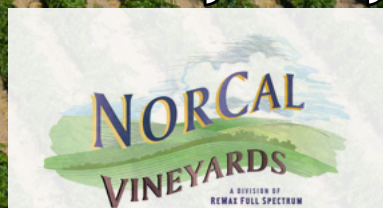


# Osprey Vineyards

Big Valley AVA

Offering Memorandum  
Price \$1,800,000



[www.norcalvineyards.com](http://www.norcalvineyards.com)



# Osprey Vineyards

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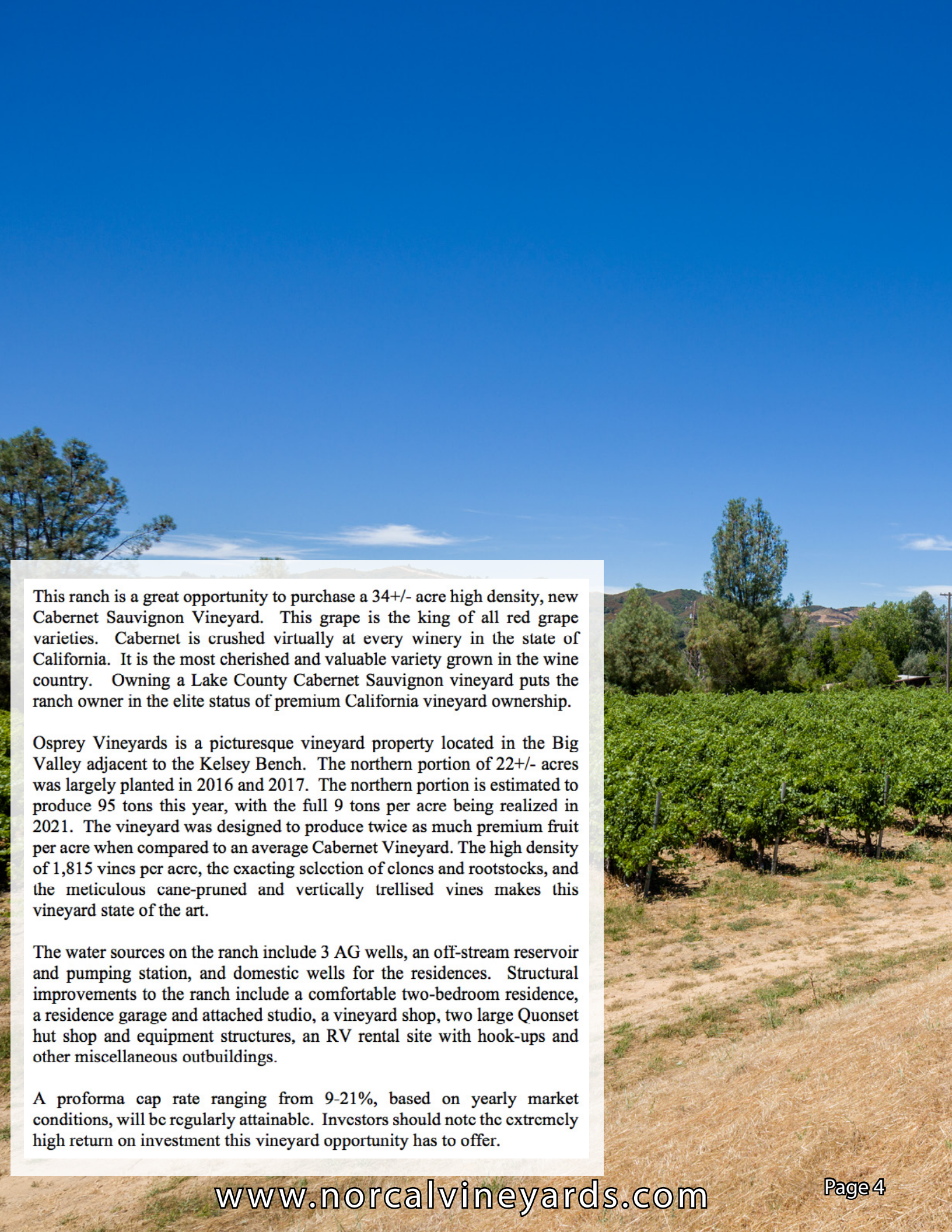




# Salient Facts

<b>Location</b>	<b>7255 Boggs Lane and 7314 Adobe Creek Lane Kelseyville, CA 95451</b>
<b>County</b>	<b>Lake</b>
<b>AVA</b>	<b>Big Valley</b>
<b>APNs</b>	<b>007-021-16 &amp; 007-021-21</b>
<b>Parcel Size</b>	<b>46.65+/- acres</b>
<b>Vineyard</b>	<b>34+/- acres of Cabernet Sauvignon</b>
<b>Soil</b>	<b>Talmage gravelly loam, Talmage very gravelly sandy loam and still loam</b>
<b>Buildings</b>	<b>2 bedroom ranch house, studio apartment/shop, storage and outbuildings</b>
<b>Water</b>	<b>3 AG wells, 2 domestic wells, 7 acre foot pond, overhead sprinklers and drip irrigation</b>
<b>Power</b>	<b>PG&amp;E on-site</b>
<b>Pro forma CAP Rate</b>	<b>9-21%+</b>
<b>Zoning</b>	<b>A</b>
<b>Price</b>	<b>\$1,800,000</b>





This ranch is a great opportunity to purchase a 34+/- acre high density, new Cabernet Sauvignon Vineyard. This grape is the king of all red grape varieties. Cabernet is crushed virtually at every winery in the state of California. It is the most cherished and valuable variety grown in the wine country. Owning a Lake County Cabernet Sauvignon vineyard puts the ranch owner in the elite status of premium California vineyard ownership.

Osprey Vineyards is a picturesque vineyard property located in the Big Valley adjacent to the Kelsey Bench. The northern portion of 22+/- acres was largely planted in 2016 and 2017. The northern portion is estimated to produce 95 tons this year, with the full 9 tons per acre being realized in 2021. The vineyard was designed to produce twice as much premium fruit per acre when compared to an average Cabernet Vineyard. The high density of 1,815 vines per acre, the exacting selection of clones and rootstocks, and the meticulous cane-pruned and vertically trellised vines makes this vineyard state of the art.

The water sources on the ranch include 3 AG wells, an off-stream reservoir and pumping station, and domestic wells for the residences. Structural improvements to the ranch include a comfortable two-bedroom residence, a residence garage and attached studio, a vineyard shop, two large Quonset hut shop and equipment structures, an RV rental site with hook-ups and other miscellaneous outbuildings.

A proforma cap rate ranging from 9-21%, based on yearly market conditions, will be regularly attainable. Investors should note the extremely high return on investment this vineyard opportunity has to offer.



# Photo Gallery









# Vineyard Overview

**Osprey Vineyards** is a young, 34+/- acre Cabernet Sauvignon vineyard planted in Kelseyville, Lake County, California.

The **Osprey Vineyards North** is a 22+/- acre densely planted site where development was initiated in 2016. The spacing for this quadrilateral trellised vineyard is 8 ft by 3 ft. This translates to 1,815 vines per acre. The vineyard will be capable of producing 9 tons per acre of the highest quality fruit by 2021. Even at this production rate, each vine will be cropped at less than 10 lbs. per vine. It will produce over 90 tons this year, which is approximately one half of its full production. The increased production will follow the increasing demand for Cabernet Sauvignon which will be occurring over the next four years.

A preferred selection of clone 7, clone 8, clone 4 clone 685 and clone 47 (formally 337) have been chosen to provide a diversity of Cabernet characteristics, allowing for diverse flavor components of premium wine production.

The rootstocks have been chosen for the soil types and vine balance, providing resistance to phylloxera and resistance/tolerance to the major nematode pathogens. These rootstocks include 1616, RS3, GRN2, GRN4, 039-16, and then the older 12 acres (Osprey South) 101-14, 1103P and 110R.

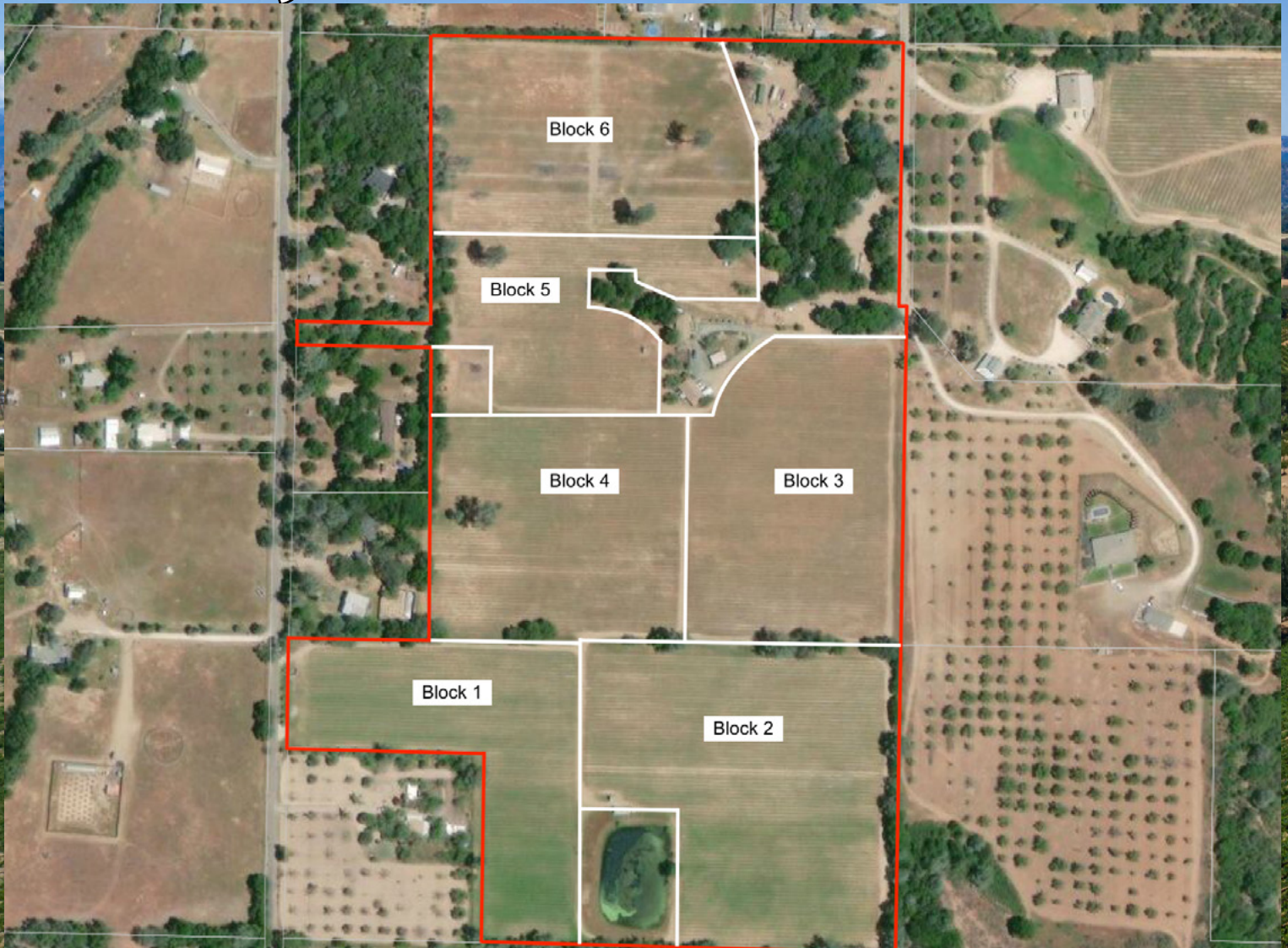
The **Osprey Vineyards South** is currently producing 55-70 tons and is at full production. It was planted on an 8 ft by 6 ft bi-lateral configuration on its 12 mature acres.

The **Osprey Vineyards North** will reach full production in 2021 or 2022 at 193 total tons this year in and year out. *The entire ranch will produce from 250 to 263 total tons at that time.*

The vineyard has been designed to substantially outproduce similar North Coast Vineyards while maintaining the highest level of fruit quality. It is a fantastic opportunity to purchase a vineyard that will be extremely productive while making available premium fruit for balanced wines. *The ranch will become more productive just as the need for Cabernet Sauvignon increases on the North Coast.*



# Vineyard Blocks



Block	Varietal	Acres	Planted	Spacing	Trellis	Rootstock	Clone
1	Cabernet Sauvignon	4.7	1999	8 X 6	VSP	337	101-14
2	Cabernet Sauvignon	12	2000	8 X 6	VSP	7	110R, 1103
2c	Nero D'Avila	0.38	2000	8 X 6	VSP	2.1	1103
Fenceline	Cabernet Sauvignon	0.12	2000		VSP	7	1103
3	Cabernet Sauvignon	5.64	2016-2017	8 X 3	VSP	7, 8	1616, GRN4
4	Cabernet Sauvignon	6.7	2016-2017	8 X 3	VSP	7	GRN4, RS3
5	Carmenere	0.1	2016-2017	8 X 3	VSP	2	1103
5	Cabernet Sauvignon	2.37	2016-2017	8 X 3	VSP	685, 4	RS3, GRN4
6	Cabernet Sauvignon	3	2016-2017	8 X 3	VSP	4	039-16
6	Cabernet Sauvignon	0.67	2016-2017	8 X 3	VSP	47	039-16
6	Cabernet Sauvignon	2.83	2016-2017	8 X 3	VSP	7	039-16



# CAP Rate Projections

	Price per ton	Estimated tons	Total Revenue	Expenses	Net Income	Sales Price	CAP Rate
<b>Best Case</b>	\$2,300	258.5	\$594,550.00	(\$200,100.00)	\$394,450.00	\$1,800,000	21.86%
<b>Medium Case</b>	\$1,775	258.5	\$458,837.50	(\$200,100.00)	\$258,737.50	\$1,800,000	14.32%
<b>Worst Case</b>	\$1,775	203.3	\$360,857.50	(\$200,100.00)	\$160,757.50	\$1,800,000	9%



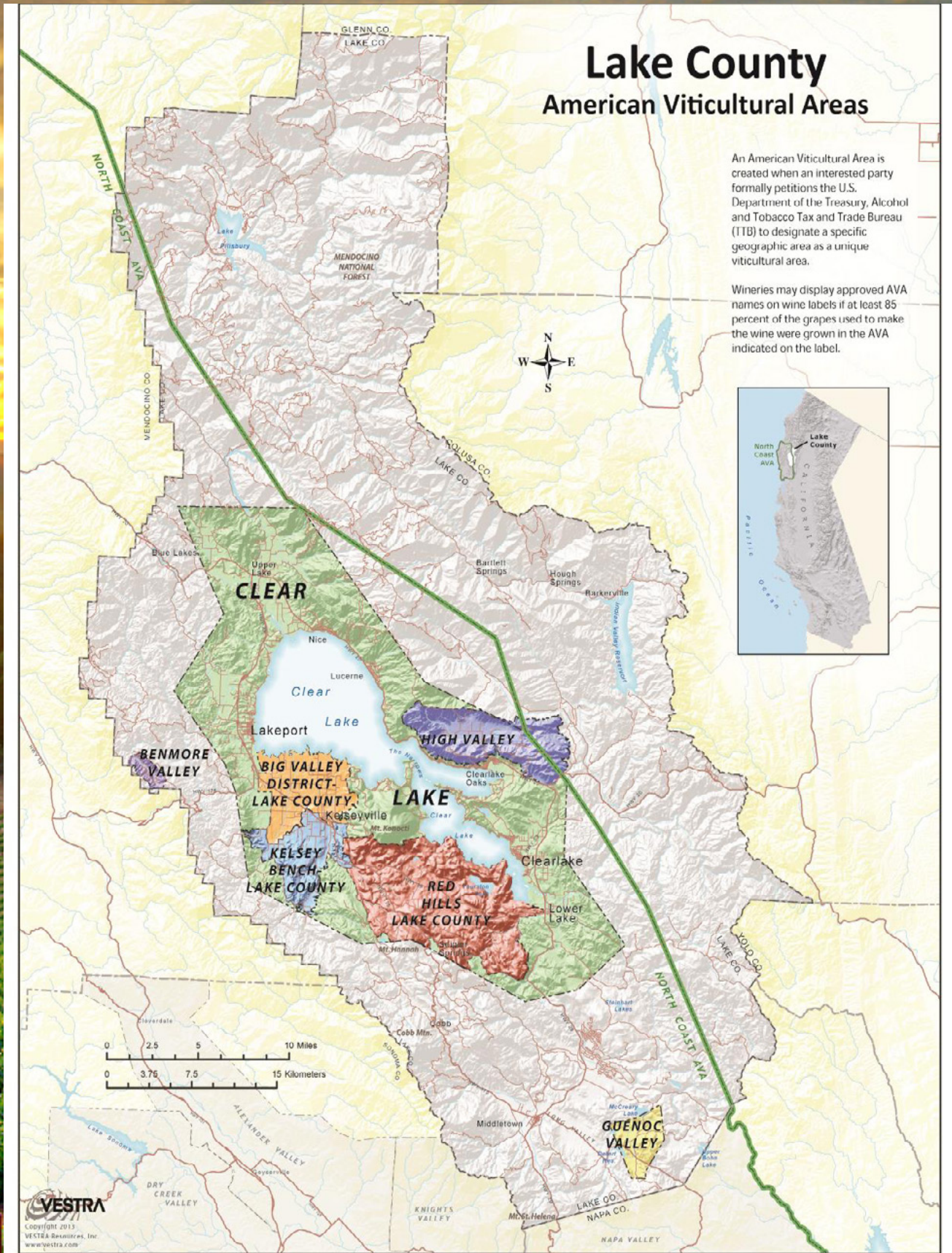


# Aerial Map





# County Overview







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*This information herein believed reliable but not guaranteed.  
Each Office Independently Owned and Operated.*