

OFFERING PACKAGE



3439 RANCHITA CANYON RD | SAN MIGUEL | CA | 93451



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TERMS AND CONDITIONS

PURPOSE

This Offering Package is provided by Jenny Heinzen Real Estate to Buyers or Buyer's Agent for the purpose of considering the acquisition of the real estate, wine brand, associated inventory & equipment of Ranchita Canyon Vineyard.

DISCLAIMER

Information contained herein has been provided by Seller or from other sources deemed reliable. Broker has not verified the information and makes no representation as to its accuracy, does not warranty or guarantee the information, and expressly disclaim any responsibility for actions taken by Buyer in reliance on the information. It is the responsibility of the Buyer to undertake due diligence and seek proper advice and guidance from trusted advisors.

CONFIDENTIALITY

The information presented in this Offering Memorandum is proprietary and confidential. It is intended solely for use of Buyer's and Buyer's agents/advisors.



OFFERING SUMMARY

With vast rows of lush grapevines and rolling gold hills, Ranchita Canyon Vineyard defines true California beauty. Located in Paso Robles' Estrella District AVA, the expansive 320 acre property is home to 74 acres of premium red varieties from Cabernet Sauvignon, Cabernet Franc, Petit Verdot and Malbec to Petite Sirah, Zinfandel, and Sangiovese.

A scenic retreat unlike any other, the refined setting features a secluded custom home atop a hill with panoramic views of wine country and a generous subterranean wine cellar perfect for the discerning palate. A 2 bed/2 bath Casita is located on-site along with with 2 immaculate mobile homes, 155+ producing olive trees, and open cattle land. Vacant land to the north includes four additional parcels.

Ranchita Canyon Vineyard is home to a celebrated boutique winery and inviting tasting room with 5,000 case permit. The notable wine brand, associated inventory, and equipment.

OFFERING PRICE

Real Estate	\$3,400,000
Wine brand, associated inventory & equipment	\$489,000
Package Offering	\$3,889,000



PROPERTY DETAIL

Property Address:	3439 Ranchita Canyon Rd, San Miguel CA 93451
7 APN/Parcel Numbers:	019-011-020, 019-011-021, 019-011-022, 019-011-023, 019-051-027, 019-051-029, 019-051-030
Current Use:	Vineyard, winery & tasting room, olive orchard, Cattle grazing and residences.
Zoning:	AG
Vineyard:	11 red varieties
Winery:	5,000 case permit (annual) with 1,200 cases currently
Buildings:	Winery plus ~600 sf tasting room built in 2011, 2 mobile homes, sheds & storage, 5,040sqft main house.
Total Land Area:	320+/- acres
Vineyard Land:	74+/- acres

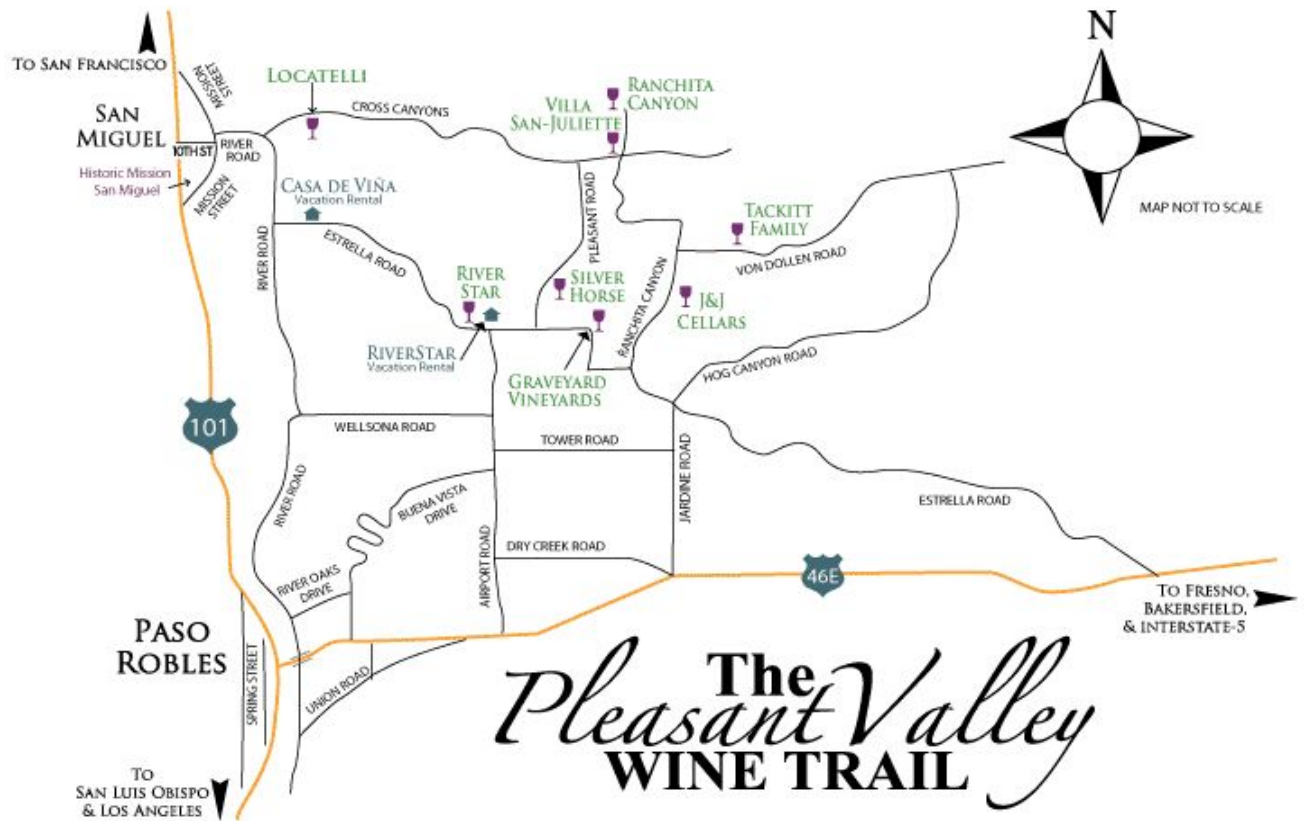


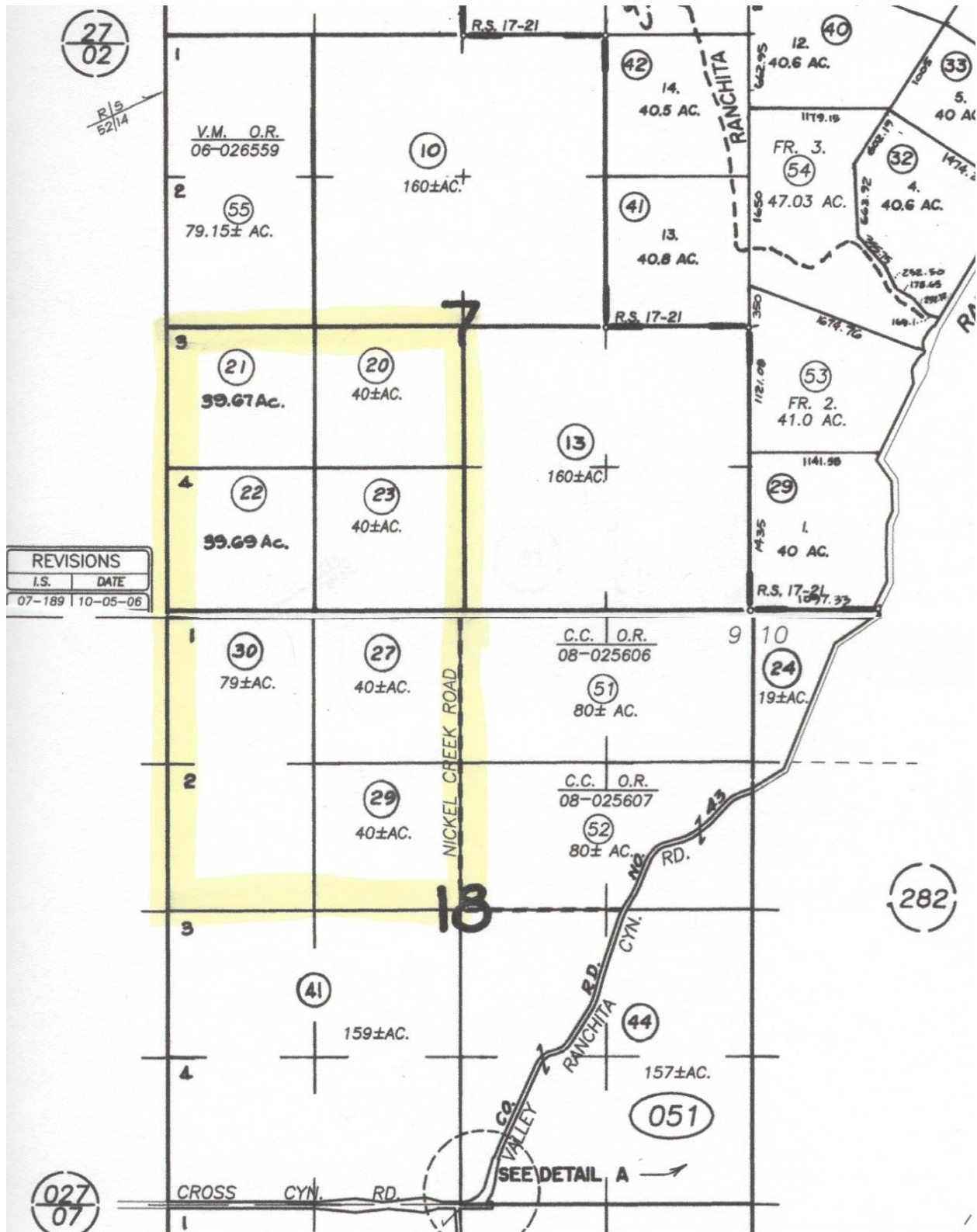
LOCATION & AVA

Ranchita Canyon Vineyard is located in the Paso Robles Estrella District American Viticulture Area “AVA”, adjacent to Villa San-Juliette (VSJ) Winery on the Pleasant Valley Wine Trail. The property is located northeast of the City of Paso Robles and just east of the community of San Miguel.

Drivetime to Hwy 101 is approximately 10 minutes and 20 minutes to downtown Paso Robles. Ranchita Canyon Vineyard overlooks miles of vines and pastoral ambiance. The property is rectangle in shape with VSJ bordering the south, Nickel Creek Road bordering the east and vacant land

to the west (presently leased for cattle).





THE STORY

3439 Ranchita Canyon Road was recognized early as a premium vineyard property. As a result, the site became a legacy-vineyard that was among the first in the Paso Robles area. In the 1970's and 1980's the property operated as Ranchita Oaks Winery.



Bill and Teresa Hinrichs were looking for a place to retire when they found Ranchita Canyon Vineyard. They wanted to stay busy during their retirement, although an established vineyard was a little bigger project than they planned. The property fit their criteria with hills, trees, ravines, and "character", plus outstanding views from the hillside location. Bill and Teresa dove in head first, and have developed the property into a premium vineyard, with a boutique winery focusing on small lot Estate Wines.

The Hinrichs family operates the vineyard and winery with the goal of achieving rich, concentrated and bold fruit. The property offers south-facing rolling hills at 1000' to 1400' elevation, with primarily chalky, calcareous soil -- well known for producing premium wine grapes.

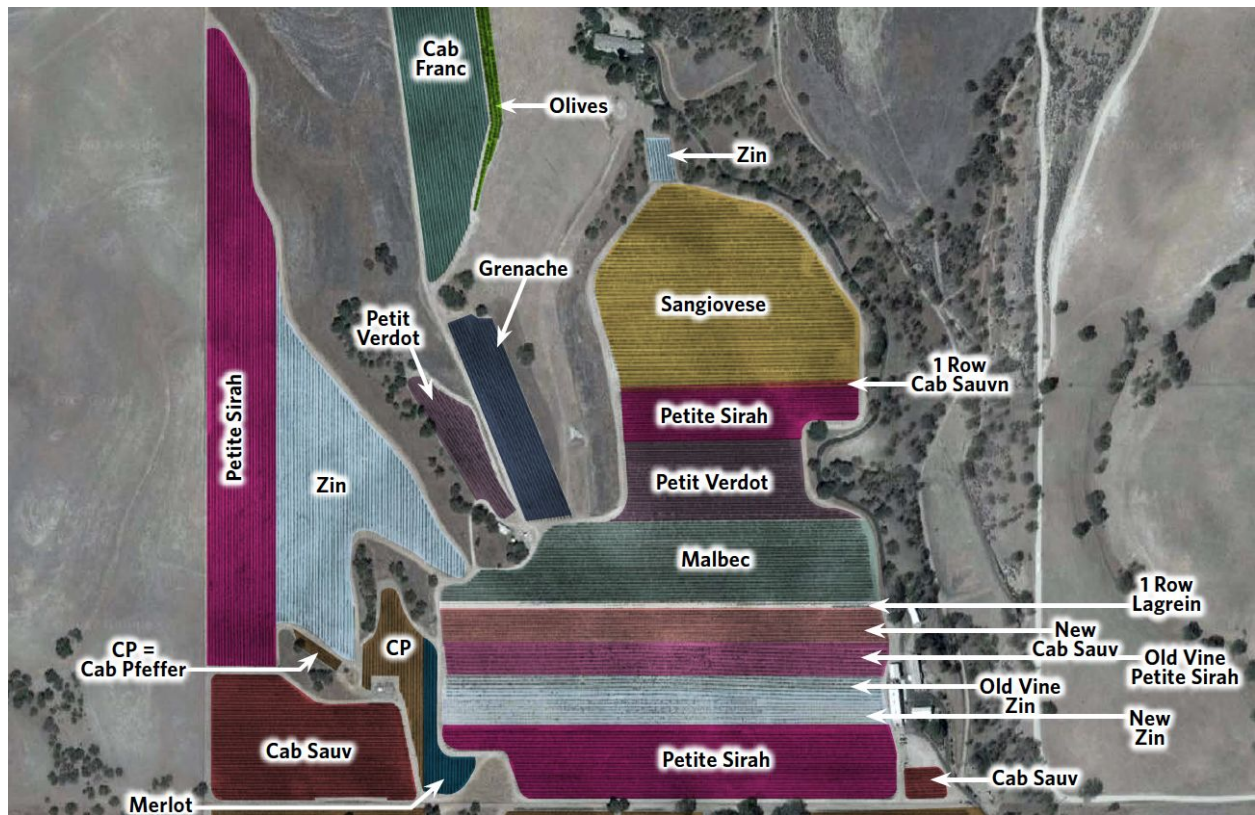
VINEYARD



The vineyard was originally planted in 1970 and has been replanted and expanded in phases over the years. There are 11 different red cultivars, giving options to grape buyers and blending flexibility for limited production estate wines. The Hinrichs believe wine is "made in the vineyard", and they have a year-round commitment to the vines. The latest and best practices for canopy and irrigation management are used to maintain balanced vines for even fruit maturation. The vines are managed by hand with the utmost care, from pruning, shoot positioning, leafing, trimming, and harvesting. The old vine Zinfandel (1.3 acres) and Petite Sirah (4.6 acres) were planted in 1970 on their own roots and still produce amazing fruit, albeit with lower yields. They are primarily used for production of RCV premium wines. **Olive Trees were** planted in 2003, the 155+ trees are a combination of Arbequina and Mission olives.



VINEYARD BLOCK MAP



Ranchita Canyon Vineyard

Block Title	Acres	Spacing	Vines	Root Stk	Clone	Planted
Cab Sauv Front	0.25	9'X5'	222	1103P	7	2000
Petite Sirah South	6.5	10'X6'	4700	1103P	3	2003
Zinfandel East	3.2	10'X5'	2787	1103P	06/Deaver	2012
Old Vine Zinfandel	1.3	12'X8'	588	Own	Estrella	1970
Old Vine Petite Sirah	4.6	12'X8'	2080	Own	3	1970
Cab Sauv East	3.8	10'X5'	3300	1103P	07/35/337	2012
Legrein	0.32	10'X5'	278	1103P	3	2012
Malbec	5.4	10'X5'	4700	1103P	09/595	2005
Petit Verdot	5.6	10'X5'	4877	110R	02/400	2005
Petite Sirah East	3.5	9'X5'	3388	1103P	3	2004
Cab Sauv Row	0.17	10'X6'	123	101-14	7	2000
Sangiovese	9.5	12'X8'	4300	5BB	2	1993
Thiz-iz-it Zin	0.23	9'X5'	220	1103P	06/Deaver	2003
Cabernet Franc	4.9	10'X6'	3557	1103P	332/312	2003
Grenache	2.24	10'X6'	1626	1103P	362/Noir	2003
Merlot	0.9	10'X4'	980	1103P	15 (181)	2008
Cabernet Pfeffer	1.2	10'X4'	1300	1103P	Custom	2008
Cab Sauv West	4.9	10'X6'	3560	101-14	7	2000
Petite Sirah West	7.9	10'X6'	5735	3309	3	2000
Zinfandel West	7.7	10'X6'	5590	140R	Costamagna	2000
	74.11		53911			

Harvest by Tons 2009-2017

Ranchita Canyon Vineyard - Grape Harvests by Ton

Year	Cab Sauv	OV Pet Sirah	West Pet Sir	So Pet Sirah	East Pet Sir	OV Zin	Zin West	TII Zin Top	Sangio	Cab Franc	Grenach	Malbec	Pet Verdot	Merlot	Cab Pffeff	New Zin	New Cab S	Lagrein	Total
Acres	5.4	4.6	7.8	6.5	3.5	1.3	7.8	0.3	9.4	4.8	2.2	5.5	5.5	0.9	1.1	3.2	3.9	0.3	74
2009	12.9	15.5	23	17.2	10.8	11.1	27.5	0.5	26.8	10.5	10.7	15.8	15.1						197.4
2010	16.8	15.7	42.7	34.5	22.8	7.7	45.4	0.8	38.5	14.6	12.6	26.6	20.4	1.2	1.9				302.2
2011	5.7	7	25.2	10.7	8.8	2.4	32.3	0.5	21	8.8	6.4	7.9	10.5	0.9	0.6				148.7
2012	12.5	4.4	26.7	19.2	9.9	1.2	35.9	1	18.4	14.1	11.4	15.6	21.9	1.6	1.9	Planted	Planted	Planted	195.7
2013	14.3	3.5	20.5	17.2	14.1	1.1	32	1.3	22.1	14.4	10	27.4	17.7	2.3	2.7	0	0	0	200.6
2014	10.2	4.44	17.06	11.7	12	0.8	21.5	0.76	22.9	9.1	6.9	23.6	15.4	1.8	1	6	4.2	0.2	169.56
2015	4.13	3.35	20.4	16.1	7.6	0.55	22.2	0.96	12.03	9.6	10.13	11.5	18.3	2.1	1.88	8.74	4.37	0.27	154.21
2016	9.85	5.48	24.13	21.38	10.72	0.75	26.03	1.1	15.1	14.1	11.82	29.96	21.6	2.97	1.59	11.8	10.4	0.67	219.45
2017	11.5	4	23	20	9	0.75	27	1.1	18	14	10	21	20	3	1.5	12	10	0.67	206.52

*2017 numbers projected

Ranchita Canyon Vineyard - Olives

Year	Fertilizer	Ricardo	Pruning	Harvest	Press	Bottles	Total		
2013	\$ 200	\$ 1,000	\$ 300	\$ 1,229	\$ 512	\$ 275	\$ 3,516		
2014	\$ 200	\$ 1,000	\$ 300	\$ 1,206	\$ 502	\$ 270	\$ 3,478		
2015	\$ 200	\$ 1,000	\$ 300	\$ 2,251	\$ 1,110	\$ 593	\$ 5,454		
2016	\$ 200	\$ 1,000	\$ 300	\$ 3,474	\$ 1,250	\$ 668	\$ 6,892		
Total	\$ 800	\$ 4,000	\$ 1,200	\$ 8,160	\$ 3,374	\$ 1,806	\$ 19,340		
Average	\$ 200	\$ 1,000	\$ 300	\$ 2,040	\$ 844	\$ 451	\$ 4,835	Expense	
Year	Pounds	Gallons	375ml	Rev	750ml	Rev	Gallon	Rev	Total
2013	2201	41.3	31.0	\$ 4,705	7.4	\$ 847	2.9	\$ 217	\$ 5,768
2014	2160	40.5	30.4	\$ 4,617	7.3	\$ 831	2.8	\$ 213	\$ 5,661
2015	4751	89.1	66.8	\$ 10,155	16.0	\$ 1,828	6.2	\$ 468	\$ 12,451
2016	5350	100.3	75.2	\$ 11,436	18.1	\$ 2,058	7.0	\$ 527	\$ 14,021
Total	14462	271	203.4	\$ 30,913	48.8	\$ 5,564	19.0	\$ 1,424	\$ 37,900
Average	3615.5	67.79	50.8	\$ 7,728	12.2	\$ 1,391	4.7	\$ 356	\$ 9,475 Revenue
Notes:	Bottling is all done by hand during free time.								
	Bottles column includes label, cork, capsule, etc.								



WINERY INFORMATION

Traditional "old world" family winemaking techniques are combined with modern concepts. Grapes are destemmed and then fermented in small open top containers. Cold and extended maceration, multiple hand punch downs, and pump overs are used to extract optimum color and flavor. Grapes are gently basket-pressed, and the wines are cellared in primarily French oak. Current production is approximately 1,200 cases per year. The winery has a Minor Use Permit with a general waiver of waste discharge for 5,000 cases per year.



Tasting Room

~600 sf tasting room built in 2011



Wells

1. 800' well located in front of the winery building supplies the winery and modular homes.
2. 710' well located in the middle of vineyard supplies the vineyard.
3. 655' well below the house in the orchard supplies the main house.



RESIDENCE OVERVIEW

The main house was built by designer/builder William Bateman in 2001. The 5,040sf home is perched on a hill above the fog line with gorgeous views. 4 bedrooms with 3 and a half bathrooms in the main house plus a 2 bedroom/2 bathroom Casita. The large subterranean wine cellar can store thousands of bottles of wine. The open kitchen has granite counters and stainless steel appliances. Underground power, 3-car garage, gas burning and wood burning fireplaces, and quality finishes.

The modular home at the front of the property is 3 bedroom 2 bathrooms with views and an above-ground pool. The second mobile home is two bedrooms and two bathrooms.

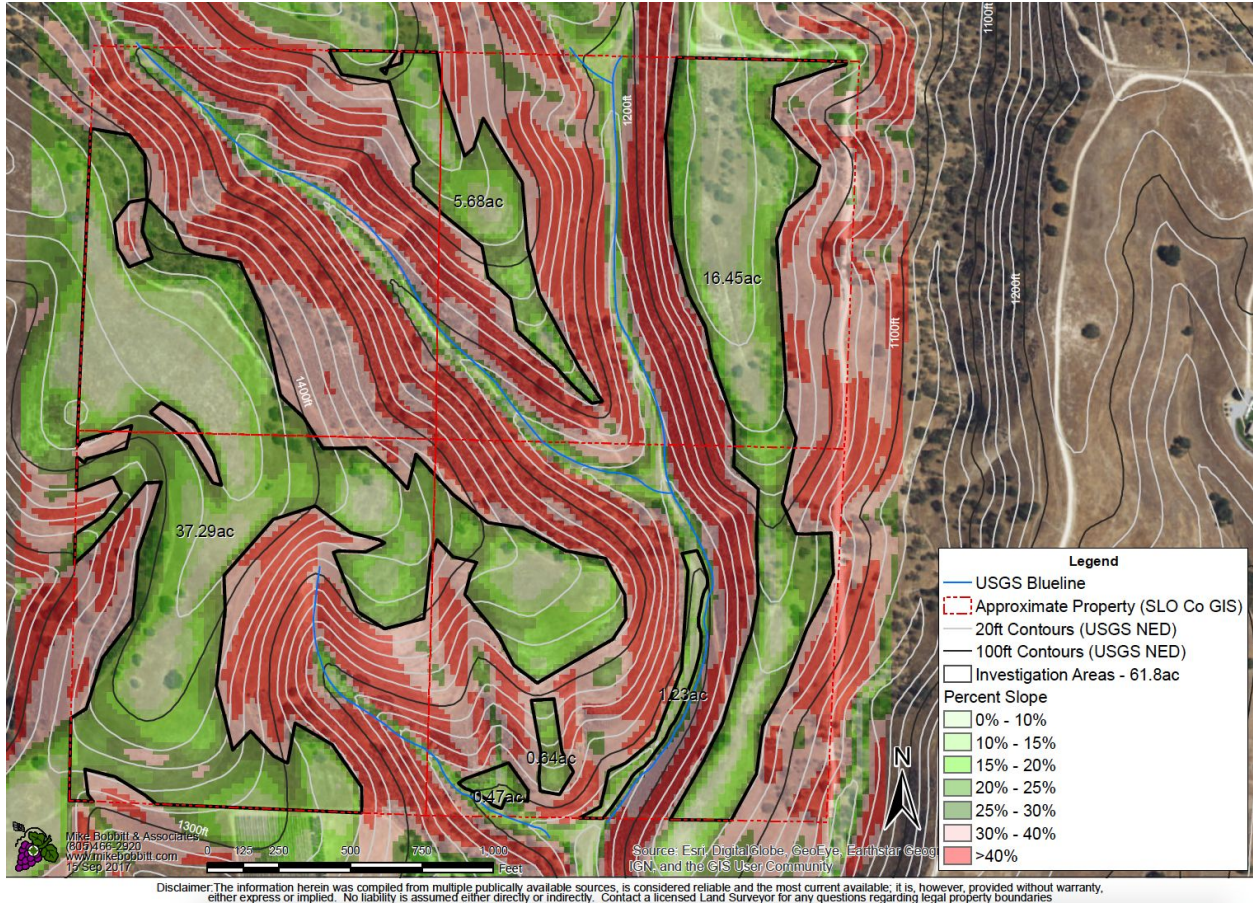


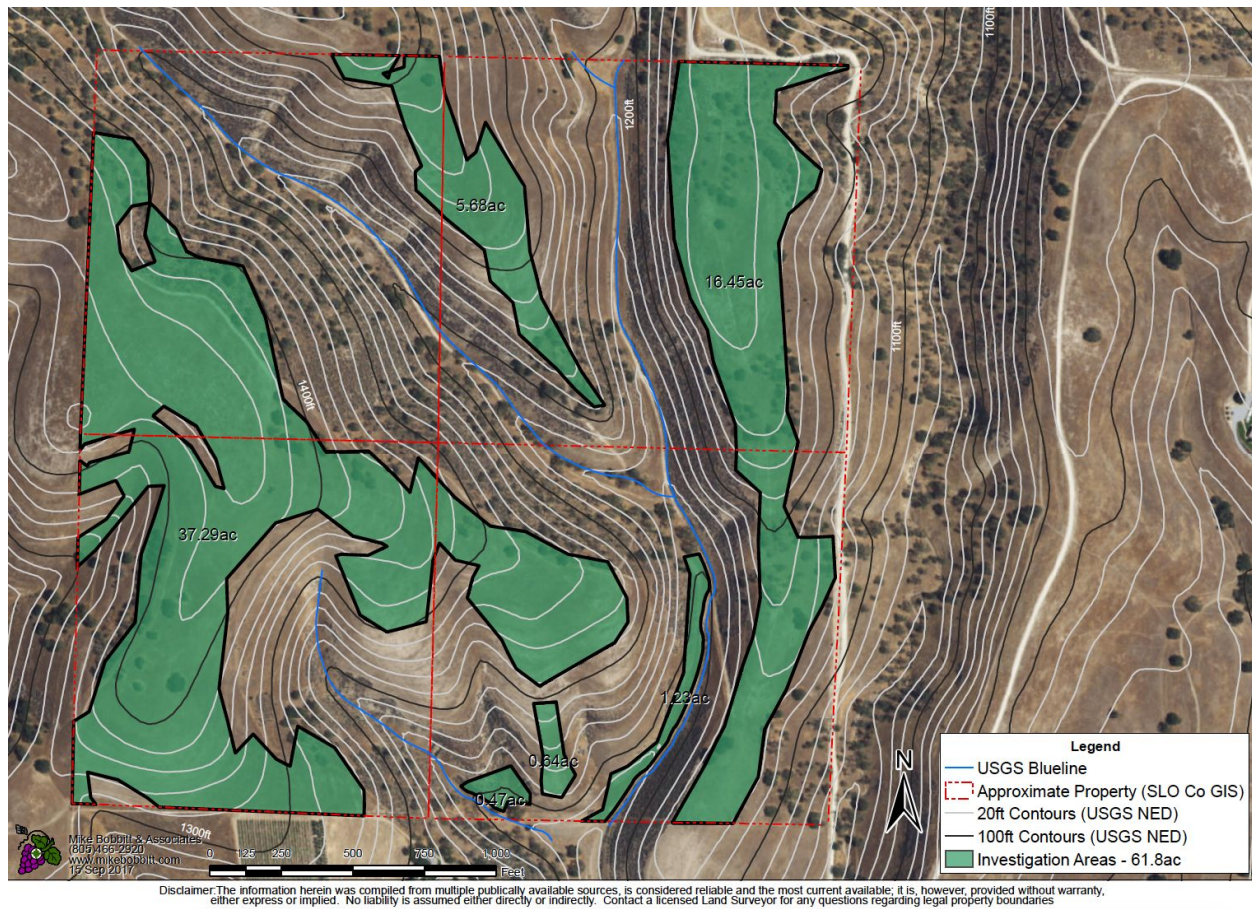
VACANT LAND

The back portion of the property is a total of 160 +/- acres to the north of the winery/vineyard/main home and includes four ~40 acre developable parcels. This portion of the property is not in the Williamson Act. APN's 019-011-020, 019-011-021, 019-011-022, 019-011-023. Fabulous view sites that open out onto miles of vines and pastoral ambiance.



Vacant Land Topo Maps





Note: This property is subject to the Paso Robles Groundwater Basin Urgency Ordinance (Ord #3246) and new irrigated agriculture would require water credits. Please contact the Department of Planning and Building at (805)781-5600 for more information.

WINE BRAND & EQUIPMENT

The Ranchita Canyon Vineyard wine brand, associated inventory & equipment are available with the real estate for an additional \$489,000.

This includes;

- Bottled and bulk wine inventory (lists available upon request)
- Wine Club
- Point of Sale system, “WineWare”
- Branded shirts, hats and wine glasses
- A variety of tasting room items
- Bulk and Bottled Olive Oil from the property
- Equipment (see list below)



Equipment List	Make & Model	Year
John Deere Tractor with Hyd. Kit	JD 5400	1998
Kubota Tractor	M6040	2010
Honda Side by Side	Pioneer 700	2017
Flail Mower	John Deere 360	1999U
Disc	Leinbach	1999U
Sprayer & Lead	Cima	1999U
Rand 5 HP Air Compressor	Rand 4000	1998
Fork Lift	Clark	1999U
Fork Lift	Mitsubishi 1025	1998
Netting Machine	Netmaster	2003
Nets to cover 75 acres	Plastic	Mix
ATV	Honda Rancher	2006
4'X4' Floor Scale & Digital Control	Cardinal 204	2007
ATV	Honda Recon	2007
Utility Trailer	PJ 48314R	2003
3 - Bin Trailers	L&H Mfg	2004
12 1/2 Ton Macro Bins	Macro 24R	Mix
2 - 300 Gallon Fuel Tanks		1999
12 - 3/4 Ton Bins	Macro	Mix
4 - 1 Ton Bins	Macro	2008
7 - 275+ Gallon Plastic Tanks	Steel Cage	Mix
2 - 330+ Gallon Plastic Tanks	Steel Cage	Mix
150 Gallon Plastic Tank		2008
154 Used Wine Barrels		Mix
77 Double Barrel Racks		Mix
Table Top Labeler	Primera AP362	2009
Labeler	Capitola 5	2008
Hydraulic Basket Press	Italian	2010
Capsule Spinner	Binello	2008
Pressure Washer	NorthStar	2010
Pallet Jack	Eco Lift	2017
Pallet Jack	Eco Lift	2007
Marchisio Destemmer	T30 INOX	2007
7 Metal Patio Tables		Mix
24 Metal Patio Chairs		Mix
32 Folding Chairs with Rack		2012
10 Assorted Tables		Mix
12 Stainless 15.5 Gal Kegs		Mix
3 Spout Stainless Wine Filler		2010
2 HP Portable Air Compressor		2010
Flexible Impeller Must Pump		2008
Air Driven Diaphragm Pump		2008
Misc Hoses, Clamps, Valves, etc.		Mix
Misc Wine Testing Equip.		Mix
Two Outdoor Patio Heaters	Fire Sense	2011



WINERY FINANCING SCENARIO

LOAN TERM

Sales Price:	\$ 4,078,000
10% Down Payment:	\$ 407,800
Loan Term:	300 months P&I
Loan Rate:	6.25 %
Loan Payment:	\$ 25,218

USE OF PROCEEDS

Loan:	\$ 3,670,200
Appraisal:	\$ 7,500
SBA Guaranty:	\$ 137,633
Bank Legal:	\$ 5,000
Title:	\$ 2,500
Total:	\$ 3,822,833

Contact Us Today!



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NOTICE: This sheet is for informational purposes only and the expressed financing terms are subject to change. Not all applicants will qualify for the loan described above. Please consult our lending team to discuss your specific loan needs and eligibility.



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OFFERING PROCEDURE

To schedule a tour, contact Real Estate Broker, Jenny Heinzen (805) 260-0581. The preference is to sell the real estate, wine brand, associated inventory & equipment as a package. Please email offers to jenny@jennyheinzen.com or call for other arrangements. California Association of Realtors (C.A.R) forms are preferred.



Winery, Vineyard & Lifestyle

Broker/Owner

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