



Janice Gali **Vineyard Owner, Entrepreneur, Manager of the Family Business**

Janice Gali brings her business knowledge, eye for design and social nature to everything that she does.

“Life is about relationships,” says Janice as she thoughtfully, deftly fills vases with seasonal flowers for the tasting room. “I love being able to share our wines with visitors and people I’ve known for years, here in Los Gatos.”

As co-owner of Gali Vineyards with her husband Joseph, Janice embraces community. The connections that she cultivates make life brighter, more full-bodied – not unlike the cool climate, fruit-forward wines she serves. Yet, entering the wine business took some time.

As the youngest of two children, Janice grew up in San Jose, California, filling her school-age days with dance, Girl Scouts, swimming and running. Attending San Jose State University, she joined the business fraternity AIESEC before earning a Bachelor of Science in marketing administration, with a minor in sociology.

Janice put her degree to use as a pharmaceutical sales representative covering Los Gatos and San Jose. It’s during her account visits that Janice met Joseph, a young pediatrician. Three years later, Janice obtained her real estate license. She used her sales and business knowledge to buy and sell properties in Florida, Oregon and, eventually, the land that would become Gali Vineyards.

Purchasing acreage in Corralitos, California, near the top of Monterey Bay, they began growing blueberries on land that once housed a turkey farm and apple orchards. Janice split her time between engaging with her daughters’ school PTA and Rotary Los Gatos while also getting to know the neighboring families and farm workers in Corralitos. Seasonally, she sold their blueberries at the Los Gatos farmers market.

In 2013, she and Joseph pivoted from blueberry farming to wine grapes. They initially planted 10 acres — a mix of varietals — adding eight more acres in 2020. In 2016, they celebrated Gali Vineyards’ first harvest and wine in bottle. They partnered with an experienced winemaker and a custom crush facility to produce their own wines, while continuing to sell grapes to local wineries.

Janice spent those first years researching the crop market, advertising their grapes for sale, meeting winemakers at their property and negotiating price per ton. Writing contracts, invoicing clients and managing tonnage on the day of harvest gave her broad experience. To continue learning the wine business, she worked in other tasting rooms and took a wine marketing course at University of California, Davis.

A dream of having her own storefront led Janice on a five-year quest to find retail space in downtown Los Gatos. Her persistence paid off with the opening of Gali Vineyards tasting room in August 2021. Incorporating natural and repurposed elements into the décor was part of her vision. One additional must-have: “Fresh flowers, always!”

In her spare time, Janice enjoys entertaining friends at home, reading and taking care of her gran-puppy, Piper.