

McNab Ranch Road Vineyard and Winery Site



OFFERING MEMORANDUM

PARCEL 1 \$799,000

PARCEL 2 \$730,000

OFFERED BY: TOM LARSON & TONY FORD



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Salient Facts

LOCATION:	820 McNab Ranch Road, Ukiah, CA 95482
APN:	047-170-35
COUNTY:	Mendocino County
APPELLATION:	Mendocino
TOTAL ACREAGE:	Parcel 1 - 40 acres Parcel 2 - 40 acres
PLANTED ACREAGE:	Parcel 1 – 24.8 acres planted to Merlot in 1997. Row spacing is 7x8, Rootstock 504, Clone 3... Parcel 2 has 6.6 acres planted to Riesling, Planted in 1998/99, Row Spacing 6x8, Rootstock 1103P, Clone 181 and 2.4 acres planted to Sauvignon Blanc planted in 2008, Row Spacing 5x8, Rootstock Shwartzman, Clone Musque.
ADDITIONAL PLANTABLE LAND:	Parcel 1 – 6 acres Parcel 2 – 3.5 acres
WINERY SITE:	Parcel 1 is located on McNab Ranch Rd and Highway 101 with over 3,000 feet of highway frontage, ideal for tasting/wine production. Parcel 2 has a 5,000+/- square foot warehouse ideal for wine storage with potential for wine production.
HOMESITE:	Parcel 1 has septic approval for a 3 bedroom residence.
RESIDENCES:	Parcel 2 has a 1 bedroom 1 bathroom workman's quarters approximately 600 square feet and a modest 3 bedroom 2 bathroom home.
WAREHOUSE:	5,000 square foot steel construction warehouse with large roll up doors suitable for wine storage/production.
WATER:	Parcel 2 has two wells, one located at the 1 bedroom residence and the other located at the warehouse.
POND:	Parcel 1 includes a pond site with State of California grant to cover 50% of the costs of construction... Parcel 2 has a 14 acre foot Ag pond.
WATER RIGHT:	Both parcels are licensed Water rights from both McNab Creek and the Russian River.
TAX STATUS:	Standard Mendocino County tax rate of approx 1.125% of assessed value.



McNab Ranch Rd Vineyard and Winery

Property Overview

80 total acres in two 40 acres separate legal parcels located between Hopland and Ukiah in the Mendocino Appellation.

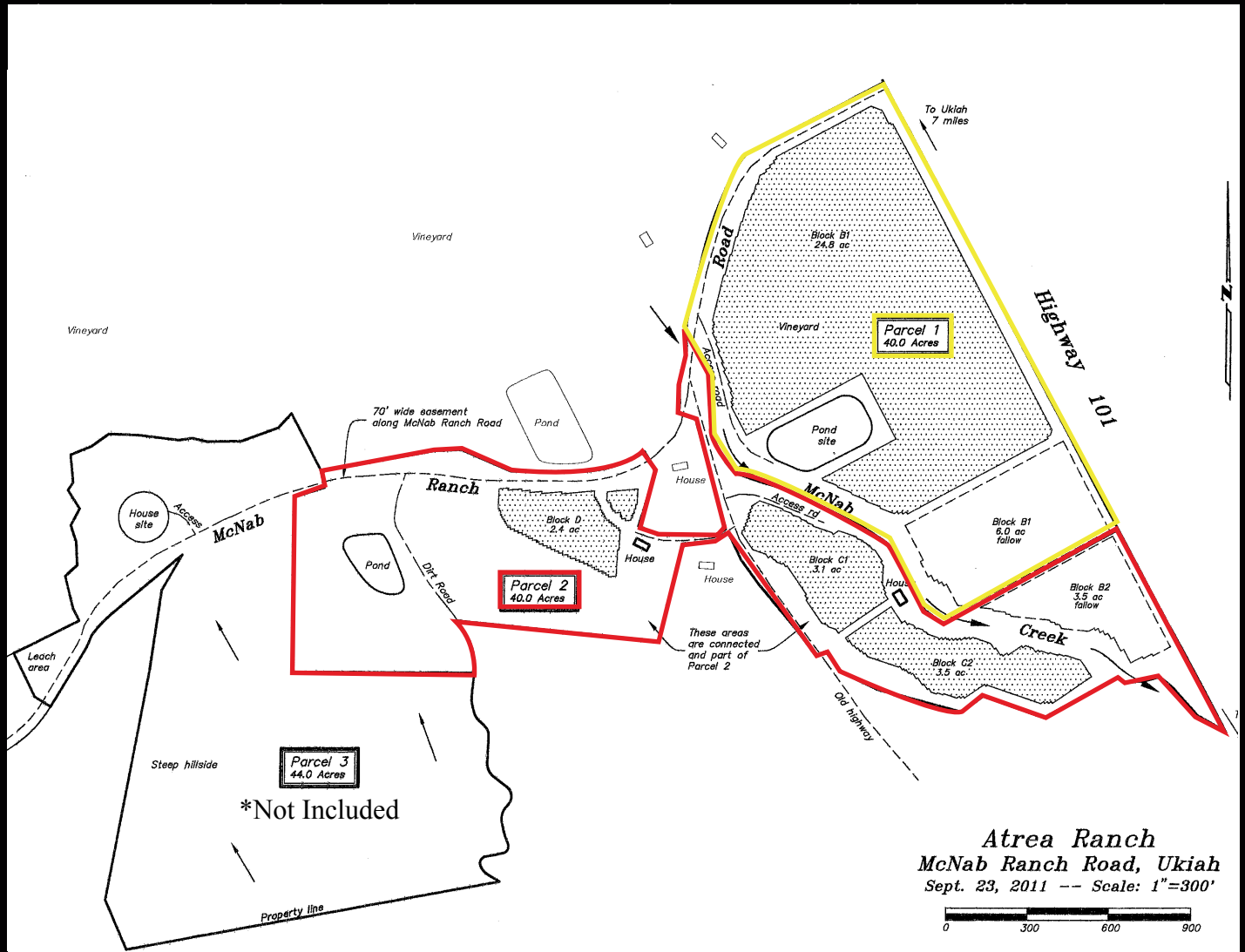
Parcel 1 located on Highway 101 and McNab Ranch Rd includes 24.8 acres planted to premium Certified Organic Merlot, 6 acres of plantable land, homesite and pondsite. With over 3,000 feet of highway frontage and incredible vistas, this property is ideal for a winery site and tasting room. The grapes from this parcel has historically been sold to a large Napa winery, although are available for 2012. Current market rates for Organic Merlot are approx. \$1,000/ton and the market is on a confirmed uptrend.

Parcel 2 located on McNab Ranch Rd and consists of 6.6 acres planted to Riesling under contract thru 2012. There are also 2.4 acres of high quality sauvignon Blanc planted in 2008. The owner will consider a grape purchase agreement on the Sauvignon Blanc. This offering includes 2 residences, the first a 1 bedroom 1 bathroom workers quarters and the second a 3 bedroom 2 bathroom modest home. These dwelling can be used for rental income or to house vineyard workers. Also, located on the property is a 5,000 square foot steel construction warehouse with high ceiling and roll up doors. There is a 14 acre foot pond located at the rear of the property.

Both parcels feature modern vineyards with overheard frost protection and drip irrigation. Water rights to the Russian River and McNab Creek.

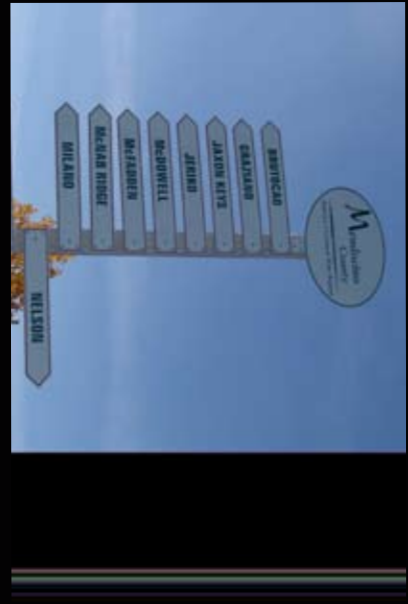
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Block Map / Tonnage



Varietal	2008 Tonnage	2009 Tonnage	2010 Tonnage	2011 Tonnage
Merlot	120.3	138.6	102.1	66.6
Riesling	N/A	15.6	21.4	17.5
Sauvignon Blanc	N/A	N/A	3.0	2.9

McNab Ranch Rd Vineyard and Winery Site *Photo Gallery Parcel 1*



McNab Ranch Rd Vineyard and Winery Site
Photo Gallery Parcel 2





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Appellation 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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County Overview

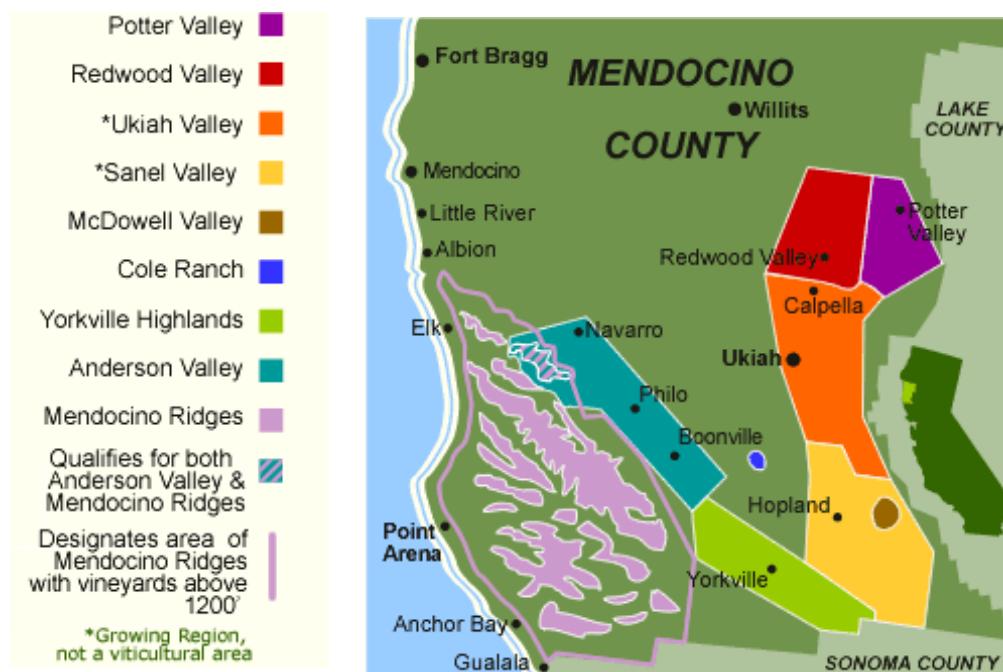
Nearly 40 wineries are located in three clusters in Mendocino County - Redwood Valley - Ukiah, Hopland and Anderson Valley. Redwood Valley - Ukiah and Hopland are both in the Russian River area of the County. In addition, the western most winery on the continental United States is on the North Mendocino Coast, and a winery tasting room and brewery are in that area as well.

The Ukiah Valley, anchored by the county seat of Ukiah, is Mendocino's largest, most broad and open growing area. It extends along the Russian River (and US Highway 101) about 20 miles, from the Sanel Valley in the south to Redwood Valley in the north.

Cabernet Sauvignon and Zinfandel perform well on the benchlands above the Russian River. Chardonnay and Sauvignon Blanc are successful on the river plain.

Higher elevation vineyards near the town of Talmage, on the eastern side of the Valley, show promise with Italian and Rhone varietals.

Establishment of a BATF Approved Viticultural Area is under discussion in the Ukiah Valley.





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Tom Larson

President / Broker

DRE # 01057428

Cellular: 707.364.5006

tom@norcalvineyards.com

Tony Ford

DRE # 01406167

Wine Enthusiast / Sales

Cellular: 707.391.5950

tony@norcalvineyards.com

www.norcalvineyards.com

338 Healdsburg Ave.
Healdsburg, CA 95448
707.433.2000

601 South State St.
Ukiah, CA 95482
707.462.1600



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