



Karen K. Yuen

Partner

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Karen Yuen is a general business and transactional attorney, the bulk of whose work involves advising privately and publicly owned businesses in the wine industry. These matters range from complex real estate and corporate transactions, including acquisition and disposition of wineries, vineyards, inventory, and brands, to general real property, corporate and tax matters, and general operations. With respect to the latter, Karen assists her wine clients in negotiating joint ventures, financings (from both the borrower's and the lender's perspective), grape purchase agreements, production agreements, and a range of other agreements, including those involving trademarks and licensing.

Her transactional practice is a natural extension of her mergers and acquisitions work. She negotiates the transaction and develops sophisticated, innovative strategies to help deliver her clients' unique objectives and business needs. In conjunction with a purchase, she advises clients on how to hold and manage the business and assets. With respect to wineries, clients range from those who own their facilities and vineyards to virtual wineries that require advice on their relationships with vineyard managers, grape sources, and custom crush facilities. With respect to growers, Karen advises them on their relationships with vineyard managers and wineries.

Karen also advises clients on mergers and acquisitions in non-wine industries, and provides a similarly broad range of legal services, such as restating operating agreements, general corporate counseling, and other matters. Clients in this category have included real estate developers.

Her approach combines the practicality of a trained accountant, which she is, with the strategic thinking and trusted expertise of an attorney with considerable experience in family-owned, multigenerational businesses. She has developed numerous structures to help align business goals between the parties to a transaction, and handles generational and family ownership situations in which varying degrees of interest and operational expertise are harmonized in order to develop a favorable outcome for all stakeholders.

Experience

Acquisition of Virginia's RdV Vineyards

Represented the Bouygues family's winery enterprise, SCDM Domaines, in its purchase of RdV Vineyards in Virginia. SCDM Domaines owns a number of winery holdings in France, including the famed Chateau Montrose. The acquisition of the 93-acre RdV Vineyards winery property in Delaplane, Virginia from Rutger de Vink represents the first investment by a Bordeaux company in an East Coast winery.

Represent Miller Family on Sale of The Silverado Vineyards

Represented the Miller family on the sale of Napa Valley luxury wine producer The Silverado Vineyards to Foley Family Wines. The sale included a 73,000-square-foot winery and 300 acres of vineyards across Napa's Stags Leap District, Coombsville, and Yountville wine regions.

ACE Cider Sale to Vintage Wine Estate

Services

- Business Transactions
- Consumer Products + Manufacturing
- Regional Banking
- Financial Services
- Private Client
- Real Estate
- Wine

Education

- Stanford University (J.D., 1995)
 - . with distinction
- University of California, Berkeley (B.S., 1988)
 - . highest honors
 - . Business Administration

Bar Admissions

- California

Represented ACE Cider, The California Cider Company, the top independently owned hard cider brand in the U.S., in its sale to Vintage Wine Estates, Inc.

Far Niente Family of Wineries & Vineyards

Represented Napa Valley luxury wine producer Far Niente Family of Wineries & Vineyards in its acquisition of the Provenance Vineyards real estate in Rutherford, Calif. from Treasury Wine Estates. Far Niente purchased the property as the new home for its Bella Union brand. Farella also advised Far Niente on the concurrent sale of the Provenance brand and inventory to Lodi, Calif.'s Thomas Allen Vineyard & Wines.

Valley of the Moon Winery

Represented the Bundschu Company in its acquisition of the 60 acre winery and vineyard property at the historic Rancho Agua Caliente in Glen Ellen, California in Sonoma Valley, the current home of the Valley of the Moon Winery.

Silicon Valley Bank

We assist Silicon Valley Bank's premium wine banking group with structuring, drafting and negotiating loan documents for its winery clients in connection with vineyard and winery acquisition and development loans, short and long term real estate term loans, inventory and accounts receivable secured working capital lines of credit, winery construction loans and loans for buy-outs and recapitalizations.

Treasury Wine Estates on Sale of St. Clement

Represented Treasury Wine Estates in its sale of the St. Clement winery to Huneeus Vintners.

Fetzer Vineyards

Represented Fetzer Vineyards in its acquisition of the Excelsior Wine Company collection. The addition to its portfolio of the Excelsior collection positions Fetzer Vineyards as the nation's leading supplier of South American wines and as the 12th largest wine marketer in the United States.

Calera Wine Company

Represented Calera Wine Company in its sale to Duckhorn Wine Company.

Advise Terroir Capital on Sale of Qupé

Represented Terroir Capital LLC in its sale of the Qupé wine brand and inventory to Vintage Wine Estates.

Publications

April 7, 2020

CARES Act Money for Wineries? (Updated)

11/1/2018

Smoke Gets In Your Eyes: Legal Strategies for Smoke-Exposed Grapes

2/9/2018

Selling Your Winery? 7 Issues to Consider Before Putting Your Winery on the Market

North Bay Business Journal

Outside the Office

Karen has two children – one in college and one in high school. In addition to doing a lot of hiking, she is very involved with her daughter's activities and organizations, including synchronized swimming and the National Charity League, a mother/daughter organization committed to community service, leadership development and cultural experiences.