





FOLDED HILLS

WINERY · RANCH · FARMSTEAD

weak wifi · strong connections



“GO WEST

YOUNG MAN, AND GROW UP
WITH THE COUNTRY.”

- John Babsone Lane Soul

The Terre Haute Express, 1851

OWNERS KIM AND ANDY BUSCH HAVE RANCHING IN THEIR ROOTS

Andy was raised on Grant's Farm, the Busch family ancestral home and tourist attraction in Saint Louis, Missouri. Fondly, he recalled that Grant's Farm was the setting of some of his earliest memories. He learned to ride a horse at two years old. His early experience working in the stables led to a number of equestrian adventures as he followed his brothers into the fast and elegant sport of polo. His prestigious polo career eventually brought Kim and Andy to Santa Barbara.

“Moving here, I have been able to start a new chapter, finding my individuality and establishing that for my family. The most freeing thing I have ever had in my life, it has made me a better businessman, a better rancher, a better entrepreneur. I'd go so far as to say it made me a better husband and father.”

Born with a green thumb and an innate love of animals, Kim can often be found in the pen doting on her pet kune kune pigs or in the garden tending to her organic vegetables. Kim would be the first to tell you that anyone who happens to stop by her home would find her dinner table to be an open, welcoming place. She likes to say, “The more the merrier.”



DRINK THE FARM - HEALTHIER WINES AT FOLDED HILLS

At Folded Hills we are health conscious. We care about what we put in our bodies and we know you do, too.

Folded Hills is a family owned, boutique winery making wines with loving attention to detail. The grapes grow right alongside the organic row crops, fruit trees and farm animals. Our vines are farmed organically following the biodynamic calendar. With minimal intervention, we hand-craft small batch wines so you can feel good about what you are drinking.

Every bottle of Folded Hills contains zero residual sugar, one gram of carb or less, low alcohol and extremely low sulfites. We use only the native yeast that exists on the grapes in the vineyard, and no commercial additives.

Because we use a hands-off approach to winemaking, your favorite Folded Hills wine will taste slightly different every year. Every bottle expresses each year's unique climate. You are truly tasting the sun, the fog, and the ocean breezes that waft over these folded hills.

What does this mean for you? It means you can enjoy a cleaner, low-calorie, no sugar glass of wine.

WHY FOLDED HILLS WINES ARE HEALTHIER

- Our grapes are all organically grown following the biodynamic calendar
- 95% of our grapes are estate grown
- Our wines have no residual sugar and one gram or less of carbs
- We use no commercial additives
- We consciously craft our wines to be low in alcohol
- We use only native yeast
- We use extremely low levels of sulfite after fermentation is complete
- We lab test every wine before bottling, and make that data available to you
- We use sustainable practices in the vineyards
- We irrigate with crystal clear underground artesian well water, only when absolutely necessary
- We hand harvest every grape, and many of the clusters are foot-tread throughout fermentation





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“LET FOOD

BE THY MEDICINE AND

MEDICINE

BE THY FOOD.”

- Hippocrates

FOLDED HILLS MONTECITO TASTING ROOM

Located in the heart of the Lower Village, Folded Hills is proud to have opened Montecito's first wine tasting room. Walking distance from The Biltmore Four Seasons, Rosewood Miramar Beach Resort, and across the street from the Montecito Inn, Folded Hills Montecito is perfectly situated for the enjoyment of locals and visitors alike.

Open seven days a week, we offer tasting flights, wine by the glass or bottle, and carryout bottle purchases to enjoy at one of the area's fine restaurants. Stop in and relax in our beautifully designed space, see what the buzz is all about and enjoy our newest award winning wines. Our friendly and knowledgeable staff can recommend a wine for any taste, and are happy to tell you the story behind Folded Hills wines. Guests can enjoy a glimpse into life at Folded Hills Ranch and Vineyard from our slideshow, and even order their favorite wines to be shipped to their homes.



FOLDED HILLS ESTATE TASTING ROOM AND WINERY AT THE HOMESTEAD

Located in the beautiful Santa Ynez Valley, Folded Hills Homestead, Winery and Tasting Room is our newest and most anticipated project to date. Tucked behind the coastal mountains of Santa Barbara County, we are the closest winery to the ocean, and your first stop on the way to wine country.

Our new location is the original dwelling of a simple homesteader who settled here in 1898. Along with raising animals, planting trees and tending to row crops, he built a hillside vineyard and made pre-Prohibition wine in his basement. The story is so captivating, you can feel it speak through the walls, floors and relics left behind. The unique restoration we have completed preserves these nostalgic characteristics as well as the organic farm and trees that surround us.

Folded Hills Homestead is a come-as-you-are kind of place. A place where we have serious standards when it comes to our wine, while never taking ourselves too seriously. We are thrilled to finally have this vineyard location to share it all with you — the wine we make, the food we grow, the animals we raise, and the experiences behind it all.



THE FOLD & THE FOLD RESERVE FOLDED HILLS WINE CLUBS

The best way to experience Folded Hills is through our Wine Clubs. Members of The Fold and The Fold Reserve enjoy exclusive VIP events and tasting dinners, limited release wines, and more. Our Wine Club shipments consist of six or nine bottles, sent out twice per year, and give Members the perfect sampling of our latest vintages.

A membership with Folded Hills also means our limited production wines are available to you first. Folded Hills is built on the desire to preserve our land, but more importantly, share the bounty that comes from it. Beyond sharing our produce, animals and wine, we want to share the experiences that are part of this way of life.



The Fold Member Benefits

- No cost to join!
- 6 bottles of Folded Hills wine - shipped 2x per year
- 20% off all wine purchases
- 4 Complimentary tastings per month in our tasting rooms
- Access to new and limited release wines
- Personal wine concierge
- Invitations to VIP wine experiences, parties and farm to table dinners

The Fold Reserve Member Benefits


- No cost to join!
- 9 bottles of Folded Hills wine - shipped 2x per year (including three reserve or special release wines)
- 20% off all wine purchases
- 6 Complimentary tastings per month in our tasting rooms
- Priority access to new and limited release wines
- Personal wine concierge
- Invitations to VIP wine experiences, parties and farm to table dinners
- Early registration to specific events
- Private VIP tour and tasting for a group of four, one time per year

* **Limited Memberships Available**

FOLDED HILLS WINES

In making Folded Hills wine, our goal is to respect the land and express its unique voice. With as little interference as possible, we let the grapes speak for themselves, striving to craft beautiful wines with a focus on purity and vibrancy. Our farming is all organic and fermentation is natural. Following the lunar calendar, we look to create a connection and balance from the vineyard through to the bottle. Our artisanal wines are truly handmade with attentive craftsmanship, to respect the energy and expressiveness and highlight the beauty of the Santa Ynez Valley.





**“I LIKE TO SET A BEAUTIFUL
TABLE, BUT WE WANT YOU TO
COME AS YOU ARE.**

**YOUR DIRTY BOOTS
ARE FINE WITH US.**

**GO AHEAD AND
PUT YOUR FEET UP.”**

- Kim Busch



FOLDED HILLS WINERY AWARDS AND RECOGNITIONS

2019 LILLY ROSÉ - 92 pts Wine Enthusiast

FOLDED HILLS WINERY - 2019 Snail Award - SLOW Wine Guide

2018 AUGUST WHITE - 91 pts Wine Enthusiast

2018 ESTATE WHITE RESERVE - 94 pts Tasting Panel; 91 pts Wine Spectator; 90 pts Wine Enthusiast

2018 G.S.M. - 93 pts and Editor's Choice - Wine Enthusiast

2018 LILLY ROSÉ - 91 pts and Year's Best Rosé - Wine & Spirits; 91 pts Wine Enthusiast

2018 WHOLE CLUSTER CARBONIC - 94 pts and Editor's Choice - Wine Enthusiast; 2019 Snail Award - SLOW Wine Guide

FOLDED HILLS WINERY - 2017 Winery to Watch - Wine & Spirits

2017 AUGUST RED - 94 pts Wine Enthusiast; 94 pts Tasting Panel; 93 pts Vinous - Antonio Galloni; 90 pts Jeb Dunnuck

2017 AUGUST WHITE - 90 pts Wine Enthusiast; 90 pts Jeb Dunnuck

2017 BALLARD CANYON ROUSSANNE - 91 pts Jeb Dunnuck; 90 pts Wine Spectator

2017 ESTATE GRENACHE - 92 pts Vinous - Antonio Galloni; 92 Jeb Dunnuck; 91+ pts Robert Parker; 90 pts Wine Spectator

2017 ESTATE SYRAH - 94 pts Jeb Dunnuck; 92 pts Robert Parker; 91 pts Vinous- Antonio Galloni

2017 ESTATE WHITE RESERVE - 90 pts Jeb Dunnuck

2017 GRANT GRENACHE - 92 pts Wine Enthusiast; 90 pts Jeb Dunnuck

2017 LILLY ROSÉ - 92 pts Wine Enthusiast

2017 STOLPMAN SYRAH - 91+ pts Robert Parker; 91 pts Wine Enthusiast; 90 pts Jeb Dunnuck

2017 WHOLE CLUSTER CARBONIC - 94 pts and Editor's - Choice Wine Enthusiast

2016 AUGUST RED - 93 pts Vinous- Antonio Galloni; 93 pts Wine Enthusiast

2016 BALLARD CANYON ROUSSANNE - 91 pts Jeb Dunnuck

2016 BALLARD CANYON SYRAH - 95 pts Vinous- Antonio Galloni; 92 pts Jeb Dunnuck; 92 pts Wine Enthusiast

2016 ESTATE GRENACHE - 94 pts Vinous- Antonio Galloni; 92 pts Jeb Dunnuck; 92 pts Wine Enthusiast

2016 GRANT GRENACHE - 92 pts Vinous- Antonio Galloni; 92 pts Wine Enthusiast

2016 LILLY ROSÉ - 90 pts and Year's Best Rosé - Wine & Spirits; Best Daily Wine Award - SLOW Wine Guide

2015 AUGUST RED - 92 pts Vinous- Antonio Galloni; 92 pts Wine & Spirits; 91 pts Wine Enthusiast; 91 pts Robert Parker

2015 BALLARD CANYON GRENACHE - 92+ pts Robert Parker; 92 pts Wine Enthusiast

2015 BALLARD CANYON SYRAH - 93 pts Wine Enthusiast; 92+ pts Robert Parker; 90 pts Vinous- Antonio Galloni

2015 GRANT GRENACHE - 93 pts Wine Enthusiast; 92 pts Vinous- Antonio Galloni; 91 pts Wine & Spirits

FOLDED HILLS VINEYARDS

Located in the southernmost edge of the Santa Ynez Valley AVA, lies our 15 acre organically farmed vineyard. Planted by the Busches in 2014, carefully tucked between a stand of oak trees and the natural forest lies 12 acres of Grenache and Syrah. With its own perfect aspect to the sun, each varietal is assured the perfect amount of ripeness, while a daily cooling breeze naturally comes through the canyon bringing freshness and acidity to the wines. On the valley floor sits 3 acres of Grenache Blanc, Marsanne and Clairette Blanche. This site is ideal for capturing the Rhône white's crisp freshness and vibrant flavors.



FOLDED HILLS RANCH

Just to the northeast of the lush hills of our vineyard lies our Ranch, a two-story, plantation style home, five cottages, an expansive lawn, a lake, and a polo field.

A visit to the Ranch provides the opportunity to unplug and reconnect with the natural world. Polo horses, The World-Famous Budweiser Clydesdales, and heritage breed livestock graze on the open pastures. At Folded Hills we welcome you to peek in on our working quarters, collect a basket of eggs, or see our new litter of pigs. Our pristine well-fed lake is primed for fishing, and our serene dock house provides stunning pastoral views of the sixteen-acre polo field and surrounding countryside where our more adventurous guests hike to the Nojoqui Falls.

For Kim and Andy, Folded Hills is a come-as-you-are kind of place. "We love to share this incredible place with our friends and family. We are fortunate that they seem to love it the way we do. We hear it all the time: a night or two at Folded Hills feels like a week's vacation."





**“THIS IS A RANCH. DURING THE DAY, WE
ROLL UP OUR SLEEVES
AND GET DIRTY,
AND THEN WE CELEBRATE THE END
OF A HARD DAY’S WORK WITH A BEER.
AT NIGHT, AFTER WE GET CLEANED UP,
WE ENTERTAIN OUR
FRIENDS AND GUESTS
AND SERVE OUR FINE WINE ALONGSIDE A
HOME-COOKED MEAL MADE WITH OUR
FRESH FRUITS AND VEGETABLES.”**

- Andy Busch







“SOON IT GOT DUSK,

**A GRAPY DUSK, A PURPLE DUSK OVER
TANGERINE GROVES AND LONG MELON FIELDS; THE SUN
THE COLOR OF PRESSED GRAPES
SLASHED WITH BURGUNDY RED,
THE FIELDS THE COLOR OF LOVE AND SPANISH MYSTERIES.”**

- Jack Kerouac, On the Road

FOLDED HILLS FARMSTEAD

The Farmstead serves as a place of connection between people, farmer, food, animals and nature. A small fresh market surrounded by a field of our organically-grown produce, we welcome everyone to come enjoy a slice of the slower way of life. Meet our animals and harvest your own fruits and vegetables.





the FARMSTEAD

Photographed by Mike Fabrick
Written by Madison LaRhin



Along 200 acres of California soil, between Sonoma, Butte, and Santa Barbara, The Farmstead is tucked in the Sonoma Valley. Less than 20 miles from the coast, with a backdrop of the Valley's rolling hills, the organic farm is bustling with the best local produce.

I drive up the gravel road to see everything fresh, straight from the field. From organic vegetables to farm-fresh eggs, the variety is endless. I walk through the fields, and I see the most beautiful views of the valley. The farm is a beautiful sight, and I can't wait to see everything fresh, straight from the field.

entire growing on the other side of the farm. Some have signs, like the 'U-PICK' sign, and some are just beautiful. I see the most beautiful views of the valley. The farm is a beautiful sight, and I can't wait to see everything fresh, straight from the field.



We approach the rows of rows from the west. The farm is a beautiful sight, and I can't wait to see everything fresh, straight from the field.

"Walking away with a basket full of fresh produce, sweet berries, organic almonds, and local honey, I am smiling from ear-to-ear."

It's a beautiful sight, and I can't wait to see everything fresh, straight from the field. The farm is a beautiful sight, and I can't wait to see everything fresh, straight from the field.

The Farmstead is a beautiful sight, and I can't wait to see everything fresh, straight from the field. The farm is a beautiful sight, and I can't wait to see everything fresh, straight from the field.

THE FARMSTEAD
2020 Hill Street Highway, Santa Barbara, CA 93101
www.thefarmstead.com



the ANIMALS





Heading for the Hills

If the Busch name reminds you of a certain beverage, it's time to think again, as polo patron **Andy Busch** debuts **Folded Hills** wines

WRITTEN BY IOAN TAPPER
PHOTOGRAPHS BY ERIN FEINBLATT



Angela Osborne, the New Zealand-born winemaker and general manager is known as a "guru of Grenache."



Tucked between Santa Barbara's coast and the Santa Ynez Valley, Folded Hills is an agricultural oasis. Its white limestone vineyard, overlooking the ocean and a plantation-style estate house is combined with a long drive and rolling hills. Heritage grape vines from the 1930s and 1940s, such as the 1930s-era, are planted each morning—and these vines are the backbone of the hills.

Owner Andy Busch—who, as a legal player, served as captain for the U.S. World Cup team for the Federation of International Polo—started his equestrian career just after 20 years and never let go. Looking forward to the highest games this season, he says, "I plan to be there watching friends compete. I'm in the position of player and the available horse partners on the Santa Barbara Polo & Racquet Club field—these rolling hills."

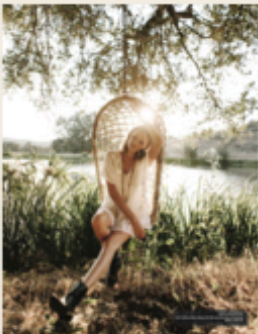
Now, the president of Santa Ynez Polo is also interested in life on the farm. He and his wife, Kim, have passed his interest to their young sons, which is how family gets to be in the next year's and a second season like a natural extension of the field. "When we started working on the farm years ago, we put together a team of professionals to advise us with our professional assistance," he says. "The investment proved to be well worth it. While initially, which was 'to participate' for Angela Osborne, the Vice President, executive and general manager who is known as a 'guru of Grenache.' The grapes are grown with a mixture of vines



responsibility with Busch, who has planted the vineyard organically, and the first vine crop.

A series of setbacks occurred in 2018, as the farm's first vintage production was affected by a combination of weather and other factors. In the meantime, the first vintage includes Lily Bush, an estate and first vintage to Busch's grand mother, Lily Adkins Busch, and an extension of family owned down to her granddaughters, Lily, Janet, and Angela, who is now President of Santa Ynez Polo. The vineyard is now owned by the family and the legacy.







PRESS

VEGOUT LA, May 2020 - [Your Guide to Vegan-Friendly Urban Wine Tasting from LA to Santa Barbara](#)

NOOZHAWK, May 2020 - [Local Tasting Rooms Get Creative to Boost Wine Sales During Coronavirus Shutdown](#)

SANTA BARBARA LIFE & STYLE MAGAZINE, May/June 2020 - [Read Between the Vines](#)

FAB FIT FUN, April 2020 - [15 Wine Subscriptions and Brands that will Deliver Right to Your Doorstep](#)

FORBES, April 2020 - [The Self-Care Items I'm Swearing by During this Very Weird Time](#)

ODEDI'S WINE, April 2020 - [Folded Hills Winery 2017 Grant Grenache](#)

THRIVE GLOBAL, April 2020 - [5 Lifestyle Tweaks that will Dramatically Improve One's Wellbeing - with Kim & Andy Busch](#)

FORBES, March 2020 - [Online Sales are Soaring Amid Coronavirus Lockdown - A Month Bigger than Christmas](#)

WINE SEARCHER, March 2020 - [Concern Over California Wine Closedown](#)

SOCAL RESTAURANT SHOW, March 2020 - [Folded Hills Winery](#)

NAPA VALLEY REGISTER, March 2020 - [Please the Palate: A Lot of Beer Makes This Wine](#)

EVE'S WINE 101, February 2020 - [Discovering Folded Hills Winery](#)

DINING & DESTINATIONS, February 2020 - [Folded Hills Montecito Tasting Room](#)

LOMPOC RECORD, February 2020 - [Solvang Rotary Club Recognizes 2019 Santa Ynez Valley Beautification Award Recipients](#)

GRAPELIVE, February 2020 - [Wine of the Day](#)

WINE SEARCHER, February 2020 - [Head for the Mountains: Busch Now Making Wine](#)

SATTVA SOUL, January 2020 - [The Power of Presence with Kim Busch](#)

THE BEET, January 2020 - [The 7 Best Places to Eat and Drink Vegan in Santa Barbara, California](#)

SANTA CRUZ SENTINEL, January 2020 - [Montecito Weekend Getaway](#)

WHITNEY PORT, December 2019 - [Wine Time! Interview with Kim Busch](#)

THE BEET, December 2019 - [Vegan-Friendly Gifts to Feel Good About: These Presents Give Back](#)

SANTA BARBARA LIFE & STYLE MAGAZINE, Nov/Dec 2019 - [12 Days of Christmas SB Style](#)

WINE COUNTRY WEEKLY, November 2019 - [2019 Holiday Gift Guide for the Wine Lovers in your Life](#)

GRAY MALIN LIFESTYLE, November 2019 - [Read All About It: Our Company Retreat at Folded Hills](#)

WINE INDUSTRY ADVISOR, November 2019 - [Folded Hills Opens Homestead, Celebrates Cleaner Wines](#)

EQLUXE MAGAZINE, October 2019 - [Vine Country: Adventure Around Every Corner at Folded Hills](#)

FOOD & WINE, October 2019 - [20 White Wines You Can Still Drink When It's Cold Outside](#)

EQLUXE MAGAZINE, October 2019 - [Sip Away: Folded Hills Winery, Tasting Room, Homestead](#)

GOOP, October 2019 - [Travel: The Santa Barbara Guide](#)

SANTA BARBARA LIFE & STYLE MAGAZINE, Sep/Oct 2019 - [The Family Grape Vine](#)

SANTA BARBARA MAGAZINE, Fall 2019 - [We Taste in Paradise](#)

NEXT AVENUE, September 2019 - [How to Volunteer at a Vineyard or Winery this Fall](#)

PRESS

805 LIVING, September 2019 - [A Taste of Ranch Life: Food, Wine and Friends Come Together](#)

GRAY MALIN LIFESTYLE, August 2019 - [Gray's Musts: Favorite Rosés for Summer and Beyond](#)

SANTA BARBARA INDEPENDENT, August 2019 - [The Taste of Coast Village Road](#)

SANTA BARBARA LIFE & STYLE MAGAZINE, July/Aug 2019 - [48 Hours in Montecito](#)

WINE INDUSTRY ADVISOR, July 2019 - [Folded Hills Winery Debuts New Estate Tasting Room on Original 1898 Homestead](#)

SANTA MARIA TIMES, July 2019 - [New Tasting Rooms in SB Wine Country](#)

FOOD & HOME SANTA BARBARA, July 2019 - [A Way of Life; Q&A with Kim Busch, Folded Hills](#)

JENNI KAYNE, July 2019 - [Folded Hills: Natural Wine with a View](#)

WINE COUNTRY THIS MONTH, June 2019 - [Cover Story: Folded Hills Winery](#)

SANTA BARBARA LIFE & STYLE MAGAZINE, May/June 2019 - [48 Hours in Santa Ynez](#)

SANTA BARBARA INDEPENDENT, May 2019 - [Folded Hills Pope Challenge - Finals](#)

SANTA BARBARA INDEPENDENT, May 2019 - [Folded Hills Pope Challenge](#)

SANTA BARBARA POLO MAGAZINE 2019 - [Wine Time](#)

BOXWOOD AVENUE, April 2019 - [Pacific Natural with Jenni Kayne at Folded Hills Ranch](#)

SANTA BARBARA INDEPENDENT, March 2019 - [Montecito's Villas at Olive Mill Project Opens](#)

SANTA BARBARA LIFE & STYLE MAGAZINE, Nov/Dec 2018 - [A Year in the Life of a Winemaker](#)

NOOZHAWK, November 2018 - [Folded Hills Winery, Farmstead & Ranch Bring Busch Family Legacy to Central Coast](#)

ST. LOUIS POST DISPATCH, November 2018 - [Cheers! A Guide to Wines for the Holidays!](#)

SANTA BARBARA LIFE & STYLE MAGAZINE, Sep. 2018 - [Life In The Countryside](#)

SANTA BARBARA INDEPENDENT, September 2018 - [Capturing Nojoqui Magic at Folded Hills Winery](#)

NINA TEKWANI, Sep. 2018 - [Folded Hills, a Santa Ynez Wine Tasting Experience](#)

NOOZHAWK, Aug. 2018 - [Gaviota's Folded Hills Ranch Crafts Wine Steeped in History.](#)

CALI GIRL COOKING, July 2018 - [An Afternoon at Folded Hills: A Central Coast Treasure](#)

ST. LOUIS BUSINESS JOURNAL, April 2018 - [Kim And Andy Busch Tap Into Success With Folded Hills Winery.](#)

LADUE NEWS, June 2018 - [Honoring Land and Family](#)

SANTA BARBARA WEDDING STYLE, May 2018 - [Engagement Session at Folded Hills Ranch](#)

SANTA BARBARA POLO MAGAZINE 2018 - [A Perfect Pairing](#)

WINE & SPIRITS, November 2017 - [2017 Wineries to Watch](#)

SANTA BARBARA POLO MAGAZINE 2017 - [Heading For The Hills](#)

SANTA BARBARA LIFE & STYLE MAGAZINE, March/April 2017 - [Stay Awhile: A Styled Wedding at Folded Hills](#)

SANTA BARBARA LIFE & STYLE MAGAZINE, January 2016 - [The Farmstead](#)

EDIBLE SANTA BARBARA, Summer 2015 - [An Unlimited Idea of Freedom - Spending Time in Gaviota](#)



FOLDED HILLS

LOCATIONS

ESTATE TASTING ROOM & WINERY AT THE HOMESTEAD

2323 OLD COAST HWY

GAVIOTA, CA 93117

MONTECITO TASTING ROOM & WINE SHOP

1294 COAST VILLAGE ROAD

MONTECITO, CA 93108

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