhouse	12.9	11.5	13.1	12.0	10.6
8	Quinta do Noval	9.0	12.8	4.4	13.9	6.3
9	Niepoort	7.1	6.4	8.1	6.6	9.1
9	Ramos Pinto	7.1	7.7	3.8	12.0	5.3
11	Kopke	5.2	—	2.5	—	4.8
12	Cockburn's	4.3	9.0	6.9	10.2	6.3
13	Ferreira	3.8	3.8	3.1	4.8	2.9
14	Quinta do Infatado	3.3	3.2	1.9	3.0	1.4
15	Broadbent	2.9	—	3.1	3.6	4.3
15	Royal Tokaji	2.9	3.8	—	—	—
17	Cossart Gordon	2.4	—	—	—	—
17	Donnafugata	2.4	—	—	—	—
19	Far Niente	1.9	4.5	—	—	—
19	Quinta do Crasto	1.9	—	—	3.0	—



—Kai Gagnon,
Bergamot,
Somerville, MA

"I love vintage Madeira. From D'Oliveira, I've got a 1968 Boal and a 1988 Terrantez on the by-the-glass list. My mark-up is so small; I'm really just hoping that people come in and try some of these pairings and then ask for it at other restaurants. I'd like to be able to go out and drink like this with dinner!"

RESTAURANT DIRECTORY

Here are the 218 restaurants that participated in our 25th Annual Restaurant Poll. All have been ranked among Zagat Survey's most popular restaurants, or among *Wine & Spirits'* New & Notable restaurants. We've listed respondents by state and then by city.

ARIZONA

Greekfest
Contemporary Greek
Phoenix, 602-265-2990

CALIFORNIA

Chez Panisse
French
Berkeley, 510-548-5525

Rivoli
Local
Berkeley, 510-526-2542

Crustacean
Vietnamese
Beverly Hills, 310-205-8990

CUT
Steakhouse
Beverly Hills, 310-276-8500

Saddle Peak Lodge
American
Calabasas, 818-222-3888

Lukshon
Contemporary Southeast-Asian
Culver City, 310-202-6808

Shicca
American
Del Mar, 858-481-1001

Honor
American Brasserie
Emeryville, 510-653-8667

Musso & Frank
French
Hollywood, 323-467-7788

230 Forest Avenue
Coastal Californian
Laguna Beach, 949-494-2545

The Tavern at Lark Creek
Traditional American
Larkspur, 415-924-7766

Bestia
Italian-Israeli
Los Angeles, 213-514-5724

Bottega Louie
Italian-American
Los Angeles, 213-802-1470

Church & State
French
Los Angeles, 213-405-1434

Hatfield's
Contemporary American
Los Angeles, 323-935-2977

Il Moro
Italian
Los Angeles, 310-575-3530

Water Grill
Seafood
Los Angeles, 213-891-0900

A16 Rockridge
Southern Italian
Oakland, 510-768-8003

A Côté
French-Italian-Mediterranean
Oakland, 510-655-6469

Burma Superstar
Burmese
Oakland, 510-652-2900

Duende
Spanish
Oakland, 510-893-0174

Suzanne's Cuisine
Italian-French
Ojai, 805-640-1961

Culstot
French
Palm Desert, 760-340-1000

Rancho Valencia
American
Rancho Santa Fe, 858-756-1123

Chez Melange
Mediterranean
Redondo Beach, 310-540-1222

1801 Bar & Kitchen
Sri Lankan
San Francisco, 415-552-1601

1760
Contemporary
San Francisco, 415-359-1212

20 Spot
Californian
San Francisco, 415-624-3140

Acquerello
Italian
San Francisco, 415-567-5432

Ame
Japanese
San Francisco, 415-284-4040

Aquitaine
Southwestern French
San Francisco, 415-402-5290

Bar Tartine
Eastern European
San Francisco, 415-487-1600

Barrique
Local Artisan Cheeses
San Francisco, 415-421-9200

Farallon
Coastal American
San Francisco, 415-956-6969

Firefly
Californian
San Francisco, 415-821-7652

Flour + Water
Northern California Farm-to-Table
San Francisco, 415-826-7000

Gary Danko
French-American
San Francisco, 415-749-2060

Harris' Restaurant
American
San Francisco, 415-673-1888

Hayes St. Grill
Seafood
San Francisco, 415-863-5355

La Folle
French
San Francisco, 415-776-5577

Maven
Californian
San Francisco, 415-829-7982

Michael Mina
Japanese
San Francisco, 415-397-9222

NOPA
Local-Seasonal
San Francisco, 415-864-8643

One Market Restaurant
Classic American
San Francisco, 415-777-5577

Rose Pistoia
Ligurian
San Francisco, 415-399-0499

St. Vincent
American
San Francisco, 415-285-1200

Town Hall
New Orleans
San Francisco, 415-908-3900

Seagrass
Mediterranean
Santa Barbara, 805-963-1012

Water Grill Santa Monica
Seafood
Santa Monica, 310-394-5669

Sushi Ran
French-Asian
Sausalito, 415-332-3620

Goose & Gander
American
St. Helena, 707-967-8779

Gjelina
Local
Venice, 310-450-1429

Bottega
Italian
Yountville, 707-945-1050

The French Laundry
French-American
Yountville, 707-944-2380

COLORADO

Frasca Food and Wine
Northern Italian
Boulder, 303-442-6966

Jax Fish House
Seafood
Boulder, 303-444-1811

Barolo Grill
Italian
Denver, 303-393-1040

Carmine's on Penn
Italian
Denver, 303-777-6443

Mizuna
French
Denver, 303-832-4778

Morton's The Steakhouse
American
Denver, 303-825-3353

CONNECTICUT

The Griswold Inn
American
Essex, 860-767-1776

L'Escale
Provençal
Greenwich, 203-861-4800

Morello Italian Bistro
Mediterranean
Greenwich, 203-661-3443

Napa & Co.
Local
Stamford, 203-353-3319

Michael Jordan's Steak House
Steakhouse
Uncasville, 860-862-8600

Tavern on Main
American
Westport, 203-221-7222

DC

New Heights
Contemporary American
Washington, 202-234-4110

Old Ebbitt Grill
American
Washington, 202-347-4800

Zaytinya
Greek-Turkish-Lebanese
Washington, 202-638-0800

FLORIDA

Chops Lobster Bar
Steakhouse
Boca Raton, 561-395-2675

Caffe Abbracci
Italian
Coral Gables, 305-441-0700

Casa Juancho
Spanish
Miami, 305-642-2452

Escopazzo
Italian
Miami Beach, 305-674-9450

Le Coq au Vin
French
Orlando, 407-851-6980

Cafe Boulud
French
Palm Beach, 561-655-6060

Mise en Place
French
Tampa, 813-254-5373

GEORGIA

Baraonda
Italian
Atlanta, 404-879-9962

Chops Lobster Bar
Steakhouse-Seafood
Atlanta, 404-262-2675

Ecco
Spanish-French-Italian
Atlanta, 404-347-9555

Horseradish Grill
Southern
Atlanta, 404-255-7277

Miller Union
Local
Atlanta, 678-733-8550

Sotto Sotto
Italian
Atlanta, 404-523-6678

Veni Vidi Vici
Italian
Atlanta, 404-875-8424

45 Bistro
Southern
Savannah, 912-234-3111

HAWAII

Cafe Pesto
Farm-to-Table
Hilo, 808-969-6640

Hula Grill Walkiki
Hawaiian
Honolulu, 808-923-4852

La Mer
French
Honolulu, 808-923-2311

Coast Grill
Pacific Rim
Kohala Coast, 808-880-1111

Lodge at Koele Dining Room
International
Lanai City, 808-565-4548

ILLINOIS

Autre Monde
Mediterranean
Berwyn, 708-775-8122

Acadia
French
Chicago, 312-360-9500

Atwood Cafe
Contemporary American
Chicago, 312-368-1900

Girl & The Goat
Global
Chicago, 312-492-6262

Joe's Seafood Prime Steak
Steakhouse-Seafood
Chicago, 312-379-5637

Naha
Mediterranean
Chicago, 312-321-6242

North Pond
French
Chicago, 773-477-5845

Quartino
Italian
Chicago, 312-698-5000

The Rosebud
Italian
Chicago, 312-942-1117

Rosebud Steakhouse
Steakhouse
Chicago, 312-397-1000

Spiaggia
Italian
Chicago, 312-280-2750

Wildfire
American
Chicago, 312-787-9000

Weber Grill
Backyard Grilling
Schaumburg, 847-413-0800

LOUISIANA

La Provence
French
Lacombe, 985-626-7662

Court of Two Sisters
Creole
New Orleans, 504-522-7261

Jacques-Imo's Cafe
Cajun-Creole
New Orleans, 504-861-0886

Pelican Club
Creole
New Orleans, 504-523-1504

MARYLAND

Chiapparelli's
Italian-American
Baltimore, 410-837-0309

Alda Bistro & Wine Bar
Italian
Columbia, 410-953-0500

MASSACHUSETTS

Cafe Fleurie
Local
Boston, 617-956-8751

L'Espaller
French-New England
Boston, 617-262-3023

Meritage
Contemporary American
Boston, 617-439-3995

Mistral
Provençal
Boston, 617-867-9300

Craigie on Main
French
Cambridge, 617-497-5511

Cape Sea Grille
American
Harwich Port, 508-432-4745

Skipjack's
Contemporary American
Newton, 617-536-3500

Bergamot
New England
Somerville, 617-576-7700

Il Capriccio
Italian
Waltham, 781-894-2234

MINNESOTA

Lake Elmo Inn
Continental
Minneapolis, 651-777-8495

Origami
Japanese
Minneapolis, 612-333-8430

St. Paul Grill
American
St. Paul, 651-224-7455

W.A. Frost and Co.
Local
St. Paul, 651-224-5715

MISSOURI

Bluestem
Contemporary American
Kansas City, 816-561-1101

Rozzelle Court
Eclectic
Kansas City, 816-751-1248

1111 Mississippi
Italian
St. Louis, 314-241-9999

Sidney St. Cafe
Spanish-French
St. Louis, 314-771-5777

Vin de Set
French
St. Louis, 314-241-8989

NEVADA

Andre's
French
Las Vegas, 702-798-7151

Charlie Palmer
Contemporary American
Las Vegas, 702-632-5120

Del Frisco's
American
Las Vegas, 702-796-0063

Delmonico Steakhouse
American
Las Vegas, 702-414-3737

Eiffel Tower
French
Las Vegas, 702-948-6937

Joe's Seafood
Traditional American
Las Vegas, 702-792-9222

Lotus of Siam
Thai
Las Vegas, 702-735-3033

Olives
Mediterranean
Las Vegas, 702-693-8181

The Palm
Italian-American
Las Vegas, 702-732-7256

Spago
Asian-Californian
Las Vegas, 310-385-0880

NEW JERSEY

Pluckemin Inn
French
Bedminster, 908-658-9292

Serenade
French
Chatham, 973-701-0303

The Frog and The Peach
French
New Brunswick, 732-846-3216

NEW MEXICO

La Casa Sena
Farm-to-Table
Santa Fe, 505-988-9232

NEW YORK

Trattoria L'Incontro
Italian
Astoria, 718-721-3532

Al Di La
Italian
Brooklyn, 718-783-4565

Aska
Scandinavian
Brooklyn, 718-388-2969

Runner & Stone
Contemporary Italian-American
Brooklyn, 718-576-3360

Crahtree's Kittle House
Hudson Valley Farm-to-Table
Chappaqua, 914-666-8044

A Voce
Italian
New York, 212-545-8555

Acme
Contemporary Scandinavian-American
New York, 212-203-2121

Al Fiori
Italian
New York, 212-613-8660

Amail
Mediterranean
New York, 212-339-8363

Aquavit
Nordic
New York, 212-307-7311

Aureole
Contemporary American
New York, 212-319-1660

Bar Jamón
Spanish
New York, 212-253-2773

Becco
Italian
New York, 212-397-7597

BLT Steak
Steakhouse
New York, 212-752-7470

Blue Water Grill
Contemporary American Seafood
New York, 212-675-9500

Bouley
French
New York, 212-964-2525

Daniel
French
New York, 212-288-0033

David Burke Townhouse
French-American
New York, 212-813-2121

db Bistro Moderne
French
New York, 212-391-2400

Docks Oyster Bar
New England Seafood
New York, 212-986-8080

Hanjan
Korean
New York, 212-206-7226

Jean-Georges' Nougatine
French-Asian
New York, 212-299-3901

Jo Jo
French
New York, 212-223-5656

Jungsik
Korean
New York, 212-219-0900

Kin Shop
Thai
New York, 212-675-4295

Marea
Coastal Italian
New York, 212-582-5100

Mas (La Grillade)
French
New York, 212-255-1795

Molyvos
Greek
New York, 212-582-7500

NoMad
French
New York, 212-796-1500

SakaMai
Japanese
New York, 646-590-0684

SD26
Italian
New York, 212-265-5959

Sbun Lee Palace
Chinese
New York, 212-371-8844

Tao
Asian
New York, 212-888-2288

Tertulia
Spanish
New York, 646-559-9909

Tribeca Grill
American
New York, 212-941-3900

The Water Club
American
New York, 212-683-3333

Blue Hill at Stone Barns
American
Pocantico Hills, 914-366-9600

Eastchester Fish Gourmet
French-Asian-American
Scarsdale, 914-725-3450

BLT Steak
American
White Plains, 914-467-5500

City Limits Diner
Asian
White Plains, 914-686-8000

NORTH CAROLINA

All Souls Pizza
Eastern European
Asheville, 828-254-0169

Fearrington House Inn
French-Southern American
Pittsboro, 919-542-2121

OHIO

Hyde Park Grille
Steakhouse
Beachwood, 216-464-0688

Local 127
American
Cincinnati, 513-721-1345

Precinct
Steakhouse
Cincinnati, 513-321-5454

Georgio's Cafe
French-Mediterranean
Toledo, 419-242-2424

OREGON

3 Doors Down
Italian
Portland, 503-236-6886

El Gaucho
Traditional Steakhouse
Portland, 503-227-8794

Higgins
Local Organic
Portland, 503-222-9070

Wildwood
Local Farm-to-Table
Portland, 503-248-9663

PENNSYLVANIA

CinCin
Chinese-French
Philadelphia, 215-242-8800

Lacroix at The Rittenhouse
French-Asian
Philadelphia, 215-790-2533

Paramour
American
Wayne, 610-977-0600

TEXAS

Piccolo Mondo
Italian
Arlington, 817-265-9174

Moonshine
Classic American Comfort Food
Austin, 512-236-9599

Vespalo
Italian
Austin, 512-441-6100

Ill Forks
French
Dallas, 972-267-1776

Daddy Jack's
New England Seafood
Dallas, 214-826-4910

Nick & Sam's
Asian
Dallas, 214-871-7444

Stephan Pyles
Southwestern
Dallas, 214-580-7000

***17**
American
Houston, 832-200-8888

Américas River Oaks
American
Houston, 832-200-1492

Brennan's
Cajun-Creole
Houston, 713-522-9711

La Colombe d'Or
European
Houston, 713-524-7999

Ouisle's Table
Southern
Houston, 713-528-2264

Biga on the Banks
American
San Antonio, 210-225-0722

Fleming's Prime Steakhouse & Wine Bar
Steakhouse
San Antonio, 210-824-9463

Kirby's Steakhouse
Steakhouse
San Antonio, 210-404-2221

UTAH

Stein Eriksen Lodge
Local
Deer Valley, 435-645-6455

VIRGINIA

The Inn at Little Washington
American
Washington, 540-875-3800

WASHINGTON

Purple Cafe & Wine Bar
European
Bellevue, 206-829-2280

Seastar Restaurant & Raw Bar
Pacific Northwest
Bellevue, 425-456-0010

Bottlehouse
European
Seattle, 206-708-7164

Elliot's Oyster House
Northwest Seafood
Seattle, 206-623-4340

Vollerra
Tuscan
Seattle, 206-789-5100

Westward
Greek
Seattle, 206-552-8215

WISCONSIN

Ristorante Bartoletta
Italian
Wauwatosa, 414-771-7910