

HESTER CREEK



Biography



Vice President Corporate Development — Robin Openshaw

Robin Openshaw was born and raised in Leeds, England but moved to Canada at a young age where he graduated high school and began his career in British Columbia. Openshaw worked in the general insurance business for many years which is where his five-decade business and personal relationship with winery owner Curt Garland began. Openshaw and his wife Lee Ann have dedicated most of the past several years to the development of Hester Creek winery. When faced with a rare opportunity to relax, reading, traveling and dining out top Openshaw's leisure list.

ROBIN OPENSHAW Q & A:

Q: When you wake up each morning and look out over the vineyards what crosses your mind?

A: I am in one of the most beautiful surroundings in the world, a place where many dream they would like to live, with a vineyard, a winery and a to-die-for view.

Q: When did you first come to Hester Creek and what was your reaction?

A: May 2004. I saw an incredible opportunity to create a business turnaround from a magnificent property that had been left in disrepair.

Q: What is the best part of your role at Hester Creek?

A: Having the opportunity to market truly remarkable wines to a never-ending clientele who didn't know what we really had.

Q: Name the moment that made you proud to be representing Hester Creek?

A: It's the everyday that makes me proud, not one specific moment. Every time we sell a bottle of wine it's a testament to the quality and value we offer the buyer. We are very secure in what goes out our doors; we know where we came from and where we are going.

Q: What is the best compliment you have ever received about the wines or the experience at Hester Creek?

A: On a daily basis, we receive genuine compliments. Our staff's friendly attitudes and our superb wine portfolio consistently exceed visitor's expectations.

Q: What is your favourite food and wine pairing using a Hester Creek wine?

A: Home-made Rack of Lamb and Hester Creek Reserve Cabernet Franc — delicious!

Q: What was the most challenging aspect of your involvement with the construction of the new winery and guest facility at Hester Creek?

A: For the past three and a half years we have been in "building mode." Having been involved in this process during our Villa and winery construction provided many trying moments. Weather, labour shortages and product availability all played significant roles in the frustration experienced in the goal to meet our opening deadline. In both cases, timelines slipped by for one reason or another. Matters that are regrettably beyond one's control certainly create exasperation!