

BRAY VINEYARDS WINERY & VINEYARDS

FOR SALE | PLYMOUTH, CA



View Video Tour 

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 **CUSHMAN &
WAKEFIELD**

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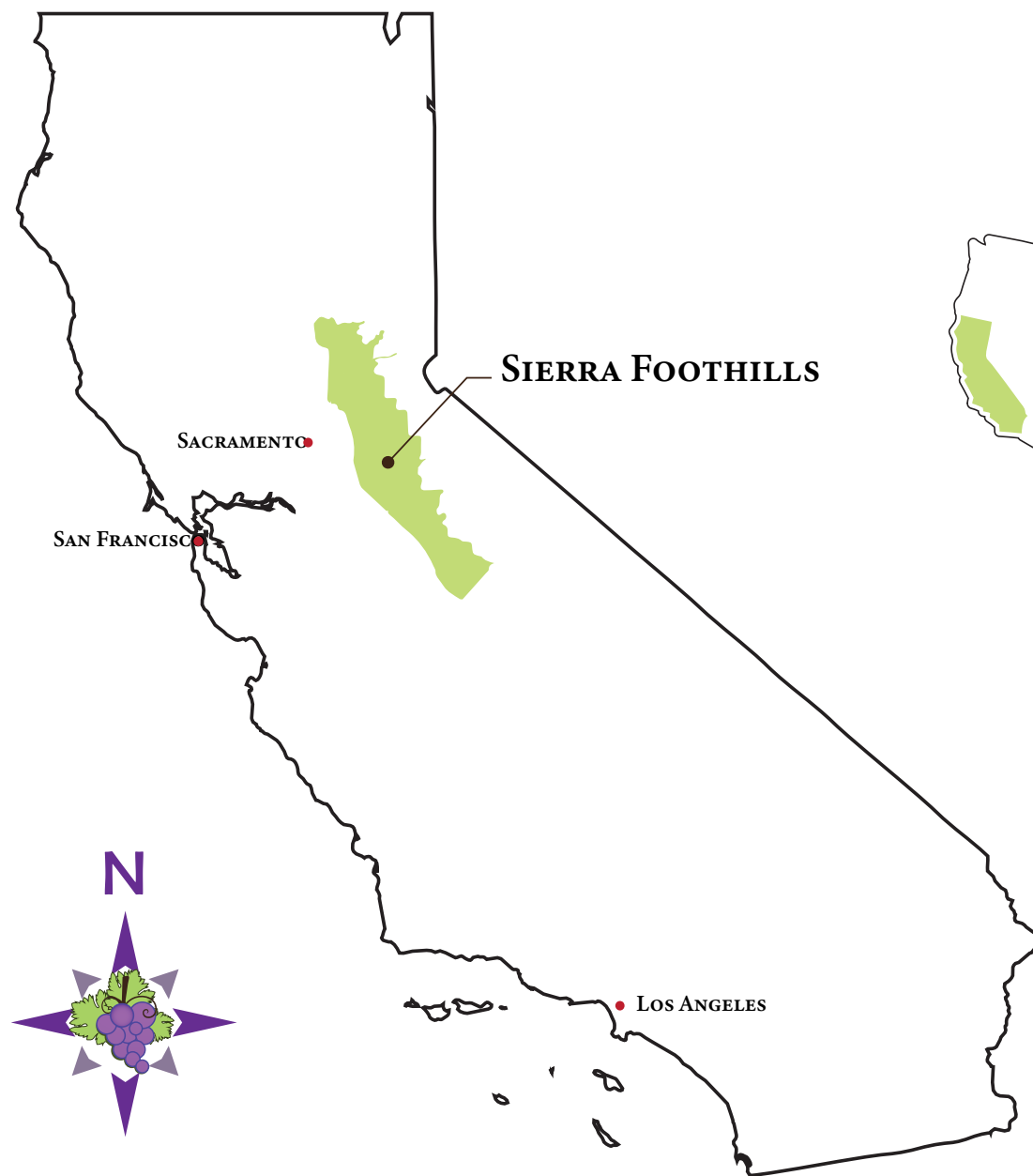
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SIERRA FOOTHILLS

Wine country the way it used to be; quaint, family-owned and nestled along scenic back roads in some of California's most picturesque rural settings, where chatting with the winemaker isn't all that uncommon and unpretentious hospitality is the norm. Where gold once reigned, a new treasure is produced: the superb wines which have earned Amador County international acclaim.

— Ella Dunham, *First Class Holidays*



DRIVE TIMES

- » 15 minutes to Gold Country
- » 40 Minutes to Sacramento
- » 95 minutes to the snow (Kirkwood in winter)

WINE LIFE IN THE SHENANDOAH VALLEY

Just a forty-minute drive from Sacramento, east of the state capital, sits the rural Shenandoah Valley in Amador County, nestled in the rugged western foothills of the mighty Sierra Nevada mountains. This beautiful countryside is filled with gently rolling hills dotted with cows and horses, all in an oak-studded landscape. As you venture through this area, you really get the feeling that you are in a quieter, gentler place.

Historically, gold-mining towns marked the Shenandoah Valley, and with Plymouth Mine hitting it rich in 1870, the town of Plymouth appeared. This was a central town and hub for commerce, as well as home to the Amador County Fair, an old-fashioned county fair that has been held here since 1938.

Wine has long been in the region, beginning with grape growing and winemaking to quench the thirst of early gold miners and settlers in the 1850s. Plymouth is home to the Original Grandpère Vineyard, which hosts the gnarled vines of the oldest planting of Zinfandel grapes in the United States.

Those that visit the Shenandoah Valley can't help but compare the unpretentious, laid-back feel of the area to that of the Napa Valley some 30 years ago.

THE TERROIR:

The terroir, or land (from the French "terre") is an almost untranslatable concept. To the French, the word's implication encompasses a collective profile from the weather, the climate, the soil, the authenticity of the region, and honesty in the wines. At Bray, we do minimal processing, letting the grapes and the terroir shine and truly reflect the characteristics of the grapes themselves.

CLIMATE:

The Shenandoah Valley is excellent for grape growing, especially Mediterranean varieties. The climate is similar to that of Tuscany, with warm days and cool nights to slow down the grapes' ripening process, bring up the

acidity, creating balance in the grapes, and ultimately, the wines. The breezes provide natural ventilation and a break in the heat. Although the area is known for its Zinfandel, close behind are other popular varieties, including Barbera, Sangiovese, Verdelho, and Petite Sirah. There are over 3,700 acres planted in the AVA, accounting for about 50% of the county's agriculture. The elevation ranges from 1,000-1,900 feet.

APPELLATION:

Not all wines produced in the county are labeled with the Amador County AVA. Bray enjoys the privilege of the more location-specific, niche title of Shenandoah Valley, California AVA.

(AVA is an American Viticultural Area and is a specific type of appellation of origin used on wine labels. Each AVA is its own grape growing region with specific climatic or geographic features that distinguish it from the other regions and affect how the grapes are grown.)

THE GRAPES:

The varieties at Bray offer a winemaker's dream for blending, creating the opportunity to make wines both rooted in tradition and new wines, too. The rootstock was initially planted in the front blocks in 1997 and the back in 1998. Additional plantings on the terraces near the tasting room in 2002 and the hillside in 2003, bring a total of 30 acres planted of the property's 50 acres. The property map illustrates the current plantings. ([See page 07.](#))

THE SOILS:

The rocky, volcanic decomposed granite, interspersed with sandy clay loam, provides ideal conditions for grape-growing. This type of soil forces the vines to grow strong - and very deep - root systems. The lack of organic matter in the soils contributes to the growth of the grapes and not the leaves, concentrating the flavors. The focus here is on cultivating the best grapes possible, and it is the struggle that the vines go through that is key to producing exceptional wines.

WINERY & VINEYARDS

PROPERTY OVERVIEW

First time on the market - Profitable Operating Lifestyle Winery

Property Size: ±50 acres total, ±30 acres planted

- » Niche AVA designation
- » All estate-grown; vineyard and olive trees
- » 18+ years of award winning estate wines
- » Known brand identity; registered trademark
- » Loyal wine club
- » Proven turnkey operation with senior personnel
- » Bonded Winery #BW-CA-6871 established 2003
- » Wine Making Permit
- » Ecommerce Website
- » Active Social Media Accounts
- » Permit/Zoning Information: All operational entitlements vetted and in place
- » Land under Williamson Act
- » Offering includes FF&E



SOUTHWEST *Acres

Tempranillo	0.85
Tinta Roriz	0.31
Alvarelhão	0.18
Souzao	0.10
Tinta Cão	0.29
Touriga	0.33
Petite Sirah	2.05
Alicante	1.10
Primitivo	1.80
Black Muscat	0.34
Zinfandel	2.57

NORTHWEST

Brunello	1.26
Verdelho	1.02
Sangiovetto	4.98
Nebbiolo	0.16

NORTH

Verdelho	0.95
Albarino	0.29

NORTHEAST

Barbera	3.00
Viognier	1.23
Syrah	0.69

SOUTHEAST

Petite Sirah	0.50
Alicante	0.49
Grenache	1.06
Mourvedre	0.51

TERRACES

Cabernet Sauvignon	0.64
Tempranillo	1.00

OLIVE TREES

Planted 1997-1998

Frantoio
Lucca
Manzanillo
Mission
Kalamata

Planted 2007-2009

36	Leccino	25
36	Carboncella	20
15	Taggiasca	17
6	Maurino	32
6	Kalamata	2
	Picholine	12
	Ascolana	4

*Grape acreage by vine count

GRAPES - TONS

	Bray	Sold	Total
2014	66.35	37.7	104.05
2015	45.62	49.65	95.27
2016	58.25	45.85	104.1
2017	58.3	36	94.3
2018	69.6	31.8	101.4
2019	58.7	28.4	87.1
2020	60.5	53.8	114.3
2021	33.7	21.6	55.3

GRAPES - VARIETIES

	Block	Varietal	Plant	Graft	Rows	Count	Acres
A	NorthWest	Brunello	1997	2006	27	914	1.26
A	NorthWest	Verdelho	1997	2008	9	740	1.02
A	NorthWest	Sangiovetto	1997		69	3,604	4.98
A	NorthWest	Nebbiolo	1997	2016	10	113	0.16
B	SouthWest	Tempranillo	1997	2006	14	615	0.85
B	SouthWest	Tinta Roriz	1997	2006	3	221	0.31
B	SouthWest	Alvarelhao	1997	2006	2	130	0.18
B	SouthWest	Souzaao	1997	2006	1	76	0.10
B	SouthWest	Tinta Cao	1997	2006	3	209	0.29
B	SouthWest	Touriga	1997	2006	3	236	0.33
B	SouthWest	Petite Sirah	1997	2006	19	1,485	2.05
B	SouthWest	Alicante	1997	2006	11	798	1.10
B	SouthWest	Primitivo	1997	2009	16	1,303	1.80
B	SouthWest	Black Muscat	1997	2006	3	248	0.34
B	SouthWest	Zinfandel	1997		37	1,864	2.57
C	Terraces	Cabernet Sauvignon	1998		9	272	0.38
C	Terraces	Cabernet Sauvignon	2004		6	190	0.26
C	Terraces	Tempranillo	2004		17	725	1.00
D	SouthEast	Petite Sirah	1998	2007	6	362	0.50
D	SouthEast	Alicante	1998	2007	7	353	0.49
D	SouthEast	Grenache	1998	2007	17	770	1.06
D	SouthEast	Mourvedre	1998	2007	9	372	0.51
E	NorthEast	Barbera	1998		43	2,173	3.00
E	NorthEast	Viognier	1998		15	894	1.23
E	NorthEast	Syrah	1998		11	497	0.69
F	North	Verdelho	2003		17	690	0.95
F	North	Albarino	2003	2015	7	209	0.29
					381	19,950	27.56

OLIVE TREES

Planted 1997-1998	
Frantoio	36
Lucca	36
Manzanillo	15
Mission	6
Kalamata	6
Planted 2007-2009	
Leccino	25
Carboncella	20
Taggiasca	17
Maurino	32
Kalamata	2
Picholine	12
Ascolana	4
211	

BUILDINGS & FACILITIES

- » **Electrical Power:** 240 amp, 3 phase
- » **Solar Power:** A 14.2 kilowatt solar panel system was installed in 2016 on the tasting room, barrel room, wine cellar building, production facility, and shop.
- » **Winery water:** Well water services all water on the property. The well is fed by annual rainfall, and fractures leading to the High Sierras. (15 HP submersible pump 430 feet deep rated 100 gpm at wellhead.)
- » **Drip Irrigation:** Drip emitters on a pressure compensated system deliver water efficiently on the days that extra irrigation is needed.



Well-maintained, attractive facility





WINERY

±4,900 SF



WINERY ±4,900 SF

- » Tank Room
- » Tasting Room
- » Shipping/Barrels/Supplies/Merch Storage
- » Barrel Room
- » Office/Kitchen
- » Employee Restroom



CASE STORAGE BUILDING

±2,376 SF



CRUSH PAD AND COVER ±2,400 SF, 40' X 60'

RESTROOM TRAILER ±240 SF, 30' X 8'

- » Deck, ramp and cover

CASE STORAGE BUILDING ±2,376 SF, 66' X 36'

- » Covered Pad ±720 sq ft, 45' x 16'



SHOP

±800 SF



SHOP ±800 SF, 20' X 40'

- » Pad and Cover ±560 sq ft, 14' x 40'

PHOTO GALLERY

A red tractor is pulling a yellow trailer with two large white wine crates. The crates have "BRAY" printed on them. The scene is set in a vineyard with rows of grapevines and large trees in the background. The ground is covered with dry, reddish-brown leaves.

DID YOU KNOW...?

- » The planks on the wall in the tasting room are recycled barn wood from a movie set in Jamestown. Films and TV shows such as *Back to the Future*, *Petticoat Junction* and various westerns were filmed there.
- » The tasting rooms' stained-glass windows are from a church in Martinez from the 1800's.





FURNITURE, FIXTURES & EQUIPMENT

OFFICE/KITCHEN

Desk
 Manager computer & printer
 Table & chairs
 Murphy bed
 Wood burning stove
 Wall A/C
 Electric stove
 Microwave & stand
 Refrigerator
 Cabinets and counter

SHIPPING/BARREL/SALES ROOM

2 refrigerators
 Upright freezer
 Sink—commercial stainless 3 compartment
 Dishwasher—AutoChlor—leased
 Glassware d/w racks & cart
 Cabinets/counters
 Stereo system—multiple room & outdoor speakers
 Computer—winemaker
 Computer—sales
 Printer
 5'x6' Storage racks (x3)
 File cabinet
 Desk
 Shipping tables (x3)
 7' Rolling tasting bar
 Krack glycol air mover cooler

TANK ROOM

Krack glycol air mover cooler
 Jacketed stainless steel wine tanks with stands—closed top fermenters—must door, racking door, sample port—all glycol plumbed with controllers
 » 3x 1603g
 » 1x 3008g
 » 2x 539g
 » 1x 1600g
 Hot water pressure tank/barrel washer—Aqua Tools
 Wine & must pump—Waukesha 130
 Hoses, fittings—triclamp
 Ladders
 Submersible cooling plates
 Plate wine filter
 Industrial gasses
 Stainless drums
 Portable wine tanks—food grade plastic
 Pallet jack—manual
 Lab equipment
 Supplies shelving racks
 Misc winemaking supplies—yeast, superfood, oak additions
 Glycol chiller system—for wine tanks and air movers—
 Carrier Aquasnap

Continued »

BARREL ROOM

Supplies shelving 4x@ 5' x 6'
Food service supplies & utensils
Water softener for building
Clothes washer and dryer
Carts, dollies
Coolers & winetasting pouring kits

TASTING ROOM

HVAC heat & air
Movable ±30' winetasting bar with storage
Open wine display/storage cabinets
Merchandise display/storage cabinets
Barrel merch displays

CASE STORAGE & BARREL BUILDING

Pallet jack—manual
Pallet jack—electric—Hyster W 40Z
Tables
Capsule foil spinner
Heavy duty pallet shelving, ±9' x ±12' (x4)
Fully insulated metal building with HVAC roll-up door, 12' x 13'

CRUSH PAD

Willems wine press—new bladder (2018)
RLS Crusher destemmer with ss loading hopper and must auger
King FG 25 propane forklift
Forklift rotator head for bin dumping

SOLAR ELECTRIC SYSTEM

193 panels—Frontius controllers
Panels are on shop, case storage building, tasting room, tank room and crush pad canopy
Electric Vehicle Charging Station

MISC

Picnic tables, chairs event tables, propane patio heaters (x4)

SHOP

Full shop with compressor, mechanic tools, welder

FARM EQUIPMENT

Kubota L3901 tractor
Kubota L3400 tractor
John Deere riding mower L 120
Double bin trailers with leafer stand (x3)
Can Am Outlander ATV
Olive orchard ladders, harvest nets, tools
Ford F250 crew cab 2005
Ford F600 flat bed 1966
Land Pride field disc, 3pt 6'
Rears flail mower, 5'
Gearmore 6-way 3pt blade, 7'
Flatbed trailer, 7' x 16'
Big Tex landscape trailer, 6' x 10'
Box trailer, 4' x 6'
Rears Sprayer with rigging—50gal with Honda 5hp
Tuff Shed 8' x 10'
Chemical shed
Macro bins (4x4 half-ton) (x18)
Electric pruner
Misc tools
Fuel tanks on stands, 1 diesel & 1 unleaded



BRAY VINEYARDS – WINERY & VINEYARDS FINANCIALS

VALUATION SUMMARY

Valuation Components	Values
Buildings & Pads	\$1,884,250
Vineyards & Non-Planted Land & Olive Trees	\$1,813,300
Equipment	\$267,889
	\$3,965,639
Total Rounded Value (Asking Price)	\$3,965,000

**Business, inventory and farm equipment are not included and can be negotiated separately*

BUILDINGS & PADS

Buildings & Pads	Square Footage	Value per SF	Value
Main Winery	4,900	\$250	\$1,225,000
Crush Pad	2,400	\$55	\$132,000
Case Storage	2,376	\$150	\$356,250
Covered Pad	720	\$40	\$28,800
Shop	800	\$100	\$80,000
Covered Pad	560	\$40	\$22,400
Restroom Trailer/Deck			\$40,000
Total Value			\$1,884,250

VINEYARDS & NON-PLANTED LAND & OLIVE TREES

Land	Acreage	Value per Acre	Value
Vineyards	30	\$45,000	\$1,350,000
Non-Planted	20	\$20,000	\$400,000
Total			\$1,750,000

Trees	# of trees	Value per Tree	Value
Olive	211	\$300	\$63,300
Total			\$1,813,300

EQUIPMENT

	Year Purchased	New Or Used	Purchase Price	Depreciation %	Current Est. Value
Rolling Tasting Bar			\$700	50%	\$350
Krack glycol air mover cooler x2			\$3,450	50%	\$1,725
Tank Room					
Jacketed stainless steels wine tanks:					
3 x 1603 g	2006	New	\$49,980	50%	\$24,990
1 x 3800g	2008	New	\$24,234	50%	\$12,117
2 x 539 g	2002	New	\$14,383	50%	\$7,192
1 x 1600g	2008	New	\$18,700	50%	\$9,350
Hot water pressure tank/barrel washer	2010	New	\$12,649	50%	\$6,325
Wine & must pump	2006	New	\$12,980	50%	\$6,490
Hoses, fittings			\$4,800	50%	\$2,400
Ladders			\$600	50%	\$300
Submersible cooling plates		Used	\$760	50%	\$380
Plate wine filter	2010	New	\$6,410	50%	\$3,205
Industrial gasses			\$500	50%	\$250
Stainless drums			\$500	50%	\$250
Portable wine tanks			\$3,000	50%	\$1,500
Pallet jack	2021	New	\$430	0%	\$430
Lab equipment			\$5,000	50%	\$2,500
Supplies shelving racks			\$500	50%	\$250
Misc winemaking products			\$3,000	50%	\$1,500
Carrier Aquasnap Glycol cooling system	2005		\$54,624	50%	\$27,312
Barrel Room					
Supplies shelving			\$1,450	50%	\$725
Food service supplies & utensils			\$1,800	50%	\$900
Water softener for building			\$950	50%	\$475
Clothes washer and dryer	2018		\$750	50%	\$375
Carts, dollies			\$200	50%	\$100
Coolers & winetasting pouring kits			\$200	50%	\$100
Tasting Room					
HVAC heat & air			\$11,800	50%	\$5,900
Winetasting bar			\$4,000	50%	\$2,000
Wine display/storage cabinets			\$9,000	50%	\$4,500
Merchandise display/storage cabinets			\$6,200	50%	\$3,100

Continued »

FINANCIALS

	Year Purchased	New Or Used	Purchase Price	Depreciation %	Current Est. Value
Barrel merch displays			\$200	50%	\$100
Case Storage & Barrel Building					
Pallet jack - manual			\$400	50%	\$200
Pallet jack- electrical			\$4,500	50%	\$2,250
Tables			\$200	50%	\$100
Capsule foil spinner			\$150	50%	\$75
Heavy duty pallet shelving	2010		\$4,060	50%	\$2,030
Crush Pad					
Willems wine press	2002		\$19,841	50%	\$9,921
RLS Crusher, hopper, auger	2002	Used	\$15,015	50%	\$7,508
King FG 25 propane forklift	2002	Used	\$10,825	50%	\$5,413
Forklift rotator head	2002	New	\$4,750	50%	\$2,375
Solar Electric System					
193 Panels 52,000 watts with Electric Vehicle Charging Station	2016	New	\$209,858	50%	\$104,929
Misc					
Picnic tables, chairs, event tables, propane patio heaters			\$4,000	50%	\$2,000
Shop					
Full shop w/ compressor, mechanical tools, welder			\$8,000	50%	\$4,000
Farm Equipment-Not Included in Purchase Price					
Kubota L3901 tractor	2020	Used	\$11,000	0%	\$11,000
Kubota L3400 tractor	2012	Used	\$4,300	50%	\$2,150
John Deere Gator 6x4	1999	New	\$10,350	50%	\$5,175
John Deere riding mower L120	2006	New	\$3,200	50%	\$1,600
Double bin trailers			\$3,200	50%	\$1,600
Can Am Outlander ATV	2016	Used	\$6,500	50%	\$3,250
Olive orchard ladders, harvest nets, tools			\$3,000	50%	\$1,500
Ford F250 crew cab 2005	2016	Used	\$9,800	50%	\$4,900
Ford F600 flat bet 1966	2008	Used	\$6,000	50%	\$3,000
Land Pride field disc			\$3,500	50%	\$1,750
Rears flail mower			\$6,500	50%	\$3,250
Gearmore 6-way 3pt blade			\$1,500	50%	\$750

Continued »

	Year Purchased	New Or Used	Purchase Price	Depreciation %	Current Est. Value
Flatbed trailer			\$1,800	50%	\$900
Big Tex landscape trailer			\$1,400	50%	\$700
Box trailer			\$800	50%	\$400
Rears sprayer			\$4,600	50%	\$2,300
Tuff Shed			\$1,550	50%	\$775
Chemical shed			\$895	50%	\$448
Macro bins			\$7,200	50%	\$3,600
Electric pruner			\$2,100	50%	\$1,050
Misc tools			\$500	50%	\$250
Fuel tanks on stands			\$3,000	50%	\$1,500
Total Value					\$319,740
Farm Equipment					(\$51,848)
Adjusted Value Without Farm Equipment					\$267,889

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