

INFORMATION MEMORANDUM

Sebastopol Winery & Tasting Room

\$2,900,000

870 N. Gravenstein Highway, Sebastopol



David J. Carciere
Founder & Broker
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LAND COMPANY



Darryl Vice
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Key Investment Considerations



Turn-Key Opportunity

3,300 square feet of production and hospitality space with the equipment in place to be in production this harvest!



Generous Production and Hospitality Permit

The permit allows for 10,000 cases of wine production and 7 days-a-week, open to the public wine-tasting, from 10:00am to 7:00pm.



Premier West Sonoma County Location

Located within the city of Sebastopol, the winery benefits from a high-traffic, high-identity location only minutes from The Barlow to the south and an array of highly acclaimed and awarded Pinot Noir producers to the north.



Co-Op Opportunity

Generate additional revenue through Custom Crush or a shared tasting room experience.



Executive Summary

Presenting an exceptional opportunity in the coveted West County Winery Corridor, Wineworks stands as a premier destination for wine enthusiasts and industry connoisseurs alike. This turn-key winery, strategically positioned on Gravenstein Highway just west of Downtown Sebastopol, boasts a dynamic combination of a tasting room and production facility, with a permit allowing for the production of up to 10,000 cases of wine annually and 7-days-a-week tasting.

Positioned amongst esteemed neighbors like Paul Hobbs, Merry Edwards, Emeritus, Iron Horse, and Dutton Goldfield, Wineworks enjoys a prime location within a renowned viticultural community celebrated for its exceptional Pinot Noir production. Wineworks also benefits from its proximity to the Barlow, which is just over a mile away. This bustling hub features an array of taprooms, restaurants, and local hangouts, enhancing the property's allure as a sought-after destination for wine tasting experiences and leisurely outings.

Whether you're an established winemaker seeking to expand operations, an aspiring vintner looking to enter the industry, or an investor seeking a lucrative opportunity in the thriving wine market, Wineworks represents an unparalleled investment prospect. Don't miss your chance to own this extraordinary winery in one of California's most esteemed wine regions.





Property Specifications

ADDRESS	870 N. Gravenstein Highway, Sebastopol
APN	060-270-080
PARCEL SIZE	.25 acres
FACILITY SIZE	3,300 sq ft <ul style="list-style-type: none">• Production 1,530 sq ft• Tasting Room 1,183 sq ft• Office, Lab & Bathroom 353 sq ft• Covered Crush Pad 234 sq ft
ZONING	CITYSE (City of Sebastopol)
ACCESS	Direct from Gravenstein Highway
ONSITE POWER	PG & E
ONSITE WATER	City Water
WASTEWATER	City Sewer



Winery Operations

Permit

- o Production Permit – 10,000 cases.
- o Tasting Permit – Public tasting, 7 days per week, 10am-7pm
- o Co-Op Allowance

1,764 Sq Ft. Production Facility

- o Covered Crush Pad
- o Floor Drains
- o Temperature Controlled
- o Upgraded Electrical, Plumbing, HVAC
- o On-demand Water Heater

1,183 Sq Ft. Tasting Room

- o Oversized Tasting Room Bar

Office & Lab

- o Entire Facility ADA Compliant

Equipment Included

- o Winery equipment available in transaction.

Ideal West County Location

Neighboring Wineries Include

- Lynmar Estate
- Paul Hobbs Winery
- Merry Edwards Winery and Vineyard
- Emeritus Vineyards
- Dutton-Goldfield Winery
- Balletto Vineyards
- Furthermore Wines
- Iron Horse Vineyards

Other Local Landmarks:

- The Barlow
- Town of Graton
- The Sonoma Coast
- Armstrong Woods



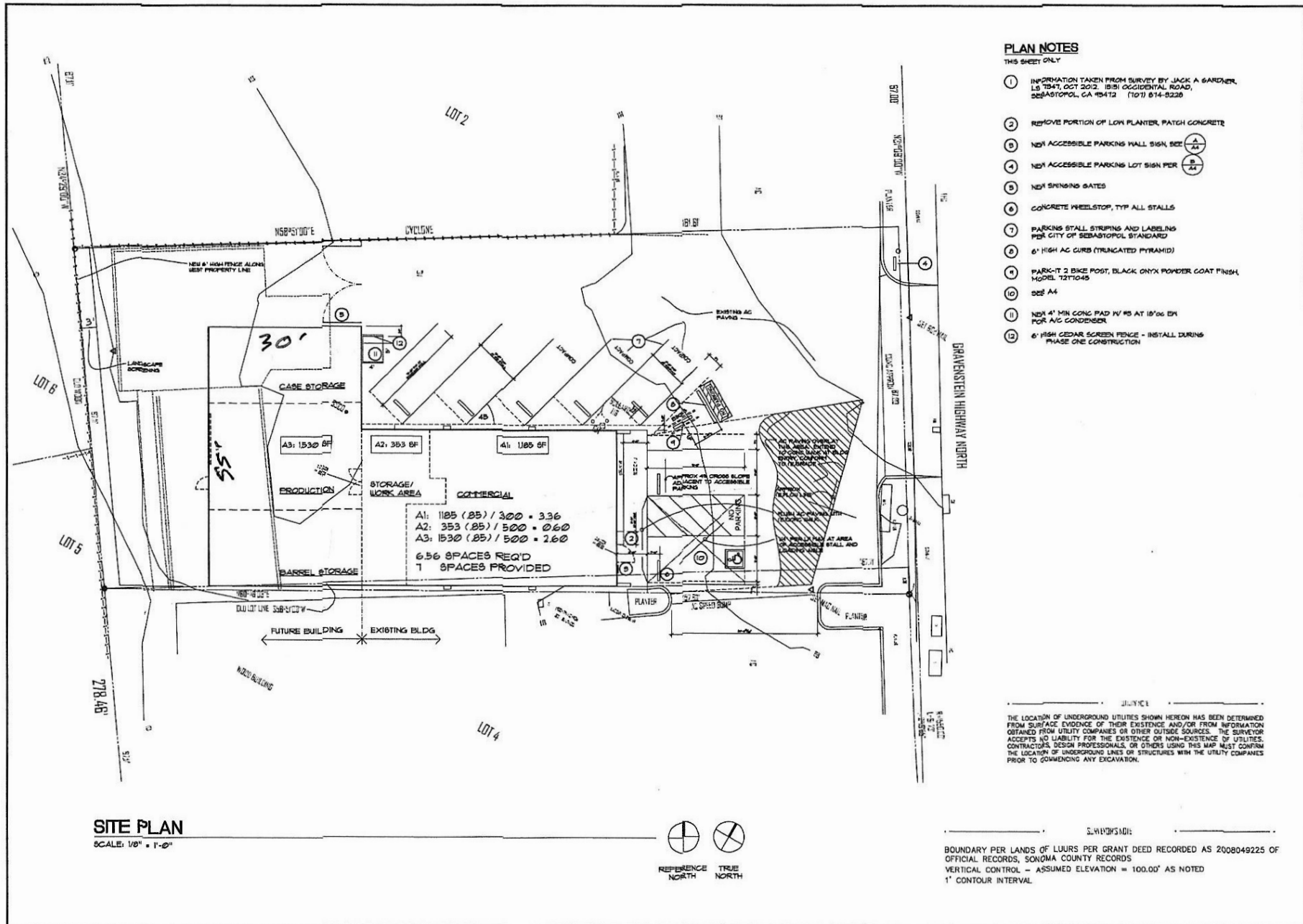
Location Map



West Sonoma County is a region of unparalleled beauty and exceptional quality, making it a highly sought-after destination for residents and visitors from around the globe. The coastal proximity not only provides stunning ocean views and cool maritime breezes but also offers access to pristine beaches and picturesque coastal trails, attracting beachgoers and hikers worldwide. The Russian River meanders through the region, offering opportunities for recreational activities such as kayaking, fishing, and leisurely riverfront picnics, further enhancing its global appeal. Adding to the natural allure of West Sonoma County are the sweeping redwood forests that blanket the region. The lush forests are a haven for outdoor enthusiasts and nature lovers, providing a serene backdrop for various activities and an escape from the hustle and bustle of urban life. Furthermore, West Sonoma County is a popular destination for visitors from nearby cities such as Napa, Sonoma, and San Francisco, who seek its coastal beauty, riverfront tranquility, and towering redwoods as a refreshing retreat. This combination of natural splendor and accessibility makes West Sonoma County a premier destination, drawing tourists from all corners of the world and enriching the local economy.

Aside from its natural beauty, West Sonoma County is globally renowned for its decorated wine-growing region, celebrated for producing some of the highest quality Chardonnay and Pinot Noir vineyards in the world. The area's unique microclimates and fertile soils contribute to the exceptional quality of the wines produced here. With a rich tradition of winemaking excellence and numerous prestigious wineries, West Sonoma County attracts wine enthusiasts from around the world. This reputation not only enhances the desirability of the region but also drives tourism and economic vitality, making it a prime location for investment in the wine industry.

Site Plan

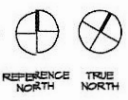


PLAN NOTES

THIS SHEET ONLY

- 1 INFORMATION TAKEN FROM SURVEY BY JACK A GARDNER, LS 12847, OCT 2002, 1838 OCCIDENTAL ROAD, SEASBASTOPOL, CA 95472 (707) 814-8220
- 2 REMOVE PORTION OF LOW PLANTER, PATCH CONCRETE
- 3 NEW ACCESSIBLE PARKING WALL SIGN, SEE (A) (A4)
- 4 NEW ACCESSIBLE PARKING LOT SIGN PER (B) (A4)
- 5 NEW SPONGING GATES
- 6 CONCRETE WHEELSTOP, TYP ALL STALLS
- 7 PARKING STALL STRIPING AND LABELING PER CITY OF SEASBASTOPOL STANDARD
- 8 6" HIGH AC CURB (TRUNCATED PYRAMID)
- 9 PARK-IT 2 BIKE POST, BLACK GNYX POWDER COAT FINISH, MODEL 7211045
- 10 SEE A4
- 11 NEW 4" MIN CONC PAD 14" W/ 18" AT 18" DIA EM FOR A/C CONDENSER
- 12 6" HIGH CEDAR SCREEN FENCE - INSTALL DURING PHASE ONE CONSTRUCTION

THE LOCATION OF UNDERGROUND UTILITIES SHOWN HEREON HAS BEEN DETERMINED FROM SURFACE EVIDENCE OF THEIR EXISTENCE AND/OR FROM INFORMATION OBTAINED FROM UTILITY COMPANIES OR OTHER OUTSIDE SOURCES. THE SURVEYOR ACCEPTS NO LIABILITY FOR THE EXISTENCE OR NON-EXISTENCE OF UTILITIES. CONTRACTOR'S DESIGN PROFESSIONALS OR OTHERS USING THIS MAP MUST CONFIRM THE LOCATION OF UNDERGROUND LINES OR STRUCTURES WITH THE UTILITY COMPANIES PRIOR TO COMMENCING ANY EXCAVATION.



BOUNDARY PER LANDS OF LULURS PER GRANT DEED RECORDED AS 2008049225 OF OFFICIAL RECORDS, SONOMA COUNTY RECORDS
 VERTICAL CONTROL - ASSUMED ELEVATION = 100.00' AS NOTED
 1' CONTOUR INTERVAL

REVISIONS	BY

Katherine Austin, AIA, Architect
 524 South Main Street, Sebastopol, California 95472
 Cal. Lic. No. C223899
 Tele. (707) 829-5565



OCCIDENTAL ROAD CELLARS
 870 OCCIDENTAL HIGHWAY
 SEASBASTOPOL, CA

Date: 1-17-2013
 Scale: NSTD
 Arch: K. AUSTIN
 Drawn: M. GULIK
 Job #: 2012-2
 Sheet: **A1**

Property Photos





About Cru Land Company

Cru Land Company is a boutique Real Estate brokerage and advisory firm whose primary focus is investment-grade agricultural land. We provide landowners, investors, and premium wine-producers local expertise and a platform for growth within the rapidly accelerating Agricultural Investment space.



David J. Carciere

David Carciere's Real Estate career began as a California Certified General Appraiser with a focus on recreational and agricultural land. In 2010 he was a founding partner at First Leaf Land Acquisitions where he spent a decade brokering agricultural and vineyard land sales. During that period, he also had first-hand experience on the wine-production side with his family's wine label, Suacci Carciere Wines, as well as on the grower side operating the Donnelly Creek Vineyard in Anderson Valley.

Understanding the intersection of the Real Estate, growing and production sides of agriculture gives David a unique perspective when both evaluating vineyard and agricultural land and, as importantly, analyzing potential investment opportunities.

David holds a Bachelor of Science degree in Industrial Engineering from Cal Poly San Luis Obispo and a master's degree in Land Economics and Real Estate from the Mays Business School at Texas A&M where he worked as a graduate assistant under research economist Dr. Charles Gilliland. He is a licensed Real Estate Broker in the state of California and is active in the California Association of Farm Managers and Rural Appraisers, as well as the Sonoma County Farm Bureau.



Mike Hansen

Michael Hansen is a formally trained business professional with a MBA from Sonoma State University. Both of Michael's parents worked in the wine industry his whole life, so Michael grew up and lived in several prominent wine regions up and down the California Coast. This life-long immersion and proximity to the industry naturally grew into a curiosity in the business aspect of wine and vineyard operations.

Michael's introduction into Real Estate began in 2018, totally by happenstance. While working in management at a Sonoma County Country Club, Michael's wife suggested he get his Real Estate license to complement his outgoing personality. After unexpected success in his first few years of Real Estate activity, Michael began to consider leaving his full-time career as a Vice President at a prominent lifestyle company. After meeting David Carciere, Principal at Cru Land Company, at a property showing, Michael was convinced that CRU was the place to be, ultimately coming on as Vice President of Sales and Marketing.

Michael and his wife Christy own and manage multiple rental properties in both residential and agricultural locales. This first-hand experience gives Michael's clients a useful perspective on local Real Estate Investment Strategy as well as expertise in permitting, land use, well and septic, contract negotiation, vineyard management, and overall land strategy.

Michael currently resides in Sonoma county, where he helps to run and manage his wife's family ranch, which was established in 1848. Michael is an asset in most conceivable business cases, bringing significant skills and experience in the fields of business, strategy, marketing, financial management, analytics, sales, and operations. He brings enthusiasm and energy to all his projects.



Bonnie Burnett

Bonnie Burnett is the Senior Project Manager and marketing specialist at Cru Land Company. Bonnie grew up in Alexander Valley where she developed a love and fascination with the wine industry. In 2007 she graduated from Sonoma State University with her Bachelor of Science degree in Wine Business. After graduation, she worked for Quivira Vineyards and Winery in the Dry Creek Valley where she spent several years as their accountant learning the intricacies on the financial side of winery operations.

Bonnie began her Real Estate Career in 2017, when she was asked to join NorCal Vineyards as their supporting agent. She spent her time at NorCal focused on creating high-end marketing materials and successful internet marketing campaigns, while also showing vineyards and wineries and managing all open escrows.

In her first year in Real Estate, she won the Rookie of the Year Award generating the largest gross sales of new agents in the entire brokerage. In her second year of being licensed, she was awarded the most Real Estate Transactions in the entire office. Bonnie is also a Certified Transaction Coordinator, TCing over \$100,000,000 in Gross Sales for Winery, Vineyard and Agricultural Land.

With a background in the wine industry and having cultivated an exceptional understanding of Real Estate's role in industry during her years spent with NorCal Vineyards, she was invited to join Cru Land Company.

About Vice Properties

Established in 2004, Vice Properties, Inc. is a full-service brokerage with more than 75 years of combined working experience in the North Bay real estate market. Working hand in hand with Vice Appraisal Company, Vice Properties offers complete sales and listing services with unique knowledge of large acreage ranches, vineyard land, commercial and residential properties. Drawing upon years of expertise in the valuation of North Bay properties, our comprehensive real estate and investment services include:

Northern California Ranches & Vineyards

Specializing in Northern California ranches, including rural and recreational properties, developed vineyards and land suitable for vineyard development, our team offers targeted expertise to both buyers and sellers. Knowing that quality ranch and vineyard properties in Sonoma, Napa, Marin, Lake and Mendocino Counties often change hands without exposure to the open market, our relationships with industry leaders and market participants allow us identify potential properties and conduct transactions to meet your specific needs.



Darryl Vice

With diverse experience valuing large rural, residential and commercial properties throughout the North Bay, **Darryl** specializes in ranches, vineyards, investment properties and development projects.

Born in Santa Rosa, Darryl Vice has lived in the North Bay all his life. He attended Cardinal Newman High School before moving on to University of California, Berkeley, where he played second base and shortstop for the Cal Baseball Team, including a trip to the College World Series in 1988 with future San Francisco Giants players Jeff Kent and Darren Lewis. After college, Darryl was drafted by the Oakland Athletics organization and went on to play for both the Oakland A's and Chicago Cubs reaching the AAA level.

Darryl returned to Sonoma County in 1993, and became a teacher and coach at Cardinal Newman High School. In 1998, he joined his father Gary Vice at Vice Appraisal Company, and began training for his General Appraisers License. In 2004, they were joined by Darryl's brother Ryan Vice in forming Vice Properties, with the goal of providing complete real estate services to their clients.

Darryl has more than 25 years' experience as a California licensed real estate appraiser with Vice Appraisal Company, and 20 as co-founder, owner and licensed salesperson of Vice Properties, Inc. With diverse experience valuing large rural, residential and commercial properties throughout the North Bay, Darryl specializes in ranches, vineyards, investment properties and development projects. Through his national network, Darryl is responsible for identifying potential opportunities, site evaluation, acquisition and disposition.

Disclaimers

Seller, Landlord or Lessee Rights: Seller reserves the right in its sole discretion to accept or reject any offer, terminate negotiations, withdraw the Property from market without notice, amend the price, terms, conditions, and acreages being offered, and negotiate with multiple prospective purchasers concurrently until a definitive, legally binding Purchase and Sale Agreement is fully executed by Seller and Buyer. Seller also reserves the right to accept back up offers until the close of escrow.

Sellers Disclaimers: This Offering Memorandum has been prepared for Buyer and Buyers Representatives' use in considering the Property for a potential future acquisition, and contains only a general overview of the Property. Although information herein and subsequent information provided are from sources deemed reliable, neither Seller, nor Broker makes any warranties or representations, express or implied, as to the accuracy and completeness of the enclosed Property information. It is the Buyer's sole responsibility to conduct an independent investigation and due diligence of the Property and its attributes and characteristics in its entirety. Buyer is strongly advised to use qualified industry professionals to determine the suitability of the Property for Buyers intended use. Buyer is also advised that this Property Offering information is dated, and that changes may have occurred prior to, during and after the time that it was prepared. The Property is being sold in its present As-Is condition, subject to the terms and conditions of a fully executed, definitive Purchase and Sale Agreement.

Communications, Offering Process, Viewing of Property: All communications, letters of intent, offers, requests for additional copies of this Property Offering and viewing the Property shall be made directly by contacting: David Carciere at 707.479.2199 or Darryl Vice at 707.889.4569.

