

Haynes and Boone Represents Booker Vineyard & Winery in Investment by Constellation Brands

July 20, 2020 Camie McKee

PRACTICES Corporate, Mergers and Acquisitions

A Haynes Boone deal team represented Booker Vineyard & Winery in a minority investment by Constellation Brands, Inc., a leading international producer of wine, beer and spirits.

Partner Megan Gess, who advises companies on sophisticated M&A, corporate governance, private equity, securities and commercial transactions, led the Haynes Boone team with support from Associates Jessica Berkowitz, [Camie Carlock](#) and Matt Troia, and Counsel Laura Martone.

Constellation Brands acquired a stake in Booker Vineyard's luxury, direct-to-consumer (DTC)-focused portfolio of Paso Robles, Calif., wines. The agreement consists of a minority stake with the potential for majority ownership in the future. As part of the agreement, Constellation's wine and spirits team will support Booker Vineyard's growth objectives to expand distribution for its wholesale, Cabernet Sauvignon-based My Favorite Neighbor and Harvey & Harriet wines, in the U.S.

Booker Vineyard produces luxury Rhône varietals priced across super-luxury tiers from \$30 to \$165 per bottle. The wines consistently receive excellent scores from top critics, including 100 points from Wine Advocate and an average score of 97 points from wine critic Jeb Dunnuck, and wines from the Booker Vineyard portfolio have made Wine Spectator's Top 100 three times. Booker Vineyard's estate vineyards are farmed in accordance with organic and biodynamic practices to sustain the long-term health of the vines and surrounding environment.

Haynes Boone's M&A Practice has comprehensive experience handling middle market deals, having helped clients close more than 500 transactions in the last five years, with an aggregate value exceeding \$40 billion. The firm routinely represents private equity firms, closely held corporations, founders, large financial institutions and Fortune 500 public companies. The M&A team prides itself on crafting strategic solutions that advance clients' business objectives by anticipating and evaluating the roadblocks and opportunities that clients face on the way to closing a deal successfully.

Haynes Boone is an international corporate law firm with offices in Texas, New York, California, Charlotte, Chicago, Denver, Washington, D.C., London, Mexico City and Shanghai, providing a full spectrum of legal services in energy, technology, financial services and private equity. With more than 575 lawyers, Haynes Boone is ranked among the largest U.S.-based firms by The National Law Journal, The American Lawyer and *The Lawyer*. It also was recognized across the board for excellence in the BTI Consulting Group's 2020 "A-Team" report, which identifies the law firms that in-house counsel commend for providing superior client service.