

IDAHO VINEYARD AND WINERY W/95 ACRES

Snake River Valley Location

THE OPPORTUNITY

This vineyard/winery truly is a unique opportunity for an investor or operator to purchase a well known and respected brand, a productive seasoned vineyard and winemaker's delight winery. Situated in the Snake River Valley appellation (AVA certification in 2007) in an area known as prehistoric Lake Idaho, the ancient river/lake bed provides unique cobbled soil that allows for a diverse range of grape varieties. Indeed, this vineyard grows approximately 20 varieties of grapes, including seven white and 16 varieties of red grapes. At an elevation over 2,300 feet in an area traditionally providing hot/dry summers and southwest facing gently rolling sloped topography coupled with traditional wine making and viticulture. Collectively, these virtues reveal signature terroir that contribute to the platform for a unique acquisition opportunity.

THE SITE DESCRIPTION

The total site is approximately 95 acres with historically more than adequate water rights. Currently about 68.5 acres are vined with 3.5 acres of those planted in 2022. The sellers, on rolling intervals, remove and replant acres. In 2022, five acres are scheduled for removal. The site slopes up to about a five acre plateau where the small 1,700 square foot office (and potential future tasting room) building enjoys spectacular views of the surrounding agricultural land with Owyhee Mountains as a back drop. Adjacent to the office is the winery, built in 2000, consisting of wine production and storage areas. The total winery building is approximately 3,640 square feet. The owner estimates the production capacity of the winery, as currently configured, is about five to six thousand cases per year. There is room in the winery to add tanks to expand capacity.

THE STRENGTHS

The vineyard produced approximately 83 tons of grapes in 2021. Another 14.5 acres of recently planted vines will be coming into production in 2022. Some varieties are targeted to specific yields per contract per agreements. While the winery produced about 2,372 cases in 2021, the company also sells approximately 50% of vineyard production to contract buyers. The sellers closed an offsite retail outlet in 2019. The wine is currently sold only through a distributor and website retail sales. They ship to several states where state law permits shipping without additional licenses.

THE POSSIBILITIES

There are significant opportunities to grow this business. The current owners do very little advertising or social media promotion. Additionally, reopening a retail/tasting room outlet either on or off site would have huge benefits, not the least of which would be to re-establish a wine club program. Further, opportunities exist to wholesale grapes to other wineries. Again, the sellers do very little outreach.

OWNER TRANSITION TRAINING

The business currently employs one full time person year round. The seller also works in the business full time. Seasonal contract workers are brought in for harvest and otherwise on an as needed basis. The current owners are interested in selling so they can retire. They are willing to transition with a new owner for a negotiated period of time.

ASKING PRICE

\$3,400,000
Plus Inventory

TERMS:

Cash

PRICE ALLOCATION

Land and Buildings	\$2,802,530
Furniture, Fixtures & Equipment	326,650
Intangible Value	<u>270,820</u>
Total Price Allocation	\$3,400,000

All values provided by Seller

INCOME STATEMENT SUMMARY

Gross Sales	Contact Agent
Cash Flow	Contact Agent

ADDITIONAL INFORMATION

Additional information gladly provided to financially qualified buyer prospects who submit a Confidentiality Agreement (click on the link below).

REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

<https://arthurberry.com/ca2>



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