

Gordon Valley
Napa, CA

13 +/- Vineyard Estate
Award Winning



Best in Class

The Next Revolution to Farming Grapes

Offering Memorandum Summary

Presented By, Carmen & Peter Gray

NDA Required for Full Prospectus

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The 9-acre Napa Valley AVA vineyard is planted to specific and select varietals including several clones of Cabernet Sauvignon, Petit Verdot and Cabernet Franc. The soil and the microclimate at this location create a custom blend of factors that result in fruit of exceptional quality, rivaling the best from the top Napa Valley AVA locations of Pritchard Hill and Howell Mountain. The vineyard is farmed organically, and is certified Fish Friendly, Napa Green and Sustainable.

Asking Price \$6,249,999

Property Type	Residential (NEC)	Land Use.....	Commercial Vineyard
Address	NDA Required	Planted Vines.....	9
APN.....	NDA Required	Planted Olive Trees....	2
Lot Size (acres).....	13.16	Farm Buildings	1
Estate House	1	Farm Building SF.....	2,000
Estate House Year Built.....	1977	Gross Income	NDA Required
Estate House Current SF.....	2,254	Total Expenses.....	NDA Required
# Bedrooms / # Bathrooms ...	3 / 2	Net Operating Income...	NDA Required
Garage (Attached)	576 SF / 2 Car		

Cap Rate (Projected) NDA Required

The vineyard is set up as an entirely self-contained operation. Equipment needed for harvesting, pruning and maintaining the vineyard comes with this offering. Seller has agreements in place for any labor needed: harvesting labor, pruning, vineyard maintenance and more. Vineyard Management companies are readily available for short- or long-term management if the Buyer would like a truly turn-key and hands-free vineyard.

Asking Price \$750,000

Business Type	Wine Brand & Sales	Business Name.....	NDA Required
Address	NDA Required	Labels... ..	NDA Required
USA Trademarks.....	NDA Required	Web Domains	NDA Required
Hong Kong Trademarks ...	NDA Required	Awards & Medals 2007-2020 ..	96
Website Re-Built.....	2016	Wine Scores.....	90 -96 points
Wine Club Earnings.....	NDA Required	Gross Income.....	NDA Required
Mailing List.....	NDA Required	Total Expenses	NDA Required
Licenses.....	3	Net Operating Income.....	NDA Required



Turn-Key

Napa, CA

Highlights

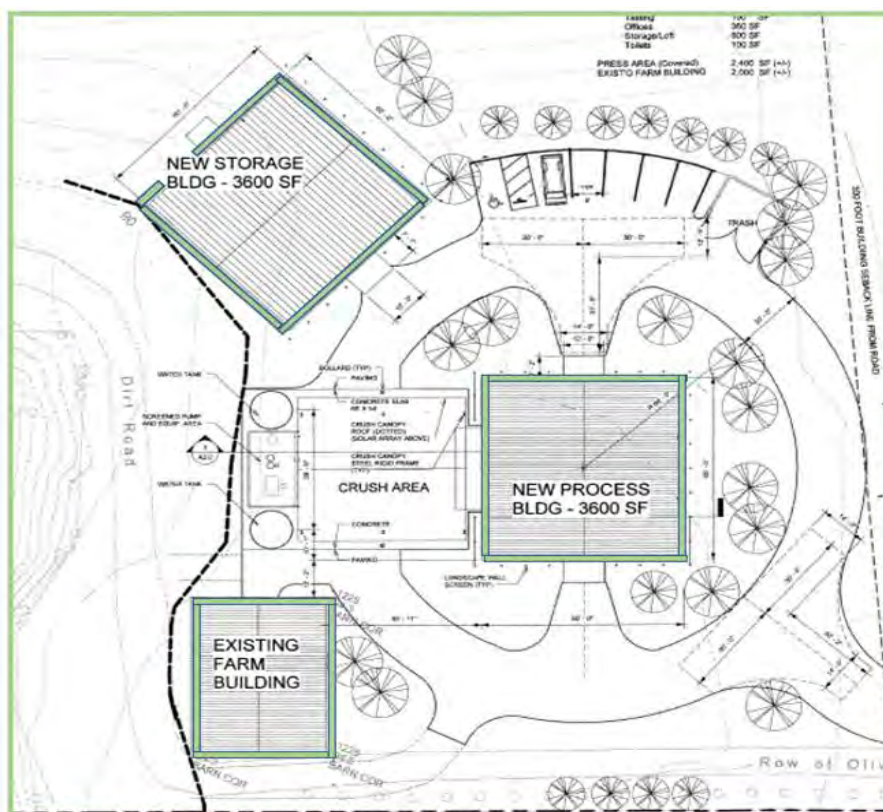
- 13 acres total
- 9 Acres +/- Prime Vineyard (5.2 tons per acre routinely achieved)
- 2 Acres +/- Prime Quality Olive Trees
- 90+ Point Wines including
Sommeliers Challenge results:
 - 2015 Petit Verdot – Best in Class! 96 points Platinum Medal
 - Cabernet Sauvignon: 90 points Gold Medal
- Multiple Gold Medal Winning Olive Oil
- Approved Winery Permit & Plans (Fully Approved plans for on-site production Facility, Crush Pad & Storage Facility, 30,000 Gallon Production
- Turn-Key Grape & Olive Farming Business Retail & Wholesale Wine Business (includes, but not limited to: Labels, Large mailing list, Wine Club, Good Will)
- 2200+ Square foot Home – Gated & Beautifully Appointed
- **CERTIFIED Fish Friendly Farming and Green.** The vineyard is farmed organically (not certified organic). 100% grown, bottled and produced from this single vineyard.

Winery Permit #P11-00168:

- On-site Production Facility,
Storage, Crush Pad and Tasting
Room is FULLY approved,
vested, completed plans and
ready to be built!

This permit was issued in 2011 and by 2013 the owners were able to acquire a ruling from the planning department finding that they have sufficiently prepared the site in accordance with the permit requirements, so the original conditions were met, and there is no expiration on the permit.

- 30,000 Gallon Production per Year
- 3,600 SF New Storage Building
- 3,600 SF New Process Building
- 1,600 SF Crush Pad and Tank Storage Area
- 6 Parking Spaces



Why is this Vineyard Different?

The High-Quality Grapes are consistent year over year due to the seller's tailored approach to feeding the right nutrients to the terroir.

The tailored approach is an important part of managing this vineyard since it impacts on vine growth, crop yield, berry composition and ultimately, the quality of the wine. The seller developed a revolutionary nutrition program and is happy to share it with you! We look forward to having you come tour the property and taste the exceptional difference in the wine. The holistic approach is focused on maintaining healthy soil, so vines always have access to the best possible nutrient available.

Got Nutrients?

Experience the Taste Revolution





Gordon Valley, Napa CA



Award Winning Grapes

- Temperatures average between 80-85 Degrees During the Day
- Temperatures average between 55-60 Degrees During the Night
- 5 Plus tons per acre of quality because of the U-Lyre Trellis Systems
- U-Lyre Trellis: **36"** at the bottom (Fruit/Zone) **48"** at the Top
- 4.5 Organic Material in the Back of the Vineyard
- 2.0 – 2.5 Organic Material in Front of the Vineyard
- The Back of the Vineyard acts like the Valley Floor
- The Front of the Vineyard acts like the Hill Side
- Lake Curry is located a ½ Mile Away
- Winds come from Lake Curry from the North which drops the temperature down
- 3 Different Root Stocks
- 3 of the highest priced grape types
- Weather is like in Rutherford, but Gordon Valley gets a bit cooler due to Lake Curry and Suisun Bay

About the Vineyard

The Vineyard & Olive Ranch, is located on 13 acres in the eastern portion of the Napa Valley in a tiny valley called Gordon Valley. The property was purchased by the owners in 1999 and planted it in 2000 and planted 3 different rootstocks to accommodate the sandy loam soil on the Rockside (front) and the loam soil on the Creekside (back). They field budded the grape varietals with clones that grow best in this terroir.

The vineyard is composed of 9 acres of grapes on the valley floor which gently slopes down to a bordering creek and is surrounded by 300 Tuscan varietal olive trees. There are hills encircling the property on all sides creating a unique microclimate most like Rutherford / St. Helena.





This one-of-a-kind estate winery is in a small valley surrounded by hills known as Gordon Valley, "The Hidden Gem" of Napa Valley. The Owners passion for food and wine lead them to re-plant this historic property which dates to the early 1900's.

The 5 soil types and Mediterranean climate, "Terroir" defines the vineyard's CABERNET FRANC, ROSÉ of PETIT VERDOT, CABERNET SAUVIGNON and PROPRIETARY RED BLEND, which are made to enhance a wide variety of great foods and palates. The 300 Tuscan varietal olive trees which surround the 13-acre vineyard produce world class multiple Gold Medal Award winning Extra Virgin Olive Oil.

The wines are 100% grown, bottled and produced from this single vineyard.

CERTIFIED Fish Friendly Farming and Green

The vineyard is farmed organically (not certified organic)



The Vineyard grows Petit Verdot clone 2 on 110R root stock, Cabernet Franc clone 2 on 1103P root stock, Cabernet Sauvignon clones 7, 4 and 337 on SO4 root stock and Cabernet Sauvignon clone 30 on 110R root stock. All the root stock and clone match the soil and climate.

The vineyard is planted facing North East to South West to take advantage of the sun exposure on our U-Lyre trellis system. The fruit can hang well into October for peak flavor development at harvest.

The owner's belief system is that it is very important to work with Mother Nature to produce the best quality grapes and olives.

CERTIFIED Fish Friendly Farming and Green

The vineyard is farmed organically (not certified organic).
100% grown, bottled and produced from this single vineyard.



Let Mother Nature use her Natural Techniques!

The vineyard does not use chemicals to control pests, rather they let Mother Nature use her natural techniques to keep the good and bad in balance.

For example, the vineyard has 3 barn owl boxes that house families of owls who eat their weight in rodents each night and the bat boxes along the creek provide homes for the vineyard's bug eating friends.

Fun Fact! This is the only vineyard in the "world" that has Alaskan Humus in each hole of each plant. Alaskan Humus is one of the best soils in the world because it is an ancient soil which has many good fungi and bacteria.

CERTIFIED Fish Friendly Farming and Green

The vineyard is farmed organically (not certified organic).
100% grown, bottled and produced from this single vineyard.



About the Olive Oil

This estate, extra virgin, unfiltered olive oil comes from 300 Tuscan varietal olives (second generation from Italy) which were planted in 2000.

The varieties of Frantoio, Lecchino, Pendolino, Coratina, Maurino and Taggiasca have a history, in Italy, of making some of the finest oil in the world.

The warm days and cool nights bring out that fruity flavor and peppery finish.

The sustainable farming practices and hand-picking help to ensure that only the best olives are grown and harvested.

CERTIFIED Fish Friendly Farming and Green

The vineyard is farmed organically (not certified organic).
100% grown, bottled and produced from this single vineyard.



The olives are handpicked in November and pressed within 12 hours at Il Fiorello, a local olive press (only about 5 miles away) with a state-of-the-art hammer press. The press turns the olives (pits and pulp) into a paste. The paste is then pressed to extract the oil and bitter water. The oil/water is then centrifuged to separate the water from the oil. The olive oil is then placed in 55-gallon barrels to allow the solids to settle out of the oil for a few months before bottling.

The Olive Oil has won many Gold medals and given to Wine & Olive Oil Club members in May and December.

CERTIFIED Fish Friendly Farming and Green

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100% grown, bottled and produced from this single vineyard.



Who else is growing their grapes in this region?



Nearby you will find famous wine makers growing award-winning wines such as Caymus, Stags Leap, Hestan and Saint Michelle.

What is close by to this vineyard?

Approximately 1.5 Miles away is Hestan Vineyard Estate



Approximately 5.2 Miles is Altamura Vineyard & Winery



ALTAMURA
VINEYARDS & WINERY
NAPA VALLEY



Approximately 10.8 Miles is Kenzo Winery



Approximately 10 Miles away is Jarvis Estate



Airport Destinations



Napa Airport
19 Miles



Sacramento Airport
52 miles



San Francisco Airport
62 Miles



Oakland Airport
55 Miles

Santa Rosa Airport
58 miles

Freeway Access



I-80
7.9 miles



I-680
11.4 miles



CA-12
8.2 miles

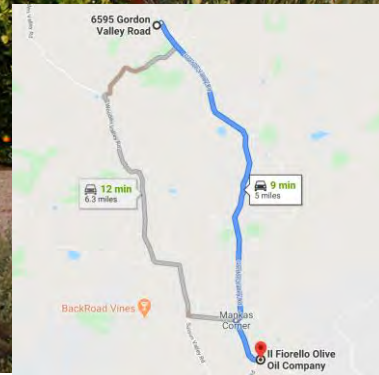


CA-29
16.1
miles

Approximately 5 Miles is Il Fiorello Olive Oil Tasting Room & Milling

Il Fiorello is dedicated to growing and milling the finest quality artisan olive oil.
Tasting Room

5.0 Miles



Below are just a few other places close by... but of course a lot more places to choose from!



10.8 Miles

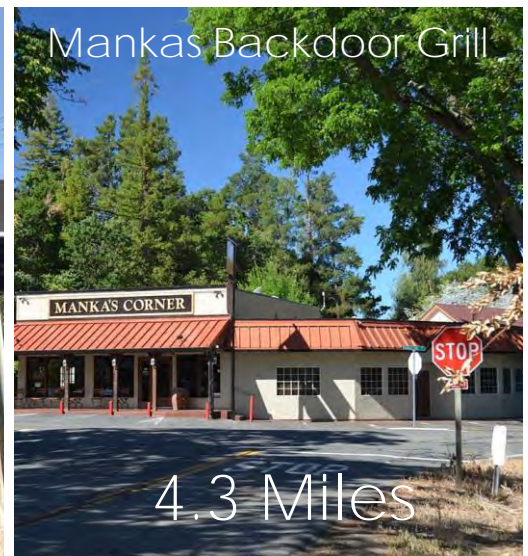


8.1 Miles



Cordeiro's Steakhouse

12.6 Miles



Mankas Backdoor Grill

4.3 Miles



16 Miles







Buyer Scenarios



#1 Hands-off Turn-Key

The Buyer lives in the Estate House, enjoying the Vineyard lifestyle to the full.

The Buyer pays a Vineyard Management Company per acre per year to manage the agricultural land, tend the vines and grow the grapes.

Buyer then sells the harvested grapes under contract to high end wineries at the Napa Valley Average Grape Prices.

Buyer has the annual Grape Sale Profits pay for the property and the cost of living in the Estate House.

#2 Hands-on Turn-Key

The Buyer lives in the Estate House, enjoying the Vineyard lifestyle to the full.

Buyer sells the 300 Olive Trees to a nursery (Example: $\$1,500.00 \times 300 = \$450,000$) and plants 2 acres of new vines to replace the Olive Trees.

The Buyer works the Vineyard and pays Labor to help them to manage the agricultural land, tend the vines and grow the grapes.

Buyer then sells the harvested grapes under contract to high end wineries at the Napa Valley Average Grape Prices.

#3 Brand Growth

The Buyer converts the Estate House into a Tasting Room with outdoor Crush Pad and cave storage, after securing a use permit change.

Buyer sells the 300 Olive Trees (Example: $\$1,500.00 \times 300 = \$450,000$) and plants 2 acres of new vines to replace the Olive Trees.

The Buyer works the Vineyard and pays Labor to help them to manage the agricultural land, tend the vines and grow the grapes.

Buyer then uses entire harvest to produce Current wine brand or their own wine brand at (11 acres x 5.2 tons per acre) 57.2 tons of Grapes => 3,718 Cases per year.

Buyer sells Direct To Consumers via Wine Club, e-Commerce and other channels.

#4 Maximum Velocity

The Buyer converts the Estate House into a Tasting Room with outdoor Crush Pad, and cave storage after securing a use permit change.

Buyer sells the 300 Olive Trees (Example: $\$1,500.00 \times 300 = \$450,000$) and plants 2 acres of new vines to replace the Olive Trees.

The Buyer works the Vineyard and pays Labor to help them to manage the agricultural land, tend the vines and grow the grapes.

Buyer then uses entire harvest to produce current wine brand at (11 acres x 5.2 tons per acre) 57.2 tons of Grapes => 3,718 Cases per year.

Buyer purchases additional grapes in order to produce an increased number of cases (up to 12,500 case maximum)

Buyer sells Direct To Consumers via Wine Club, e-Commerce and other channels.



The Carmen Gray Team



ELITE PARTNERS

REAL ESTATE

COMMERCIAL

& Luxury Estates

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