



A Tradition of Stewardship
A Commitment to Service

County Executive Office

1195 Third Street, Suite 310
Napa, CA 94559
www.napacounty.gov

Main: (707) 253-4580

Neha Hoskins
Clerk of the Board

December 15, 2025

Peter R. Bartlett

Napa CA 94558

Via email:

Re: Napa Sanitation District Board of Directors

Dear Peter:

You have been a valued Member of the Napa Sanitation District Board of Directors. The term of your position expires on December 31, 2025. If you wish to request reappointment for another 2-year term, please check the following box:

- ☒ Yes, I would like my name, this letter and application forwarded to the Board of Supervisors for possible reappointment to the Napa Sanitation District Board of Directors for the term commencing immediately and expiring December 31, 2027.

If you have chosen to request reappointment, please check one of the two boxes below regarding your last application:

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- ☒ I confirm that all the information on my last application is current.
- ☐ Some of the information on my last application is no longer current or is five (5) years old or older. I will submit a new or revised application.

To complete a new application form either contact the Napa County Executive Office or go to the following link to complete your application online:

[Boards, Committees & Commissions | Napa County, CA](#)

After checking the appropriate box, **sign and date on the lines below and return this letter to the County Executive Office by mail or email.**

A handwritten signature in black ink, appearing to read "P. Bartlett", written over a horizontal line.

SIGNATURE

December 15, 2025

DATE

Application for Appointment to Board, Commission, Committee, Task Force or Position

Applicants appointed by the Board of Supervisors will be required to take an oath of office. All applications will be kept on file for one year from the date of application.

Public Records Act

Applications are public records that are subject to disclosure under the California Public Records Act. Information provided by the applicant is not regarded as confidential except for the addresses and phone numbers of references and the applicant's personal information including home and work addresses, phone numbers and email address.

Form 700 Conflict of Interest Code

[California Fair Political Practices Website](#)

Please note that appointees may be required by state law and county conflict of interest code to file financial disclosure statements.

Which Boards would you like to apply for?

Napa Sanitation District Board of Directors: Submitted

Category of Membership for Which You Are Applying

Public Member

Profile

Peter

First Name

R

Middle Initial

Bartlett

Last Name


Email Address


Home Address

Suite or Apt

Napa

City

CA

State


94558

Postal Code

Which supervisorial district do you reside in? *

☒ District 4

To find your supervisorial district go to <https://www.countyofnapa.org/2051/Find-my-supervisor-and-district> and enter your address.


Primary Phone

Amicus Wine Holdings, LLC
Employer

Chief Financial Officer
Job Title

Wine Industry
Occupation

Education/Experience

Education: BA - International Relations, University of Pennsylvania MBA - Stanford Graduate School of Business
Experience: Please see resume (attached).

Name and occupation of spouse within the last 12 months, if married. (For conflict of interest purposes)

Kristy Sammis - CEO, Clever (Influencer Marketing Agency)

Resume

[Peter Bartlett Resume .pdf](#)

Upload a Resume

Letter of Recommendation or Supplemental Attachments

Professional or occupational license, date of issue, and expiration including status

None

References: Provide names and phone numbers of 3 individuals who are familiar with your background.

Todd Zapolski - Zapolski Real Estate [REDACTED] Michelle Novi - Counsel and Senior Director of Industry Relations, Napa Valley Vintners [REDACTED] Dana Sexton Vivier - Chief Financial Officer, Far Niente Winery [REDACTED]

Community Participation

Please explain your reasons for wishing to serve and, in your opinion, how you feel you could contribute.

I have lived in Napa and raised my family here since 2009. I love this community, I'm grateful to be a part of it, and I would like to have the opportunity to contribute my time and expertise. I think that my diverse background comprising real estate development, the wine industry and finance will be an asset to the board in reviewing and adopting annual operating budgets, monitoring financial performance, and evaluating capital expenditures and proposed rate changes.

Nature of activity and community location

Board Treasurer - Friends of Sunrise Montessori Napa Chamber of Commerce - Legislative Action Committee T-ball Assistant Coach

Other County Board/Commission/Committee on Which You Serve/Have Served

None

Public Actions that may impact Credit Rating (List all court or other public administration actions impacting your credit rating within the past ten (10) years)

None

Electronic Signature Agreement

I meet the criteria required to serve in this position.

☒ Yes ☐ No

I declare under penalty of perjury that the foregoing is true and correct.

☒ Yes ☐ No

Please Agree with the Following Statement

By checking the "I agree" box below, you agree and acknowledge that 1) your application will not be signed in the sense of a traditional paper document, 2) by signing in this alternate manner, you authorize your electronic signature to be valid and binding upon you to the same force and effect as a handwritten signature, and 3) you may still be required to provide a traditional signature at a later date.

☒ I Agree

Electronic Signature (First M. Last)

Peter R. Bartlett

Date

11/15/2023

PROFILE

- Experienced wine industry professional with diverse background spanning real estate private equity and international business development.
- Critical thinker with well-honed financial and strategic acumen.
- Excellent written and verbal communication skills.

EXPERIENCE

- 2015 - **Amicus Wine Holdings, LLC** Napa, California
Chief Financial Officer for \$50M holding company for portfolio investments including DuMOL Winery (craft/luxury RRV Pinot Noir producer), Acme Fine Wines (luxury wine retailer), SLO Down Wines (negociant brand) and California American Terroirs (luxury wine export broker).
- Lead finance and accounting staff of 4 as well as DTC sales organization of 5.
 - Spearheaded acquisition of DuMOL Winery in 2015; led underwriting, coordinated due diligence, managed transaction attorneys, and worked with acquisition lender.
 - Professionalized budgeting and reporting for the organization; led process to select and implement new ERP and financial forecasting systems.
 - Manage outside consultants including CPAs, attorneys, investment brokers, insurance brokers and professional employer organization.
- 2018-2022 **Clos Du Val Winery** Napa, California
Recruited to serve on the Board of Directors for 50-year-old family-owned winery.
- Advised owners on matters related to strategy, asset management, finance and accounting, and organizational effectiveness.
 - Served as interim Chairman during management transition.
- 2012-2015 **Zapolski Real Estate, LLC** Napa, California
Project Director for \$60M renovation and repositioning of high-end lifestyle retail project in Downtown Napa.
- Underwrote acquisition of the former Napa Town Center, now called First Street Napa.
 - Drafted private placement memorandum; raised \$25M in equity.
 - Negotiated partnership to bring development of the \$80M Archer Hotel to project.
 - Secured \$5M tax revenue sharing agreement with the City of Napa to finance redevelopment.
- 2006-2011 **Premier Pacific Vineyards, Inc.** Napa, California
Portfolio Manager for entrepreneurial developer of high-end vineyards. Firm had raised over \$200M in equity with institutional investors.
- Oversaw portfolio of high-end vineyard properties in California, Oregon and Washington.
 - Involved in all facets of fund operations, including strategic planning, development, budgeting, marketing and sell/hold analysis.
 - Executed sale of portfolio of developed and undeveloped assets.
- 2004-2006 **The Reliant Group, LLC** San Francisco, California
Hired as Vice President by an opportunistic private real estate fund manager to underwrite acquisitions of affordable multifamily properties.
- Analyzed properties and markets to determine valuations and recommend investments.
 - Developed and refined models of fund-level returns, including promote calculations.

- Provided training and advice to junior staff in financial modeling and analysis.

- 2002-2003 **Highlands Management Group** Scottsdale, Arizona
Sonoma Golf Club, LLC Sonoma, California
Recruited as Principal in real estate firm that specializes in development of high-end golf club residential communities. Helped to negotiate and structure new venture re-positioning a high-end private golf club, and took transitional lead management role.
- Developed pro forma, zero-based budget and marketing plan.
 - Formed and led teams to undertake \$3M golf course renovation and \$10M clubhouse redevelopment.
 - Hired key personnel to Golf Club's management team.
- 1999-2002 **SKS Investments, LLC** San Francisco, California
Returned to real estate industry as primary finance professional for entrepreneurial real estate development and investment group. Firm partnered with institutional investors such as Farallon Capital Management, William E. Simon & Sons, and CalSTRS.
- Managed relationships with equity partners and lenders.
 - Executed over \$200M in financing transactions on 1M square foot office portfolio.
 - Closely involved in formation of partnership to acquire \$55M class A office building.
 - Co-authored Private Placement Memorandum for new investment fund.
- 1996-1999 **Cummins Engine (China) Investments, Ltd.** Beijing, China
Manager – Business Development
Accepted position in Business Development in order to explore investment opportunities on behalf of the rapidly growing China subsidiary of this Fortune 500 manufacturing company.
- Managed key strategic partnership with Dong Feng Motors (DFM), China's largest truck manufacturer, a state-owned company on the brink of insolvency.
 - Coordinated implementation team for \$50M equity joint venture with DFM.
- 1993-1994 **Highlands Management Group** Scottsdale, Arizona
Rainwater, Inc. Fort Worth, Texas
Secured role as Analyst with Highlands and its partner, Rainwater Inc., the investment vehicle of Richard E. Rainwater. Participated in underwriting and structuring of \$385M initial public offering of Crescent Real Estate Equities, a diversified real estate investment trust.

EDUCATION

- Stanford Graduate School of Business** Palo Alto, California
- MBA, 1996.
- University of Pennsylvania** Philadelphia, Pennsylvania
- BA, cum laude with distinction in International Relations, 1990.
- Beijing University** Beijing, China
- Advanced Mandarin Chinese Studies, 1989.
 - Worked for CBS News during Tiananmen Protests.

PERSONAL

Interests include food, wine, travel and music. Retired amateur stand-up comedian. Proficient in Mandarin Chinese.