

Artisan Winery Estate in Anderson Valley



OFFERING MEMORANDUM

PRICE: \$1,500,000

OFFERED BY: TOM LARSON & TONY FORD



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Salient Facts

LOCATION:	2160 Guntley Rd, Philo, CA 95466
APN:	026-580-05-00
COUNTY:	Mendocino
APPELLATION:	Anderson Valley
PARCEL SIZE:	20.22
PLANTED ACRES:	8.5 acres planted to Pinot Noir 2 acres planted to Pinot Gris
PERMITTED WINERY:	Winery use permit for the production of 12,000 gallons or 5,000 cases annually. Includes the proposed construction of a 3,000 square foot production building. The existing on site residence is currently used in conjunction with the winery, which includes a barrel room with capacity of 155 barrels.
RESIDENCE:	35+/- year old 3 bedroom, 2 bathroom, 1,985 square foot residence.
POND:	13 acre foot AG pond provides holding capacity for overhead frost protection and drip irrigation.
WINE BRAND:	Claudia Springs has a 2010 annual case production of 1,750. Historically, the company has produced as much as 2,500 cases annually. Wine is sold via the three tier system: direct via the website and tasting room, wholesale and through distributors.
TASTING ROOM:	The tasting room is leased property (\$850.00 per month with 1.5 years left on lease). The tasting room is located in Philo, CA and is open Friday thru Monday 11 am -5 pm.
TAX STATUS:	Standard Mendocino County rate of 1.125% of purchase price (assessed value).
EQUIPMENT:	Practically everything needed to operate the winery is included
INVENTORY:	All wine inventory is subject to separate negotiations.
WEBSITE:	www.claudiasprings.com



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Property Overview

This 20 acre winery estate known as Claudia Springs features 8.5 acres of ultra premium pinot noir, 2 acres of pinot gris and 3 acres of land suitable for additional planting. The winery produces and sells premium wines from Anderson Valley and Mendocino County. Current 2010 case production is 1,750 cases and has been as high as 2,500. There is a current use permit for construction of a new 3,000 square foot wine production facility. Current productional operations are done in conjunction with the existing on-side 1,985 square foot, 3 bedroom, 2 bathroom residence that is occupied by the proprietors.

The vineyard views from the property are amazing. Tasting is experienced via a leased off site tasting room on Highway 128 in Philo. Some of your neighbors include Handley, Roederer, Husch and Navarro. If your thinking that owning a winery might make a great lifestyle, you are right! This winery comes complete with everything you need to start producing world class wines in one of the most sought after appellations in the world.



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Vineyard Details

Planted in 1998, the vineyard consists of 8 ½ acres of Pinot Noir and 2 acres of Pinot Gris on a south by southwest facing slope. The soil consists of about 18 inches of heavy clay loam overlying a layer of fractured rock. These marginal soils, coupled with the cold climate, cause the vines to struggle and naturally limit production to an average of 2.6 ton an acre. The carefully selected Pinot Noir consists of 35 % Pommard clones 4 and 5 which provide the core of the wines with their contribution of red and black fruit and firm acid. 20% is clone 115 which adds bright fruit tones, aroma and depth, and 20 % is clone 113, from which comes structure, spice and aromatics. The remaining smaller blocks are 667 and 777 with red fruit, chocolate and earth notes. The Pinot Gris is clone 152.

Farmed sustainably, the Klindt family has worked diligently to improve what was already a great site. Regular additions of compost and annual cover crops of sweet pea, fava beans and barley rye, have brought to the soil essential nutrients and structure which enable the vines to mature the fruit consistently. Careful pruning, deficit watering and crop thinning ensure the concentration of flavors highly sought after by Pinot Noir and Pinot Gris enthusiasts.





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In the beginning...

Robert and Claudia Klindt
Proprietors and Winemakers

In the spring of 1989, Claudia and Bob Klindt were traveling through the Anderson Valley during a weekend trip. At the time, Bob, who was employed as a social worker in Santa Clara County, had already demonstrated winemaking prowess with several prizewinning homemade wines. Somewhere near the rural community of Philo, surrounded by Anderson Valley's vineyards and conifer and oak covered hills, they discovered a home and 20 acres for sale. The property was offered by Anderson Valley wine pioneer Milla Handley and included an assortment of winemaking equipment. The Klindts had dreamt of leaving the fast pace of city life, and it didn't take long for ideas to spring. By the fall of that year, the Klindts had sold their San Jose home, purchased Milla's old property, and Claudia Springs Winery was born.

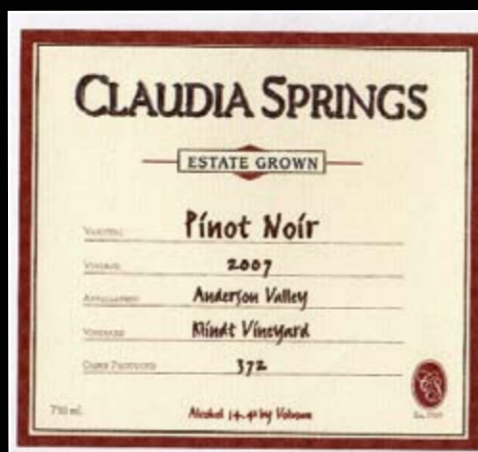
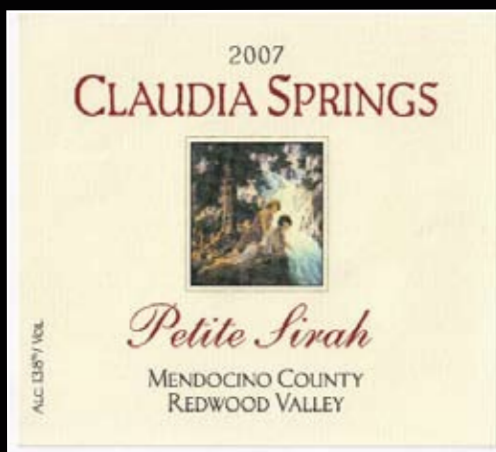
With winemaker Bob Klindt at the barrels, the winery produced 550 cases of Chardonnay in the first year. Bob coupled his own experience with extension classes in enology at U.C. Davis, and his Chardonnay evolved over ensuing vintages, culminating with a gold medal at the Mendocino County Fair Commercial Wine Competition. The winery began expanding into the Pinot Noir and Zinfandel varietals. These wines have garnered more than their share of gold and double gold medals in recent years. In 2001 and 2002 their Zinfandels were named to the Wine Enthusiast list of Top 100 Wines of the Year.

In 1998, Bob and Claudia formed a partnership with extended family members to develop 13 acres of vineyards. The initial planting consisted of 8.5 acres of Pinot Noir and 2 acres of Pinot Gris.

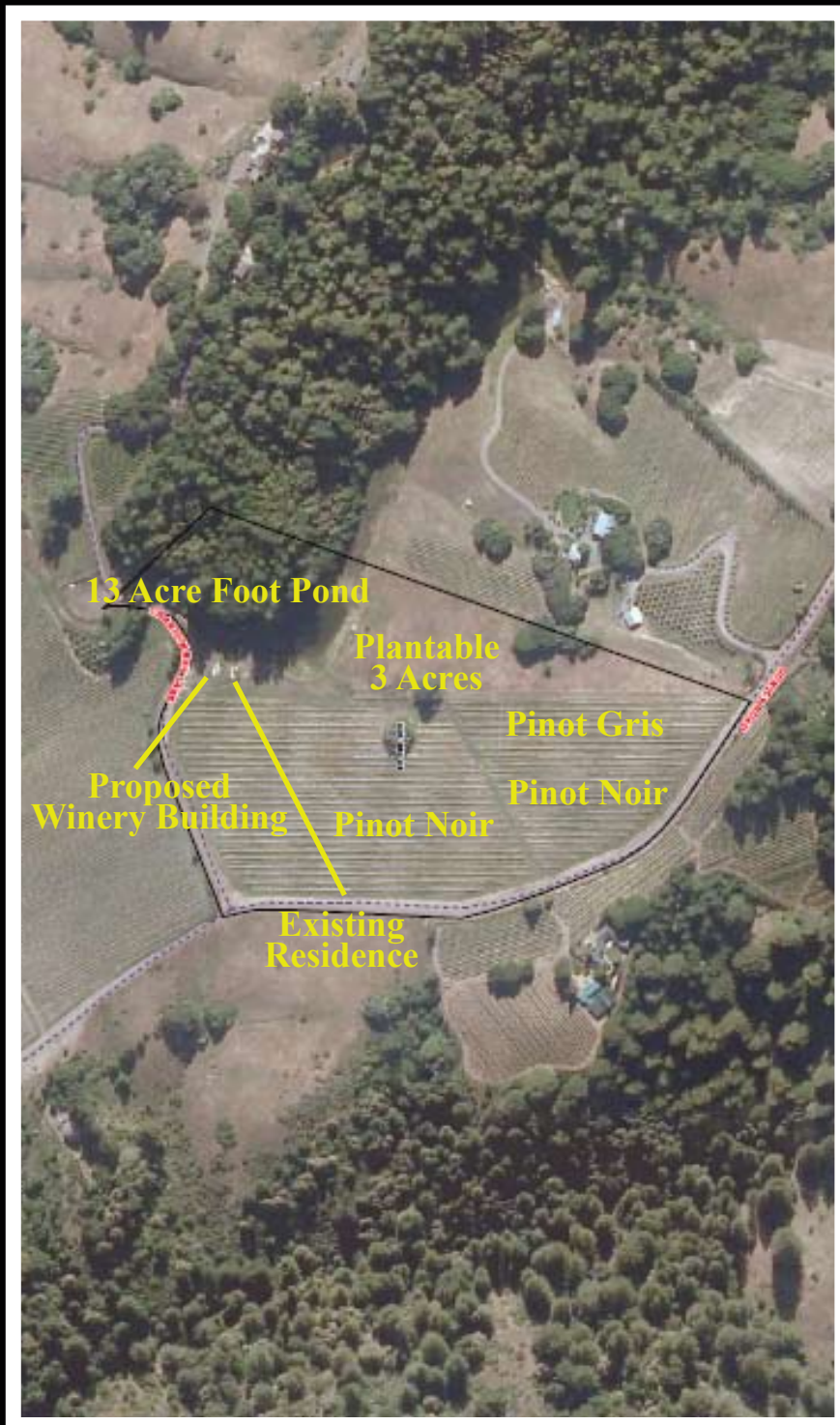
From those initial 550 cases, Claudia Springs has grown to an annual production of 2,500 cases. Every bit of the work, from crushing and pressing to bottling, is done by Bob and Claudia. Their hands-on approach maintains strict, personal quality control. This philosophy, steeped in sound winemaking techniques and friendly business principals, has allowed them to build a solid customer base ranging from individual wine lovers to some of the West's finest restaurants and retail outlets.

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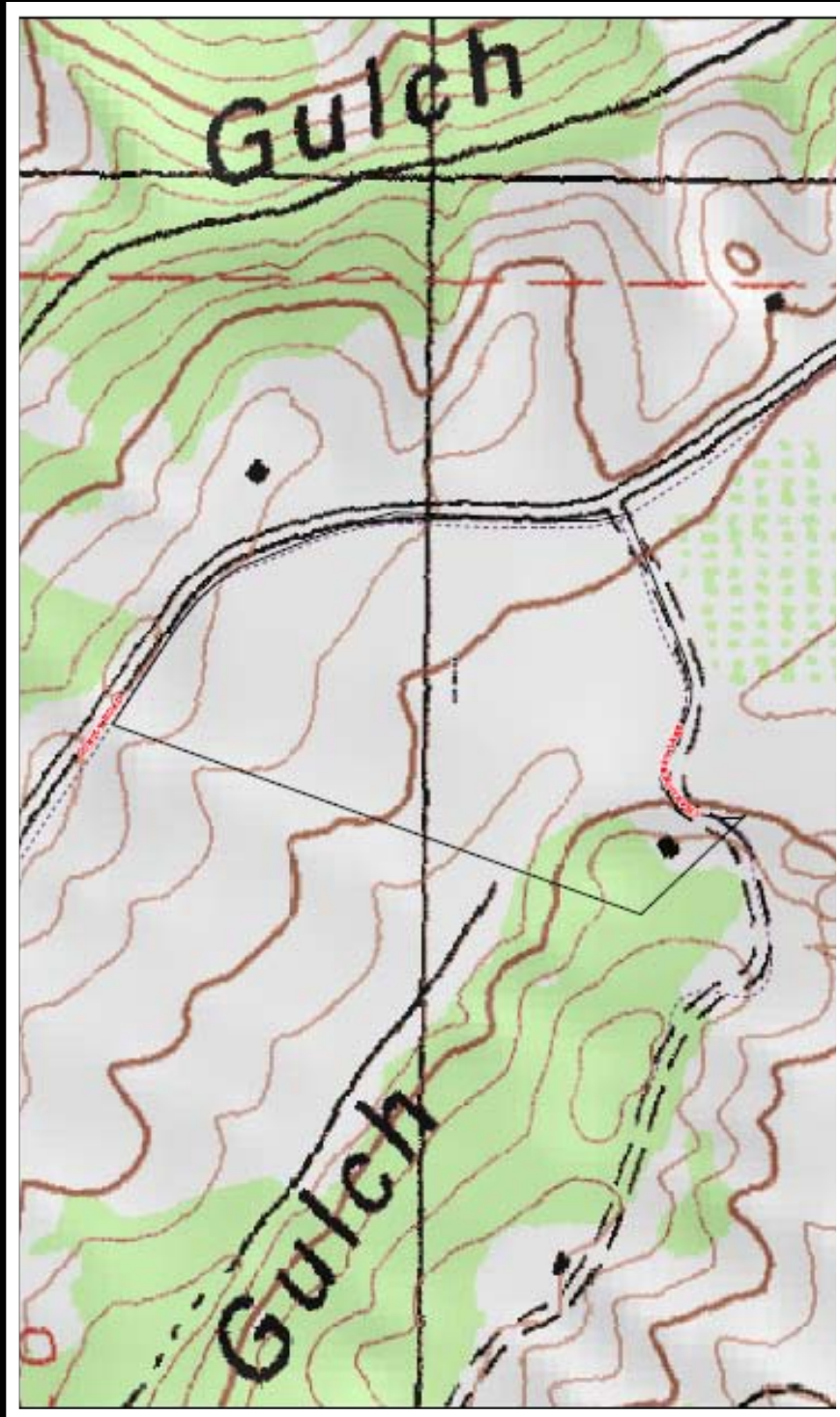
Photo Gallery



Artisan Winery Estate in Anderson Valley
Aerial Map



Artisan Winery Estate in Anderson Valley
Topography Map





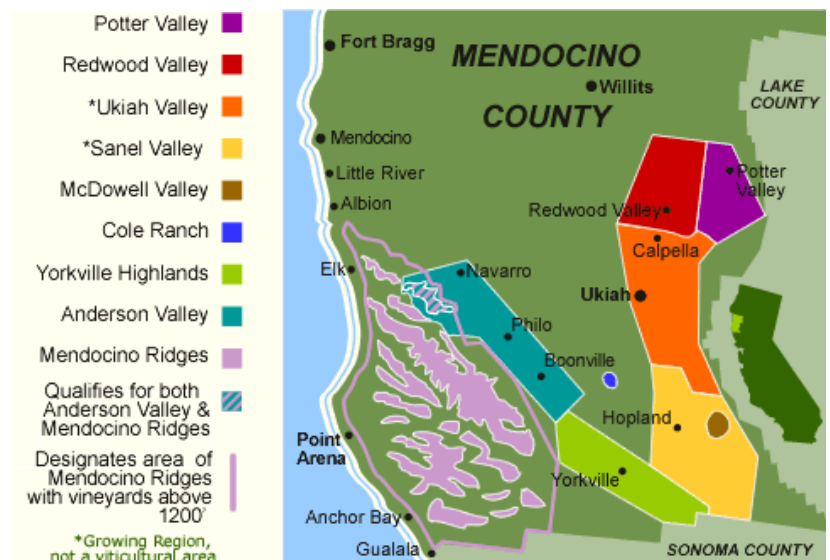
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Appellation Overview

Anderson Valley is one of North America’s top Pinot Noir regions, with Roederer Estate and Scharffenberger putting additional emphasis on the appellation’s sparkling wine capabilities. The AVA cuts across Mendocino County only 10-15 miles away from the Pacific Ocean. Cool ocean breezes waft into the valley at night, creating vast diurnal temperature differences 40°F to 50°F below its day-time temperatures. Alluvial soils provide a wonderful home for Chardonnay and Pinot Noir, as well as the Alsatian grapes Gewürztraminer, Pinot Gris and Riesling which thrive extremely well in Anderson’s cool climate.

The Klindt Vineyard lies at the extreme western end of the beautiful and remote Anderson Valley in Mendocino County. Known as the “deep end” in the Boontling lingo of the valley’s early residents, this is the coolest and most fog prone portion of the appellation. Running up from the valley floor in what is referred to as the Guntly Draw, there is a stretch of small vineyards which have been gaining in stature as being among the valley’s elite.

The Klindt Vineyard lies at the top of this draw, and on the back side Pete’s Pasture Gulch runs westward returning to the valley floor. It is up this gulch that the cold air and occasional fog that move up the Navarro River from the ocean 17 miles away find their way to the vineyard. This helps define the unique micro-climate that contributes to the intense flavors, firm acid and fine structure of the ensuing wines.





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County Overview

Location: Mendocino County is part of California's famous North Coast wine region. Directly north of Sonoma County, Mendocino County begins about 90 miles north of San Francisco. The Mendocino wine region is bounded by California's Coastal Mountain Range, the Pacific Ocean, and the great northern redwood forests.

Geographic Features: Mendocino's vineyards are divided among several small Mayacamas and Coastal Range mountain valleys, following the drainages of the Russian and Navarro Rivers. Vineyards rise from the river plains, onto the benchlands above.

Grape Harvest Months: September-October

Average Summer Temperature Range: 45-95°F

Average Rainfall: 36.6 inches (in Ukiah)

Average Growing Season: 225 days

First Vineyards Planted: 1850s

Total County Acreage: 2,248,000

Total Vineyard Acreage: 15,500

Number of Vineyards: 340

Certified Organic: 25% of total vineyard acreage

Number of Wineries: 50

Principal Varietals:

- Chardonnay
- Sauvignon Blanc
- Gewürztraminer
- Riesling
- Zinfandel
- Cabernet Sauvignon
- Pinot Noir
- Petite Sirah
- Syrah
- Viognier

- Anderson Valley (BATF Approved Viticultural Area)
- McDowell Valley (BATF Approved Viticultural Area)
- Potter Valley (BATF Approved Viticultural Area)
- Cole Ranch (BATF Approved Viticultural Area)
- Redwood Valley (BATF Approved Viticultural Area)
- Yorkville Highlands (pending BATF approval)
- Ukiah Valley (proposed viticultural area)
- Sanel Valley (proposed viticultural area)
- Mendocino Ridge (BATF Approved Viticultural Area)





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