

SUMMERS WINERY



OFFERING SUMMARY APRIL 2019

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SUMMERS WINERY



OFFERED AT \$10,500,000

Summers Estate Wines is a family-owned and operated winery and tasting room where guests have been welcomed as family members since 1996. The fruit for their estate wines is sourced from the Summers' vineyards on Tubbs Lane (Calistoga Appellation - Napa County) and their home ranch in Knights Valley (Knights Valley Appellation). These approximately 50 acres of estate vineyards consistently produce approximately 10,000 cases of estate wines on an annual basis.

Summers produces a broad offering of wines including a Napa Valley Estate Zinfandel, Alexander Valley Reserve Chardonnay, Napa Valley Estate Charbono, a Calistoga-Napa Valley Cabernet Sauvignon, a Knights Valley Cabernet Sauvignon, and a Calistoga-Napa Valley Reserve Cabernet Sauvignon. In smaller quantities, Summers produces a Rosé of Charbono, Knights Valley Petite Sirah, Knights Valley Reserve Merlot, as well as Muscat Canelli.

Summers is known as one of the few California producers of Charbono, an Italian grape varietal that's been traced to both southwestern France and northern Italy. Some experts believe that this variety is a close relative to the Dolcetto variety. The vine bears large berries that are used to make a dark red wine that, when subjected to extended skin contact during fermentation, is full of fruit flavor with soft, round tannins. Producing just 1,300 cases of Charbono annually, Summers holds the title as America's largest producer of the little-known varietal.

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SUMMERS WINERY OFFERING SUMMARY

Address: 1171 Tubbs Lane. Calistoga, CA

APN: 017-160-015-000

Parcel Size: Approximate 25.3 +/- acres

Zoning: AP (Agricultural Preserve)

Appellation: Calistoga AVA

Buildings

- Winery: 4,745 +/- Square Feet
- Current space for 900 barrels. Planned increase to 1,200 barrels
- Current fermentation tank capacity: 55,000 gallons
- House building (future tasting room) 2,288 +/- square feet
- Crush pad
- Current winery capacity: approximately 40,000 gallons

Vineyards

- 21.22 +/- total acres
- Cabernet Sauvignon: 16.32 +/- acres
- Charbono: 3.3 +/- acres
- Zinfandel: 0.7 +/- acres
- Merlot: 0.50 +/- acres
- Petit Verdot: 0.40 acres

Winery Permitting

- County approved expansion to 100,000 gallons (approximately 42,000 cases)
- 20,000 gallon wine grape source exemption (up to 40,000 gallons can be non-Napa)
- Some building and site improvements necessary to achieve fully approved capacity of 100,000 gallons per year
- Some building permit applications have been submitted

Hospitality

- Tours and tastings by prior appointment

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- 20 visitors allowed per day
- 8 food and wine events per year, with up to 30 attendees per event

Infrastructure

- Water: Private well
- Gas: Propane
- Winery septic: 6800 gallon tank, 3,500 l.f.
- Domestic septic: 2500 gallon tank, 800 l.f.

Included in the Sale

- Real property
- Winery use permit
- All winery production and farming equipment

Not included in the sale but available for purchase

- Wine inventory
- Brand
- Barrel inventory



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SUMMERS WINERY VARIETAL DATA

Block #	Date Planted	Root Stock	Supplier	Variety	Clone	Spacing	Trellis	# Vines	Acre	# Rows
1, A	2006, 2008	110-14	Sunridge Nurseries	Petite Verdot	400	7 x 10	Open Lyre	245	0.4	9
1, B	1998	110-R	Sonoma Grapevines	Cabernet Sauv	Montelena	7 x 10	Open Lyre	921	1.42	24
2	1997	110-R	Sonoma Grapevines	Cabernet Sauv	Pecota 337	7 x 10	Open Lyre	2128	3.4	28
3, A	2012	101-14	Herrick Grapevines	Cabernet Sauv	412	7 x 10	Open Lyre	729	1.1	9
3, B	2004	101-14	Novavine Nurseries	Charbono	8	7 x 10	5 wires	1300	2.1	20
3, C	1970?	St. George	NA	Charbono	NA	8 x 10	3 wires	650	1.2	13
4, A	1997	110-R	Sonoma Grapevines	Merlot	KV B-5	10x7	1 Open Lyre, 2-3 wires	313	0.5	31
4, B	1997	110-R	Sonoma Grapevines	Cabernet Sauv	Montelena KV B-7	10 x 7	Open Lyre	3700	5.8	3
5, A	2012	101-14	Novavine Nurseries	Cabernet Sauv	15	7 x 10	Open Lyre	1820	3.1	26
5, B	Old 1970?	Old St. George	NA	Zinfandel	1A	8 x 10	3 wires	444	0.7	6
6	1988	110-R	Sonoma Grapevines	Cabernet Sauv	Montelena KV B-7	7 x 10	Open Lyre	944	1.5	32
TOTAL								13194	21.22	201

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SUMMERS WINERY VINEYARD PRODUCTION

Block #	2011	2012	2013	2014	2015	2016	2017	2018
	Tons	Tons	Tons	Tons	Tons	Tons	Tons	Tons
1, A	1.6	2.17	1.84	2.23	1.29	1.76	1.24	2.94
1, B	6.2	5.85	3.76	4.9	3	3.51	2.84	6.97
2	19.75	17.5	15.81	16.5	12.8	13.66	11.01	19.82
3, A				2.3	2.49	3.42	2.76	4.91
3, B	8.71	12.35	10.34	11.72	5.14	6.27	7.51	10.19
3, C	3.51	5.56	5	6.39	4.35	5.01	4.19	6.59
4, A	0.55	0.61	0.62	0.72	0.54	0.38	0.47	0.88
4, B	20	28.78	29.21	29.6	18.61	17.72	16.75	29.48
5, A				1.66	3.9	5.8	5.82	12.23
5, B	3.45	3	4.76	3.33	3.35	3.5	3.46	5.02
6	7.3	8.13	7.32	6.8	4.25	4.06	4.69	5.35
TOTAL	71.07	83.95	88.66	86.15	59.72	65.09	60.74	104.38

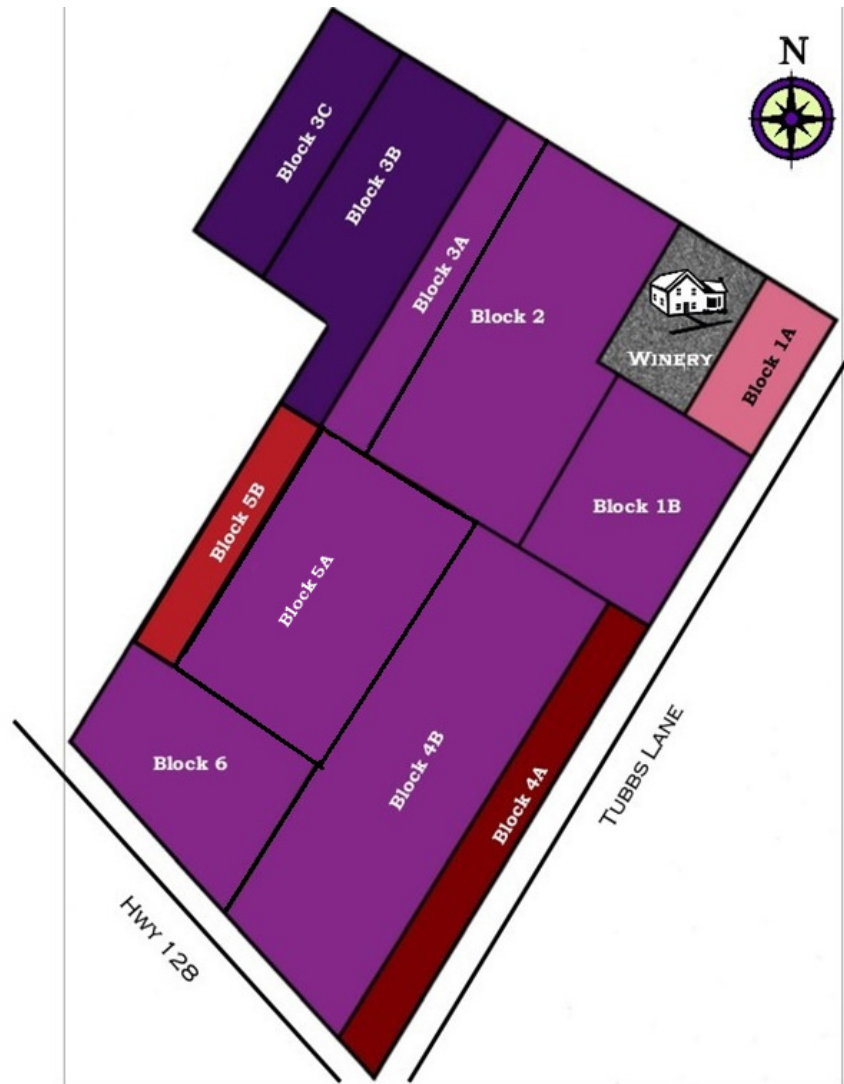
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SUMMERS WINERY VINEYARD BLOCK MAP



	Cabernet Sauvignon
	1B—1.42 ac
	2—3.4 ac
	3A—1.1 ac
	4B—5.8 ac
	5A—3.1 ac
	6—1.5 ac
	Merlot
	4A—0.5 ac
	Charbono
	3B—2.1 ac
	3C—1.2 ac
	Zinfandel
	5B—0.8 ac
	Petite Verdot
	1A—0.4 ac



SUMMERS WINERY VARIETAL MAP



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SUMMERS WINERY WINE INFORMATION

RETAIL PRICING

2014 Reserve Chardonnay: \$32.00
2014 Villa Adriana Charbono: \$34.00
2013 Knights Valley Merlot: \$45.00
2013 Knights Valley Petite Sirah: \$50.00
2013 Knights Valley Malbec (limited): \$65.00
2014 Knights Valley Cabernet Franc: \$65.00
2014 "Two Acre" Zinfandel: \$45.00
2012 Calistoga Cabernet Sauvignon: \$50.00
2013 Checkmate Cabernet (limited): \$160.00
2014 Muscat Canelli: \$23.00

RECENT WINERY PRODUCTION

2013 13,925 cases
2014 13,025 cases
2015 17,560 cases

RECENT WINE REVIEWS

Robert Parker December 2016
2014 Cabernet Sauvignon Estate: 92 points
2014 Cabernet Sauvignon Reserve: 92 points
2014 Proprietary Red Checkmate: 93 points

None of these 2014s are yet in bottle. The 2014 Cabernet Sauvignon Estate shows plenty of finesse and elegance for a northern-end Cabernet from Calistoga. Loads of blue and black fruits, licorice, forest floor and spice are all present in this medium to full-bodied wine that exhibits plenty of pure fruit, real attractive exuberance and suppleness. Drink it over the next 10-12 years. The 2014 Cabernet Sauvignon Reserve has a beautiful nose of blackberries and raspberries with a hint of blue fruits. The tannins are slightly more noticeable, as is the wood. This is a medium to full-bodied, attractive wine that I actually like no more than the entry-level Cabernet. Perhaps more will develop with bottle age, but it is certainly high-class, just not much better than their basic cuvee. Lastly, the 2014 Proprietary Red Checkmate is a blend of 90% Cabernet Sauvignon and the rest Petit Verdot, Merlot and Cabernet Franc. This is definitely the star of the show, even though it is easily the most expensive of the three. Supple texture, loads of blue, red and black fruits, licorice, incense and flowery notes are all present in this full-bodied, opulent, classic 2014 to drink over the next 15 or so years.



SUMMERS WINERY AERIAL MAP



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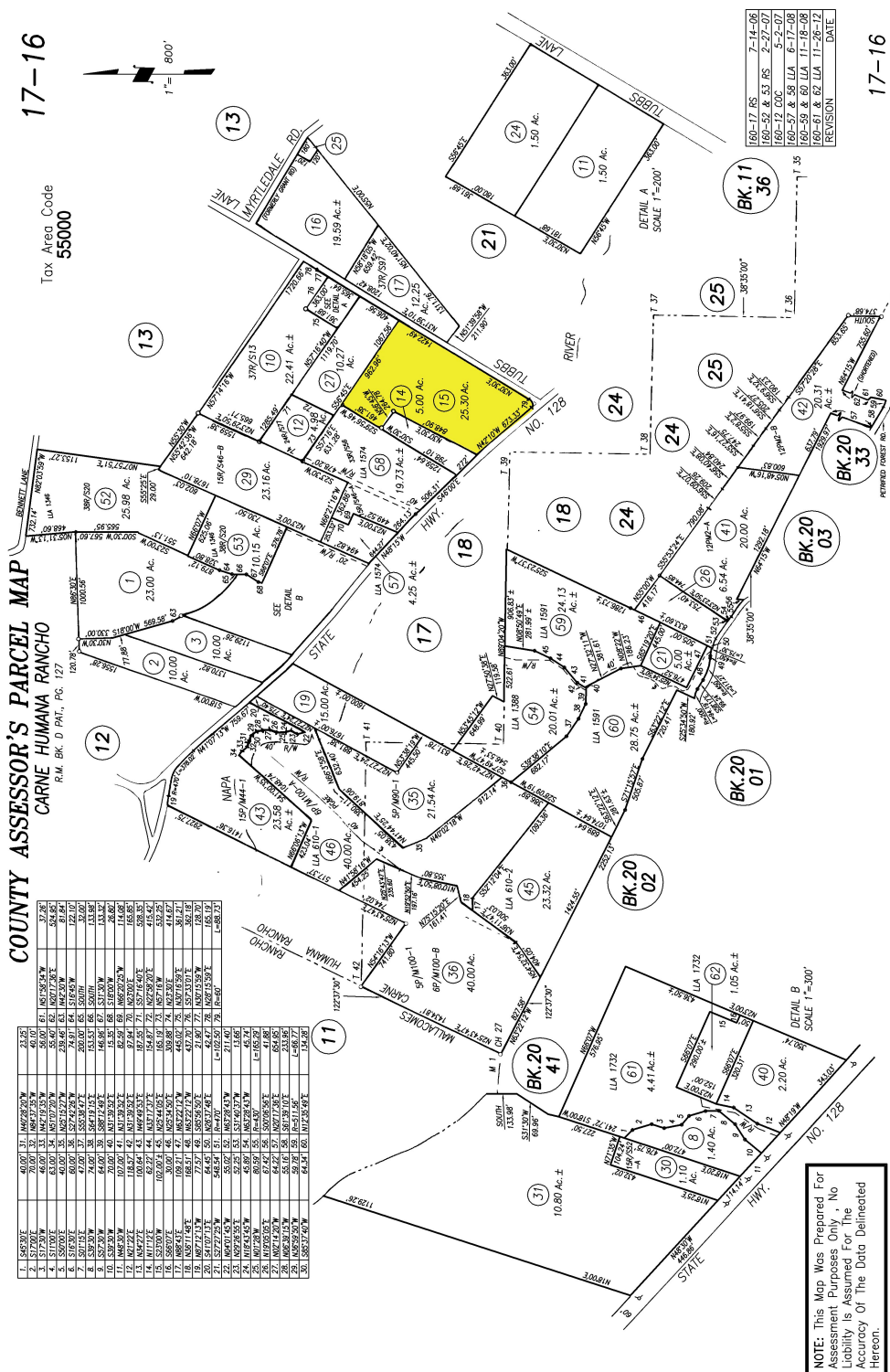
SUMMERS WINERY NEIGHBORING WINERY MAP



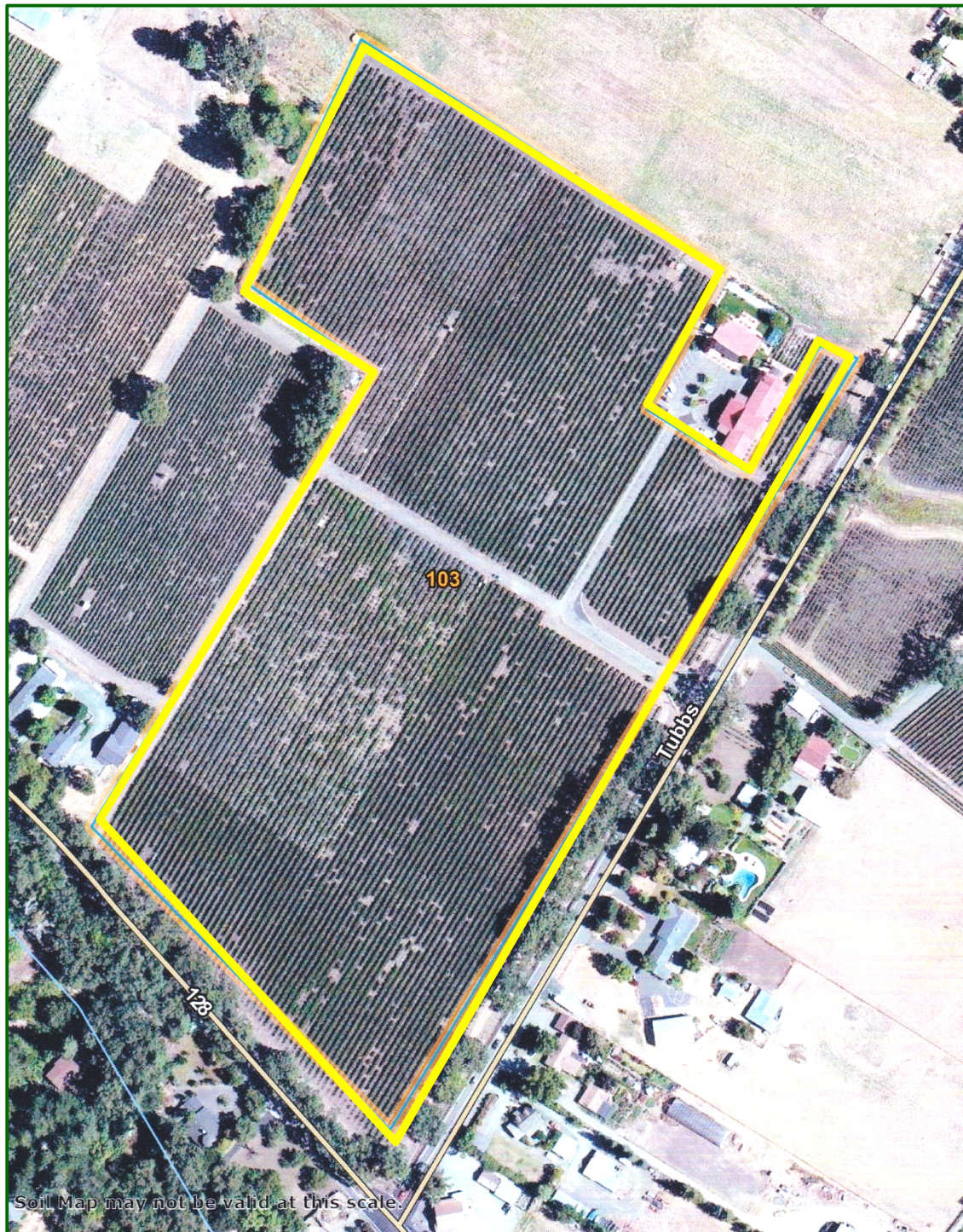
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SUMMERS WINERY PLAT MAP



SUMMERS WINERY SOILS CLASSIFICATION

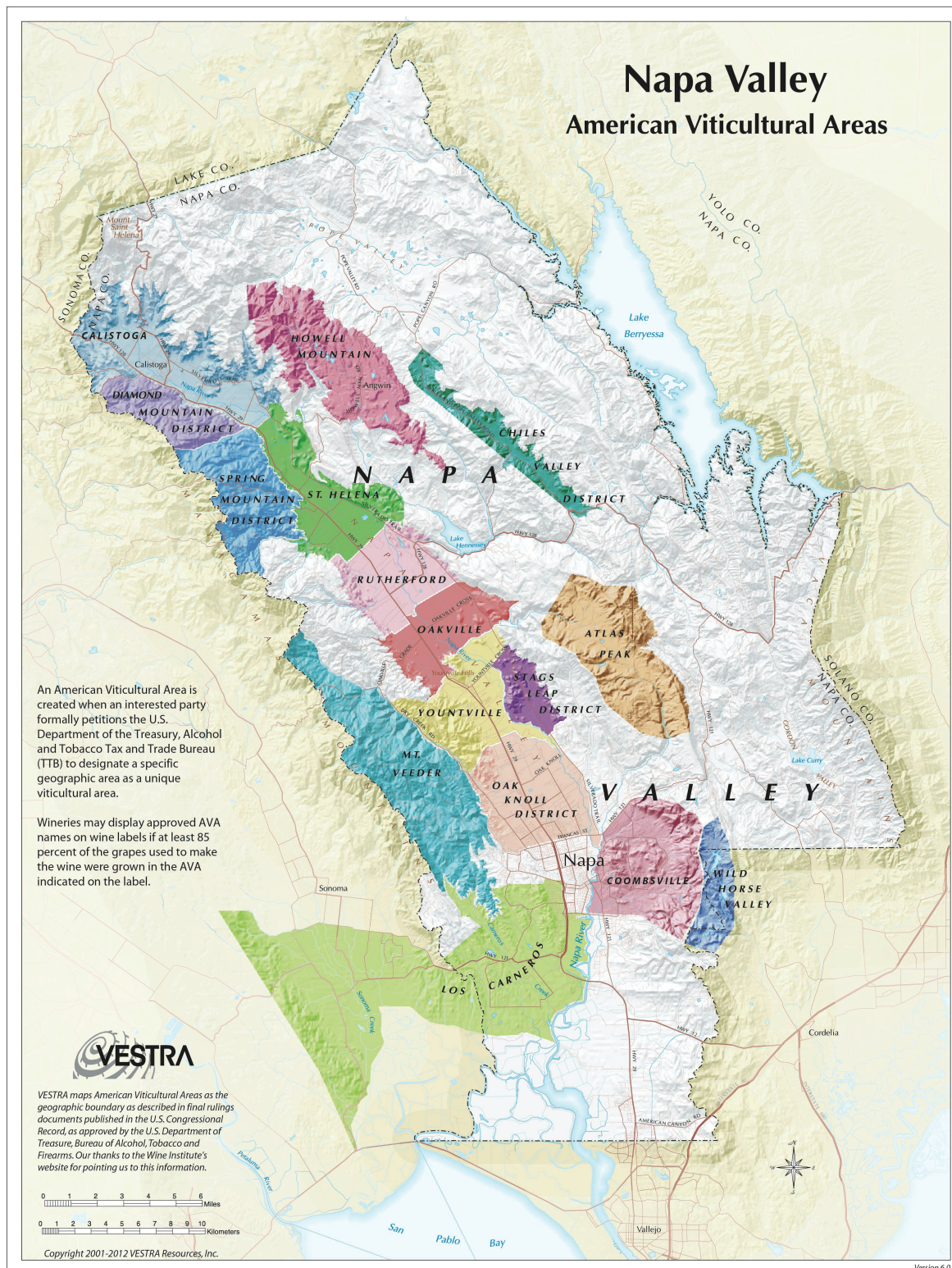


Map Symbol (entire vineyard area): 103 Bale Loam, 0% to 2% slopes.
[No Napa County erosion control plan required for replanting.]
Source: Natural Resources Conservation District; on-line mapping service

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SUMMERS WINERY NAPA VALLEY AVA MAP



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SUMMERS WINERY CALISTOGA AVA



Lying between the Mayacamas Range on the west and the Vaca Range on the east, the Calistoga AVA (American Viticultural Area) lies at the northernmost end of the Napa Valley. From the foot of Mount St. Helena, the appellation stretches approximately seven square miles before brushing against the St Helena, Diamond Mountain and Howell Mountain AVAs.

A dramatic landscape with both steep canyon vineyards and serene valley floor vineyards, the Calistoga AVA is the most geologically uniform of all the areas in Napa Valley. Summer daytime temperatures frequently reach 100 degrees, but can drop by as much as 50 degrees at night. These temperature swings, along with the well-drained volcanic soils, produce grapes with both the phenolic ripeness and balancing acidity that consumers crave.

The entirety of the Calistoga AVA is underlain by volcanic bedrock and sediments more geologically uniform than other Napa Valley AVAs with valley floor environments. Uniform soils throughout the region enable growers to control vine quality and produce consistent flavors and characters within small vineyard block areas much better. Of all the soil series in Napa Valley, Calistoga AVA has the highest percentage of volcanic type soils, which yield more minerals that grapes need and allow for better drainage which is better for root development.

In addition, Calistoga AVA has the most extreme diurnal swing in Napa Valley of all AVAs, meaning the day time and night time change in temps is very large. Having a large diurnal shift means the grapes can relax and respire at night after a warm day, allowing for more acid retention; better overnight recovery, thus better balanced wines.

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SUMMERS WINERY EXCLUSIVE REPRESENTATION

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