

Public Speaking Appearances, Tony Correia (* = Scheduled)

- **The Business of Vineyards**, Napa Valley Grapegrowers Webinar, June 3, 2021 *
- **Impact of Wildfires on the California Wine Industry**, CalCPA Wine Industry Conference, December 7, 2020
- **Wine Market Update**, 2020 Vineyard Valuation Webinar, AI NorCal Chapter, November 6, 2020
- **“2020 – The Year that Wasn’t”**, CALASFMRA Fall Meeting Webinar, October 29, 2020
- **Vineyard Market Update, Webinar**, The Ciatti Company, June 3, 2020
- **“Grape Grief – Pieces of the Sky”**; Sonoma Valley Rotary, October 23, 2019
- **A Perspective of Vineyard Investments**, Turrentine Grape and Wine Brokerage, August 14, 2019
- **Acquisitions and Vineyard Pricing**; 2019 Vineyard Economics Seminar, Napa, CA, May 8, 2019
- **West Coast Approach to Buying and Selling Property**; Central Coast Insights, Paso Robles, CA, March 12, 2019
- **AVAs, Appellations, Regions, etc**; Oregon Wine Symposium, Portland, OR, February 12, 2019
- **Vineyard Market Update**; 2018 Vineyard Economics Seminar, Napa, CA, June 18, 2018
- **Trends (Evolution?) of California Wine Vineyards**; Wine Industry Conference, Santa Rosa, CA, April 26, 2018
- **California Vineyard Markets and Econometrics**, California Probate Referees Assoc., Napa, CA, December 8, 2017
- **Land Value Trends and the Impact on Wine Businesses; and New Kids on the Block: Institutions and Farmland Funds**; The Business of Wine, Napa, CA, November 16, 2017
- **California Wine Vineyards**; Sonoma County Employees’ Retirement Assoc., Petaluma, CA October 5, 2017
- **The Downside of Premiumization**, Wine Industry Financial Symposium, Napa, CA, September 26, 2017
- **Vineyard Market Update**; 2017 Vineyard Economics Seminar, Napa, CA May 24, 2017
- **California Wine Vineyards; AgriVest Farmland Fund Inc.**, Petaluma, CA May 4, 2017
- **Wine Market; 2017 Trends in Agricultural Land & Lease Values**, Spring Ag Outlook, Fresno, March 30, 2017
- **The State of the Land and the Grapes**; Lodi Vineyard and Wine Economics Symposium, Lodi, CA, June 22, 2016
- **The Premiumization of Vineyards**; 2016 Vineyard Economics Seminar, Napa, CA May 25, 2016
- **Update on Capital Markets, Values, and Investing**, Unified Wine and Grape Symposium, Sacramento, CA, January 26, 2016
- **Water, Water, Everywhere**, California Bankers Conference, Monterey, CA, November 6, 2015
- **Water...It’s Not Just an Agriculture Issue**, 2015 Annual Fall Conference, AI, San Francisco, CA, October 16, 2015
- **California Vineyard Markets**, Annual Meeting, Allied Grape Growers, Santa Rosa, CA, July 9, 2015
- **Vineyard Valuations**, Vineyard Valuation Seminar, AI NorCal Chapter, Napa, CA, June 26, 2015
- **Appraising Conservation Easement Donations**; Land Trust of Napa County, Napa, CA, May 7, 2015
- **Is California Special?** Unified Wine and Grape Symposium, Sacramento, CA, January 28, 2015
- **Winery and Vineyard Valuations**; Sacramento/Sierra Chapter Appraisal Institute, Tahoe, NV, October 23, 2014
- **Transactions; Who are the Buyers and Who are the Sellers**; Wine Industry Financial Symposium, Napa, CA, September 23, 2014
- **What the Vintners Buy**; 2014 Vineyard Economics Seminar, Napa, CA May 14, 2014
- **Creating Realizable Value in your Wine Business**; Moss Adams Wine Workshop, Santa Rosa, CA, March 6, 2014
- **Deep Dive into the Napa Data**; Napa Valley Vintners, Napa, CA, February 14, 2014
- **Valuation of Winery Brands and Operations**, Wine Business Conference, Napa, CA, November 7, 2013
- **North Bay Vineyard Valuations**, CALASFMRA, Davis, CA, October 3, 2013
- **The State of Supply and Processing**, Wine Industry Financial Symposium, Napa, CA, September 24, 2013
- **Impact Napa, panel speaker**, Napa, CA, August 29, 2013
- **Who is Buying Vineyards and Why?**; 2013 Vineyard Economics Seminar, Napa, CA May 23, 2013
- **Who Will Own Napa Valley in 20 Years?** Napa Valley Grapegrowers, Napa, CA May 7, 2013
- **Market Update**, UC Davis, April 12, 2013
- **Foreign Investment in the U.S. Wine Industry**; Oregon Wine Law Seminar; Newberg, OR, April 4, 2013
- **2012 Trends in Agricultural Land & Lease Values**, Spring Ag Outlook, Sacramento, March 21, 2013
- **State of the Wine Industry**, Silicon Valley Bank Webinar, January 15, 2013
- **Vineyard Update**; Calif CPA Education Foundation Wine Seminar, Napa, CA, December 10, 2012
- **Vineyard Valuation Seminar**, Appraisal Institute, San Diego, CA, November 16, 2012
- **Current Trends in Pricing**, Winery Purchase and Sales, Napa, CA, November 9, 2012
- **The Deal Makers**, Wine Industry Financial Symposium, Napa, CA, September 24, 2012

- **Game Change? You Betcha!;** 2012 Vineyard Economics Seminar, Napa, CA May 15, 2012
- **Valuation of Properties Subject to Environmental Easements and Restrictions,** Wildland Fire Litigation Conference, Sacramento, April 21, 2012
- **Land Price Prospects and Outside Investors,** UC Davis Agribusiness Exec. Seminar, Monterey, CA, March 6, 2012
- **AVA Valuations,** Sonoma County Winegrape Commission, Santa Rosa, CA, December 15, 2011
- **Water Valuation,** Water Rights, Hydrology and Water Resource Management In Areas of Abundance, Santa Rosa, CA, December 8, 2011
- **Wine Vineyard Markets,** San Joaquin Valley Winegrowers Association, November 18, 2011
- **Purchase and Sales, Real Estate,** Winery Purchase and Sales, Napa, CA, November 8, 2011
- **California's \$18 Billion Wine Industry: How Bubbly Is the Outlook?,** Association for Corporate Growth, 101 Corridor Chapter, Los Angeles, CA, November 2, 2011
- **Vineyard and Winery Markets,** California State University, Fresno, October 28, 2011
- **Beyond Row Crops, Opportunities in Permanent Plantings,** Global Ag Investing, Geneva, Switzerland, September 20, 2011
- **Vineyard and Winery Markets,** RICS Americas, Napa Valley, CA, July 19, 2011
- **Opportunities, Trends and Challenges;** MNP Wine Discussion, Okanagan Valley, BC, Canada, July 14, 2011
- **Show Me the Money;** Central Coast Insights, San Luis Obispo, CA, March 17, 2011
- **Tax Implications and AVA Valuations;** Napa Valley Vintners Association, Dec. 14, 2010
- **Wine Related Real Estate;** SF Urban Land Institute; Carneros, CA, November 14, 2010
- **Appraisals and the Valuation of Water Rights in the IRS Tax Deduction Transaction,** Water Seminar; Sacramento, CA, October 8, 2010
- **Rocky XXII, Still Rocking,** Wine Industry Financial Symposium, Napa, September 20, 2010
- **Opportunities, Trends and Challenges in the Wine Industry; The Napa Valley Perspective;** MNP Winery Roundtable Discussion, Okanagan Valley, BC, Canada, July 14, 2010
- **Weathering the Storm;** 2010 Vineyard Economics Seminar, Napa, CA May 11, 2010
- **Vineyards and Wineries – Market Conditions,** Texas A&M U., San Antonio, TX, May 6, 2010
- **Market Update,** UC Davis, April 12, 2010
- **2009 Trends in Agricultural Land & Lease Values,** Spring Ag Outlook, Visalia, March 25, 2010
- **Vineyard Valuation,** Virginia Vineyards Association, Charlottesville, VA, March 5, 2010
- **Water Valuation,** California Water Rights Sales and Transfers, San Francisco, CA, January 15, 2010
- **The Wine Cycle,** California Advancement Researchers Association, Irvine, CA, October 22, 2009
- **Water Valuation,** California Water Rights Sales and Transfers, Fresno, CA, September 30, 2009
- **Rocky XVIII, Down But Not Out,** Wine Industry Financial Symposium, Napa, September 14, 2009
- **The Argentine Wine Market and Export Trends;** <http://www.vinesofmendoza.com/blog/category/podcasts/>
- **Vineyard Valuation Issues;** 2009 Vineyard Valuation & Ag Symposium, Lodi, July 1, 2009
- **Potholes, Pitfalls & Opportunities, What's Down the Road for Growers;** 2009 Vineyard Economics Seminar, Napa, CA June 2, 2009
- **2008 Trends in Ag Land & Lease Values,** Spring Ag Outlook, Sacramento, April 24, 2009
- **Valuation of Properties Subject to Environmental Easements and Restrictions,** Wildland Fire Litigation Conference, Reno, Nevada, April 18, 2009
- **Market Update,** UC Davis, April 15, 2009
- **Vineyard and Winery Properties – Where are these markets going, and what does this mean to me?** Sonoma Valley Vintners and Growers Association, Sonoma, CA, March 26, 2009
- **Market Update; Unified Wine and Grape Symposium, Sacramento, CA, January 28, 2009**
- **Rocky XVII, Wine Market Update, Wine Industry Financial Symposium, Napa, CA, September 22, 2008**
- **Water Rights and Values, Chapter 50, IRWA, Fresno, CA, September 12, 2008**
- **Market Update; Vineyard Valuations,** Napa Valley Grapegrowers, Napa, CA, August 29, 2008
- **Water Valuation,** California Water Rights Sales and Transfers, Fresno, CA, July 10, 2008
- **Moderator and Chairman,** Vineyard Valuation Seminar VI, Appraisal Institute, Napa, June 6, 2008
- **Time to Plant?,** Vineyard Economics Seminar, Napa, CA, May 19, 2008

Page Three

- **Capital Requirements and Sources**; Unified Wine and Grape Symposium, Sacramento, CA, January 30, 2008
- **Vineyard and Land Values**, Central Coast Wine Industry Conference, California CPA Education Foundation, San Luis Obispo, CA, November 30, 2007
- **Market Update for the San Joaquin Valley**, Central Valley Wine Symposium, Fresno, November 29, 2007
- **A History Lesson in Vineyard Investment; A Change in the Wind?**, Wine Industry Financial Symposium, Napa, CA, September 17, 2007
- **The Ten Year Itch, The Great Grape Cycle, Redux; Vineyard Valuations**, Napa Valley Grapegrowers, Napa, CA, August 24, 2007
- **Vineyard Values?**, 2007 Central Coast Insights, San Luis Obispo, CA, March 14, 2007
- **Vineyard Values and The Wine Cycle**, Appraisal Institute Winter Seminar, Disneyland, CA, January 27, 2007
- **Production and Crush Capacity**, Wine Industry Financial Symposium, Napa, September 27, 2006
- **Vineyard Value Trends**, Vineyard Economics Seminar, Napa, CA, May 16, 2006
- **Vineyard Appraisal Issues**, Vineyard Valuation Seminar, Appraisal Institute, Napa, CA, May 12, 2006
- **2006 Trends in Agricultural Land & Lease Values**, Spring Ag Outlook, Visalia, CA, April 27, 2006
- **Valuation**, California Water Rights Sales and Transfers, Fresno, CA, April 6; and Bakersfield, CA, April 28, 2006
- **Central San Joaquin Valley**, Land Values and Trends, with Stanley Xavier, Jr., Fresno Bar Association, Fresno, CA, March 22, 2006
- **Grape Supply**, Wine Industry Conference, California CPA Education Fndtn, Santa Rosa, CA, December 12, 2005
- **Vineyard and Land Values**, Central Coast Wine Industry Conference, California CPA Education Foundation, San Luis Obispo, CA, December 2, 2005
- **Harvest 2005; Wine Industry Outlook for the San Joaquin Valley**, Central Valley Wine Symposium, Fresno, Dec. 1, 2005
- **Valuing Large Tracts of Land**, Appraisal Institute, Fall Conference, San Francisco, CA, October 14, 2005
- **Business Enterprise Value in Ag Real Estate**, ASFMRA Conference, Austin, Texas, October 7, 2005
- **How is the Real Estate Bubble Affecting Vineyards & Wineries?** Wine Industry Financial Symposium, September 27, 2005, Napa, CA
- **An Overview of the Wine Industry**, Appraisal Institute, Summer Conference, Seattle, WA, July 7, 2005
- **Economics of Wine**, Western Economic Association International, San Francisco, CA, July 6, 2005
- **How do you Value Vineyards in Today's Climate?**, Vineyard Economics Seminar, Napa, CA, May 17, 2005
- **2005 Trends in Agricultural Land & Lease Values**, Ag Outlook Forum, Sacramento, CA, April 22, 2005
- **From Here to Insanity**; The Rebound of Agricultural Real Estate in the Central Valley, Fresno Bar Association; Ag Section, March 23, 2005
- **What's Ahead for the Russian River Valley Wine Grower?**; Russian River Valley Wine Growers Association; Sebastopol, CA, February 10, 2005
- **Understanding Appraisals; Conservation Easements**, Land Trust Summit, Modesto, November 13, 2004
- **Appraising Unique Properties—Part 7: Permanent Plantings**, ASFMRA 75th Annual Convention & Trade Show and 41st Annual Meeting, November 6, 2004
- **Nuts About Your Business**, ASAC National Convention & Annual Meeting, November 6, 2004
- **Appraising Unique Properties—Part 4, California vs. Australia: An Economic Comparison of the Wine Industry**, with Colin Gaetjens, ASFMRA Convention & Annual Meeting, November 5, 2004
- **Allocation of the Acquisition Price in Purchases and Exchanges of Agricultural Real Property**, with Craig A Houghton, ABA Business Cooperatives & Agricultural Committee Meeting, Boston, MA, October 1, 2004
- **Wine Industry Financial Symposium**, September 22, 2004, Napa, CA
- **Summer Wine; Valuation of Vineyards and Wineries**; Joint Meeting; NorCal Chapters of Appraisal Institute, ASA, and ASFMRA, Santa Rosa, CA; August 26, 2004
- **The Income Approach: an International Perspective**, ASA International Appraisal Conference, Kansas City; MO, July 26, 2004
- **Competitive Economics of Wine Production**, Western Economic Association International, Vancouver, BC, Canada; July 1, 2004
- **2004 Economic Forecast**, UC Santa Barbara; Santa Maria, CA; May 27, 2004
- **Time To Buy? Vineyard Modeling & Investment Opportunities**, Vineyard Econ Seminar, Napa; May 11, 2004

- **Wine Cycles, and High Tech Tricks for Vineyard Appraisers**, Vineyard Valuation IV Seminar, Northern Calif Chapter of the Appraisal Institute, Napa, CA, May 7, 2004
- **Ag Real Estate, Chicken Little, and Pieces of the Sky**, Fresno Bar Association; Ag Section, March 24, 2004
- **Where ARE We In The Wine Cycle**, Santa Rosa Jr College, Santa Rosa, CA; March 18, 2004
- **OZ vs. the US**, Does Australia enjoy a competitive advantage over California? with Colin Gaetjens, "The Wizard of OZ," Jordan Winery, Sonoma County, CA; March 9, 2004
- **Financing the Future**, Central Valley Wine Symposium, Fresno, CA; December 4, 2003
- **Economic Outlook, Where are we in the cycle?** Central Coast Wine Industry Conference, California CPA Education Foundation, San Luis Obispo, CA; November 7, 2003
- **Conservation Easement Valuations**, Land Trust Alliance Rally, Sacramento, CA; October 16, 2003
- **Tea Leaves, Land Value Trends**, Wine Industry Financial Symposium, Napa, CA; September 26, 2003
- **Valuation Issues in Bankruptcies**, Central California Bankruptcy Association, Fresno, CA; September 19, 2003
- **Effective Use of Valuation Experts in Tax Planning and Tax Controversies**, American Bar Association Section of Taxation, Chicago, IL; September 12, 2003
- **Real Estate Market Update**, Santa Ynez Real Estate Professionals, Solvang; August 7, 2003
- **Appraisals – What they are and How to Use Them**, California Ag Lending Institute, Fresno, CA; June 26, 2003
- **Supply and Demand, Vineyard Removals? Vineyard Economics Seminar, Napa, CA; May 30, 2003**
- **2003 Trends in Agricultural Land & Lease Values**, 2003 Ag Outlook Forum, CALASFMRA, Sacramento, CA; April 25, 2003
- **Understanding Where We Are In The Wine Cycle**, Santa Rosa Junior College, Santa Rosa, CA; March 27, 2003
- **Ag Real Estate, Chicken Little, and Pieces of the Sky**, Fresno Bar Association; March 26, 2003
- **Supply and Demand, How much is enough?** Central Coast Insights, SLO, CA; March 19, 2003
- **Understanding Where We Are in the Wine Cycle**, 2002 Wine Industry Conference, California CPA Education Foundation, Napa, CA; December 6, 2002
- **Economic Trends, 2002** Central Coast Wine Industry Conference, California CPA Education Foundation, SLO, CA; November 21, 2002
- **The Wine Industry Down Under and Over There**, 2002 Annual Fall Meeting, California Chapter of ASFMRA, Yosemite, CA; October 18, 2002
- **How to Value Agriculture, Introducing ASFMRA**, IAAO Annual Conference, IAAO, Los Angeles, CA; October 16, 2002
- **Technology Update**, Appraisal Institute, Honolulu, HI; July 13, 2002
- **Vineyard Valuation Seminar**, Appraisal Institute, Napa, CA; May 17, 2002
- **Conservation Easements Appraisal**, Pacific Land Trust Conference, Lake Tahoe; April 26, 2002
- **2002 Trends in Agricultural Land Values**, 2002 Ag Outlook Forum, Visalia, CA; April 17, 2002
- **Conservation Easement Valuations**, Land Trust Retreat, Fresno, CA; November 1, 2001
- **Agricultural Valuations**, Farmers Tax & Accounting Conference, CalCPA Education Foundation, Fresno, CA; October 24, 2001
- **Agricultural Valuations**, Farmers Tax & Accounting Conference, CalCPA Education Foundation, Fresno, CA; November 26, 2000
- **The Price is Right, Uses of Valuation Techniques**, Central Cal. Bankruptcy Inst., Fresno, CA; September 29, 2000
- **Appraisal Impact of Conservation Easements**, Professional Strategies for Preserving Assets and Saving Taxes Through Conservation Easements, Fresno, CA; September 27; and Merced, CA; October 3, 2000
- **Appraising Permanent Plantings in Changing Markets, and Multi-Disciplinary Valuation of a Suburban Citrus Operation**, Valuation 2000, Las Vegas, NV; July 11-13, 2000,
- **Vineyard Values and Income**, 2000 Vineyard Economics Seminar, Napa, CA; May 24, 2000
- **Vineyard Valuation Seminar**, Appraisal Institute, Kirkland Ranch Winery; April 14, 2000
- **Valuation of Agricultural Real Property Through the Eyes of the Appraiser**, Tax Section, American Bar Association, San Diego, CA; January 21, 2000
- **Appraisals and Appraisers**, San Joaquin River Parkway Trust; January 19, 2000
- **The True Value of Conservation Easements**, ASFMRA Convention, Reno, NV; November 6, 1999
- **Farm Land Values Forum**, ABA National Ag Bankers, Colorado Springs, CO; November 3, 1999
- **Conservation Easement Appraisals**, Land Trust Alliance Rally, Snowmass, CO; October 17, 1999

Page Five

- **What is a Winery Worth?** Assessing Real Estate: Wine Marketing Short Course, *Office International de la Vigne et du Vin (University of Paris)*, UC Davis; July 27, 1999
- **Vineyard Values and Trends**, 1999 Vineyard Economics Seminar, Napa, CA; June 16, 1999
- **Undivided Interest Valuations**, Estate Planning Section, Fresno County Bar Association; April 1, 1999
- **The Market**, Central Coast Wine Insights Symposium, San Luis Obispo, CA; March 17, 1999
- **What's It Worth? Valuation Techniques**, California CPA Education Foundation, San Luis Obispo, CA; November 9, 1998
- **Tax Implications of Conservation Easements**, Denver, CO; November 3, 1998
- **Agricultural Valuations**, California CPA Education Foundation, Fresno, CA; October 29, 1998
- **Vineyard Valuation**, International Right of Way Association, Bass Lake, CA; October 23, 1998
- **Panel Speaker, Wetlands Seminar**, Appraisal Institute, Sonoma, CA; September 25, 1998
- **Water Rights Valuation**, and **Appraisal of Vineyards and Wineries**, Appraisal Institute Regional Conference, Disneyland, CA; August 1998
- **Vintage Values, a Mock Vineyard Portfolio**, Vineyard Economics Seminar, Napa, CA; July 8, 1998
- **World Grape Supply**, Wine Industry Conference, CalCPA Educ. Foundation, Sonoma, CA; December 9, 1997
- **The Appraisal of Agricultural Lands**, Appraisal Institute Conference, Disneyland, CA; August 1997
- **A Shift to the Center**, Vineyard Economics Seminar, Napa, CA; June 1997
- **Land in Transition**, Appraisal Institute Regional Conference, Disneyland, CA; August 1996
- **California Land Values and Impact of the 1986-93 Drought**, Santa Clara University Agribusiness Institute, May 1996