



The Tuck School of Business at Dartmouth
is pleased to award the 2026 Distinguished Achievement Medal to

W. Andrew Beckstoffer T'66

 ver the past 50 years, few people have had a greater impact on California's wine industry than Andy Beckstoffer T'66. As owner of Beckstoffer Vineyards, Andy manages nearly 4,000 acres of vineyards in some of Northern California's top winegrowing regions—Napa Valley, Mendocino County, and the Red Hills of Lake County. Known for their unique “terroir,” grapes from these heritage vineyards consistently produce top-rated wines, including numerous 100-point vintages.

Named “Napa's most powerful grape grower” by both the Wall Street Journal and Wine Spectator, Andy has not only built a successful enterprise but also reshaped how the industry creates and captures value—advancing practices that benefit growers, vintners, and consumers alike. He is widely credited with kickstarting the vineyard-designate wine movement in California. As director of the Napa Valley Grape Growers Association, he also forged a landmark agreement tying the price of grapes to the price of the wine—shifting the industry's perception of wine grapes as a commodity to a premium branded product.

Andy pioneered innovations in drip irrigation, vine spacing, and bench grafting to elevate grape quality and yield. His advocacy for federal tax incentives for conservation easements earned him recognition as Napa County Farm Bureau's “Agriculturist of the Year” in 2007. He also received the Wine Industry Leadership Award, a first-of-its-kind United States Congressional Wine Caucus Commendation, and in 2010 was inducted into the Vintners Hall of Fame.

A proud Virginian, Andy attended Virginia Tech on a football scholarship and later joined Army ROTC while earning his engineering degree. Following two years of service as an Army second lieutenant, Andy enrolled in the esteemed Tuck Class of 1966. Andy's wife Betty and two children joined him in Hanover, and he juggled three jobs while navigating the rigors of the Tuck curriculum—an experience that he says instilled confidence he could “compete with the best and brightest” every day. During his second year, Andy's classmates awarded him the Charles I. Lebovitz D'52 Memorial Award given to a student who makes an outstanding contribution to the daily life of the school.

Upon graduation, Andy joined the food and beverage giant Heublein—playing a key role in the company's decision to move into the premium wine segment of California's growing wine industry. After moving to California to oversee the investment, Andy went on to purchase the wine business from Heublein and founded Beckstoffer Vineyards in 1970 at the age of 30.

Married for more than 60 years, Andy and Betty are longtime supporters of Tuck. Andy is an emeritus member of Tuck's Board of Advisors, a former head TAG agent for his class, and a 2016 reunion committee co-chair. In 2000, Andy and Betty were honored as “Citizens of the Year” for the couple's dedication to their community of St. Helena, California. They have five children—including a son named Tuck—as well as multiple grandchildren and live in Napa Valley.

In recognition of his many accomplishments as a business leader and for his outstanding service to the Tuck community, the Tuck School of Business is pleased to honor W. Andrew Beckstoffer T'66 with the 2026 Tuck Distinguished Achievement Medal.

Matthew J. Slaughter

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Tuck School of Business at Dartmouth

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