



## **Richard Sands**

*Chairman of the Board of Directors  
Constellation Brands, Inc.*

### **Born**

March 3, 1951 in Canandaigua, NY

### **Education**

University of Vermont, bachelor's degree, psychology, 1974

University of North Carolina, master's degree & doctorate, social psychology, 1979

Richard Sands joined Constellation Brands in August 1979. After serving in various positions in wine production, finance, sales and marketing, he was appointed executive vice president in 1982. In May 1986, Sands was named president and chief operating officer and in October 1993 he became chief executive officer, a role he held until July 2007. Sands was appointed chairman of the board in September 1999 and continues in this capacity today.

Under his direction, the company acquired numerous wine companies in the 1980s and early 1990s. During this period, Constellation initiated its multi-category strategy when it acquired Barton, a major producer of distilled spirits and a marketer of imported beer. In 1998, Constellation acquired the spirits brand Black Velvet and began to extend its geographic reach with the acquisition of the independent U.K. wholesaler and wine company, Matthew Clark. In 1999, Constellation entered the fine wine category with its acquisitions of Icon Estates (formerly Franciscan Estates) and Simi. In 2001, Ravenswood was acquired and Constellation entered into a joint venture with BRL Hardy, a major Australian wine producer.

In April 2003 Constellation acquired BRL Hardy, and under Sands' leadership Constellation subsequently acquired The Robert Mondavi Corporation in December 2004, and Canada's premier wine producer, Vincor International, in June 2006. As a result of the strategy Sands initiated in the early 1990s, Constellation today is the world's leading premium wine company with a broad portfolio of premium products across the wine, beer and spirits categories.

Sands is chairman of Education Enterprise of New York, Inc. a 501(c)(3) organization that promotes effective programs and entrepreneurial leadership designed to improve educational systems and increase student success. Sands also serves as chairman for Education Enterprise of New York Foundation. He is a member of the board of trustees of the Rochester Institute of Technology and the University of Rochester. He is also chairman of the Friends of the Constellation Brands – Marvin Sands Performing Arts Center.