



## A Family history

Famiglia Cotarella is an history made by three generations in the world of wine.

Famiglia Cotarella are the people who give birth to every project with great passion and deep dedication.

At the centre of everything there is the close relationship between Dominga, Marta and Enrica Cotarella: interweaving, connection, ability to hold people together.

This is the Famiglia Cotarella DNA, enriched by curiosity and the courage to look towards new horizons and exciting challenges; constantly projecting towards the future, without ever forgetting the land of origin.

How the brand Famiglia Cotarella is born?

Everything originates from the table of Aristotle's elements in which nature, represented as a whole, is the system from which everything is generated. From here, we develop the symbol that identifies Famiglia Cotarella: if perfection is given by the balance between the elements, it is the link between these, between the earth and the wind, between water and the sun, that makes this balance truly possible.



COTARELLA

LIAISON

FALESCO

alta formazione di sala  
INTRECCI

## A Family signature

Famiglia Cotarella is a young brand, but at the same time historic, that has decades of experience and tradition in the wine sector behind it. A brand that brings together the best of production and all the skills developed and acquired over the years: starting from Falesco and arriving to Cotarella, passing through Le Macioche, estate in the heart of Brunello di Montalcino, and Liaison, to close the circle with Intrecci: Scuola di Alta Formazione di Sala.

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## The History

Falesco Winery was founded in **1979** in **Montefiascone** by the brothers Riccardo and Renzo Cotarella, both winemakers and deeply rooted in this land at the border of Lazio and Umbria regions. Over the years they have held important offices in the wine sector, obtaining important recognitions. **Riccardo Cotarella**, president and winemaker of Falesco Winery, is currently President and General Manager of the Riccardo Cotarella Winemaking Consultancy, Professor of Viticulture and Enology at the University of Viterbo, consultant for over 80 wineries in Italy and worldwide, President of Assoenologi Italy, Union Internationale des Œnologues and he was President of the Scientific Committee for the construction of the Pavilion Wine - A Taste of Italy at EXPO Milano 2015.

Furthermore, he has received many awards during his career, among which: Business and Culture Award 2001 (Chamber of Commerce of United States of America in New York), Best Italian Winemaker 2001 (Gambero Rosso), Winemaker of the Year 2001 (Wine Enthusiast), Best Italian Winemaker 2002 (AIS), International Award 2007 (Verona Fiere Vinitaly), Knight of the Order of Merit of the Italian Republic 2008 (Presidency of the Council of Ministers), Honorary Degree in Agronomy in 2011 (University of Viterbo), Honorary Degree in Economics and Management in 2019 (University of Sannio).

One of the first goals of the company was to recover the ancient vineyards of the area. In fact, the territory, for centuries, had enjoyed a fame that derived from the production of extraordinary wines, exclusive of the papal canteens and of the ancient nobility but, for countless decades, it was in a worrying situation of abandonment. Thus, began long years of research and selection with the aim of isolating ancient **clones**, now considered extinct, and delicate **micro-varieties**, but of unparalleled aromatic and organoleptic value, which in the specialized vineyards of the Sixties had almost completely disappeared.

Next to this recovery operation, we tried to identify the wine-growing areas where the exposure and the particularity of the land could guarantee very high quality wines. Here the oldest and rarest local white grape varieties survived, including the **Roscetto** which, as per DNA studies carried out by Prof. Attilio Scienza, derives from the Greco grape family. At the same time, a modern wine cellar had been built where the use of the latest fermentation technologies enabled the aromatic and gustatory heritage of the local grapes to be enhanced.

Only ten years later, in **1989**, the production of **Poggio dei Gelsi** begun: an **EST! EST!! EST!!!** which, in a short time, succeeded in restoring prestige to a territory and a wine that had been unjustly forgotten

Starting from the harvest **1998**, after a lot of years of experience and studies around the fascinating variety of Roscetto, we produced **Ferentano**, wine that fully expresses the potential and richness of these grapes.

Then it was the turn of a particular Merlot clone that once again demonstrated the vocation to the quality of the Lazio lands: **Montiano**. It was born with the vintage **1993**, from the beginning it has been acclaimed as

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one of the greatest and most innovative Italian reds, distinguished by its remarkable elegance, its precious aromatic heritage and its great concentration and structure.

With the harvest **2001**, the process of enhancing another vine historically linked to the area around Lake Bolsena was subsequently undertaken: Aleatico. Azienda Agricola Pomele, in fact, which we get the grapes from, is an agricultural estate that gives the name to a wine just called Pomele, known for its aromatic notes typical of this variety and for its freshness and pleasantness.

In **1999** Falesco has enriched its property with the acquisition of the **farm Marciliano**, about 260 hectares, located on the beautiful hill in the south of Orvieto, in the towns of Montecchio and Baschi. From these vines Falesco grows the grapes Merlot, Cabernet, Sangiovese, Verdicchio and Vermentino. From the best vineyard of the estate we get wonderful bunches of Cabernet Sauvignon from which we achieve a wine that takes the name of the estate itself and that fully expresses the personality of the grapes grown in this land: the **Marciliano**.

In collaboration with Tuscia University of Viterbo, in the same area over **25 different varieties** have also been planted in an **experimental vineyard**, ranging from Nero d'Avola to Primitivo, from Malbec to Tannat, gradually passing through Carmènere, Montepulciano and Teroldego.

Two important events have finally marked the recent history of our labels. In fact in **2009** we started the production of our new **Tellus Syrah** and **Trentanni**, Umbria red wine dedicated to the 30th Anniversary of Falesco, while in **2011** we presented **Anita** as the sparkling wine, made from Aleatico grapes, to celebrate **150 Years for Unification of Italy**; and **Soente** white from Lazio which was born from the encounter between Viognier and experimental grape varieties.

With the vintage 2013 a new wine was born, **Ogrà**, dedicated to paternal grandmother Maria Grazia. The project comes to life seven years ago after a trip to the Rhone Valley which gave rise to a great passion for one of the most representative varieties of this area, Syrah. Produced in very few bottles, numbered, to underline how this wine represents the result of an in-depth study and a lot of research and passion.

In September 2017, the Cotarella's family purchased Le Macioche winery, in Montalcino. The estate includes 5 hectares, of which 3.5 are Brunello vineyards and the olive grove, the cellar and the farmhouse.

**Dominga, Marta and Enrica Cotarella**, a new, third generation has officially arrived at the helm of the family. With the new brand architecture, Famiglia Cotarella has become the reference brand that includes Falesco (for traditional wines), Cotarella (for the top of the range), Intrecci (the Higher Education school) and Liaison (distribution brand of Champagne Alexandre Filaine and Vilmart and of the wine Per Papà of the Castello di Cignola Company).

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## The territory

The production area is concentrated in a hilly zone situated between **Umbria** and **Lazio**, which extends from the Lake Bolsena to the hills surrounding Orvieto. The climatic and pedologic characteristics of this territory are similar. The hills stretching from Montefiascone to Orvieto are partly volcanic partly sedimentary in origin and both kinds of soil are particularly suited to the growing of vines as witnessed by the century-old tradition of the zone.

In the **Montecchio** municipality, on the hill in the south of Orvieto, is located the Winery surrounded by 260 hectares of **Merlot**, **Cabernet**, **Sangiovese**, **Verdicchio**, **Vermentino**, and on which numerous **experimental varieties** have been implanted.

In the area situated between **Montefiascone** and the **Lake Bolsena**, in the province of Viterbo, are cultivated indigenous grape varieties like Roschetto, Aleatico, Trebbiano and Malvasia, and some foreign ones such as Merlot, Syrah and Viognier, which demonstrate the vocation to the quality of the Lazio lands.

## Contacts

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