Operating Vineyard & Winery

Roza Hills Vineyard

AgriBusiness Trading Group, Inc. 109 W. Poplar Street, Walla Walla WA 99362, 509.876.8633, AgTradeGroup.com
This operating, established vineyard and winery business asset lies in South Central Washington State approximately fifteen miles southeast of Yakima, WA in Yakima County. It is located on Vintage Road in Zillah, WA and is within the Rattlesnake Hills American Viticultural Area, a sub-appellation of the Yakima Valley and Columbia Valley AVA’s. The sale of this asset includes planted vineyards, retail winery complex, wine production and barrel storage facilities, vineyard equipment shop, a main residence, two farm homes and all equipment to continue the vineyard and winery farming operation.

The sale also includes all of the current business assets, inclusive of brands, inventory and sales channels allowing a new owner to continue and even expand operations. Using the current vineyard, facility and equipment at its full capacity, an operator could potentially produce 50,000+ cases of wine annually, within the operation.

Per the Yakima County Assessor, this asset includes seven separate tax parcels with 713.03 m/l total deeded acres. There are 237.2 acres m/l of mature vineyard that consists of a variety of grapes currently being produced. There are 56 acres m/l of tillable ground not currently in production but with water rights and potentially suitable for development of additional vineyard and/or other permanent crops. The remaining acres consist of rangeland, building sites, roads, paved parking areas and outdoor event space.

Elevation of the property runs from approximately 1,150 feet to 1,350 feet and annual rainfall for this area averages seven to eight inches per year, per the USDA Natural Resources Conservation Service. Soils on the property are primarily made up of Moxee Silt Loam and Ritzville Silt Loam with gentle 2% to 15% slopes throughout. The included irrigation water rights are accessed via the Roza Irrigation District and on-site wells.

A distinguishing feature of the Rattlesnake Hills AVA is its elevation relative to the surrounding area. The appellation’s heightened elevation lessens the risk of spring and fall frosts and winter temperatures are typically warmer than other local growing regions, limiting the danger of hard freezes. This AVA is known for growing exceptional grapes that produce high-quality wines available at reasonable prices.

THE OFFERING

ACRES: 713.03 M/L
CITY: Zillah, WA
COUNTY: Yakima County, WA
PRICE: $7,500,000

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LOCATION
This operating winery is located at 1500 Vintage Road, Zillah, WA 98953 in the Rattlesnake Hills American Viticultural Area (AVA). The established vineyard and irrigated development ground asset lies at the North end of Vintage Rd just one half mile from the winery facility.

ACCESS
The winery is served by county, paved roads. While the vineyard has county, graded road access.

TOTAL ACRES
Per the Yakima County Assessor, there are seven tax parcels in this asset with a total of 713.03 total deeded acres included in this sale. The total vineyard asset lies on two tax parcels separate from the winery and totaling approximately 3.8 acres. The vineyard property is all contiguous and lies in approximately 709.2 acres with approximately 237 of these acres currently planted to vines.

COUNTY PROPERTY ID’S
#211107-13401: 34.37 acres m/l
# 211106-11005: 537.95 acres m/l
#211107-31402: 1.81 acres m/l
#211106-12002: 50.04 acres m/l
#211107-31401: 2.0 acres m/l
#211106-43002: 38.84 acres m/l
#211107-21401: 47.66 acres m/l

Total property taxes for 2019 are $49,234.74.

CURRENT ACREAGE USE
- Vineyards
- Winery
- Rangeland
- Building sites
- Paved parking areas
- A network of developed roads for access to the vineyards and homes
- A well manicured outdoor event space that is rented out for weddings and other outdoor events
- 56 acres m/l of tillable ground not currently in production but with irrigation rights making it potentially suitable for development of additional vineyard and/or other permanent crops.

ZONING
Per Yakima County, the property is located within an AG zone with a minimum parcel size of 40 acres. Parcels with a smaller size than the minimum, cannot be subdivided into smaller parcels. Existing parcels are eligible to be sold separately.

ASSET OVERVIEW
WATER RIGHTS
• Deep aquifer, groundwater rights for 1,700 gallons per minute.
• 1,200+ acre feet available to be accessed via wells.
• Surface water rights for 2,040+ acre feet available from the Roza Irrigation District.
• A 100-acre lagoon for the winery complex.
• A dozen wells located at the winery complex property and used for water service to the winery building.

STRUCTURES
• An 8,000 m² square foot wine production and barrel storage facility located within the vineyard. This facility currently houses tens of thousands of gallons of fermentation and storage tank capacity that will also be included in the sale.
• A large vineyard maintenance and storage building that houses approximately 3,200 square feet of indoor space for the maintenance and storage of the included farm equipment.
• Three homes consisting of:
  • A well-maintained 2,596 square foot, three-bedroom, three-bathroom main home with nicely landscaped grounds and 1,526 square foot, non-attached shop.
  • Two other homes located in the vineyard, suitable for the vineyard manager and other farm labor housing.
• Retail winery facility and tasting room complex that lies on approximately 3.8 m² standalone acres apart from the vineyard and includes:
  • A large winery building separated into retail, production and event areas and comprised of the following types and sizes of indoor space per the Yakima County Assessor:
    • 5,940 square feet of retail, tasting and event space.
    • 2,104 square feet of office space.
    • 6,732 square feet of production, bottling and storage area.
    • 1,656 square feet of laboratory space.

WINERY AND FARM EQUIPMENT INCLUDED
• All winery and wine production equipment that could allow ongoing operations and production of 50,000+ cases of wine annually.
• All vineyard farming and harvesting equipment that could allow a new owner to continue and even expand operations. This includes an exhaustive list of equipment comprised of everything from tractors and farm trucks to implements and gondolas. The full list of included equipment shall be provided upon request.
• Four wind machines will be included in the sale.

ASSET OVERVIEW
CURRENT OPERATIONS AND POTENTIAL USES
• Operating winery and vineyard.
• The vineyard currently has several year to year fruit contracts with wine producers located throughout the region. Continuity of these contracts would depend upon a new owner’s desire and ability to do so.
• With the established vines and permitted to plant additional vineyard acres, a new owner could increase their grape contract capacity or have a large supply of raw material for their own operations.
• The development acres could potentially be planted into any number of permanent crops, including orchard, hops and/or berries to name a few.
• The included buildings, especially the standalone winery complex, could be leased out to a tenant to create a capitalization rate based return on investment for the Buyer.

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The soils and farming landscapes of eastern Washington and the Yakima Valley, and of the Willamette Valley before the floods blasted into the Pacific Ocean.

These sediments from the floods, along with huge areas of sediment that were reworked by the same floods in Oregon’s Umatilla Basin and again in the Willamette Valley before the floods blazed into the Pacific Ocean.

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The tremendous productive soil resource in the region stems partly from the sediments laid down directly by the floods, but an even larger area of soils stems from the action of strong post-glacial winds at the end of the last Ice Age.

The strong winds for thousands of years at and just after the end of the last Ice Age also picked up the smaller and lighter-weight silts from the flood deposits, creating massive dust storms.

The dust traveled tens of thousands of miles before settling out onto the land. In the areas where the dust settled out, windblown silt layers built up. Over millions of years, these sediments were subsequently eroded by glacial meltwaters, streams, and rainwaters, and moved flood sands into sand dunes over a vast area. Today these areas of dune-derived soils form the backbone of more than half a million acres of generally flat topped terraces in these valleys.

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Roza Hills Vineyard is north of the town of Zillah, in the upper Yakima Valley. Viticulturally, grapes from the vineyard can be labeled on bottles of finished wine either as from the Columbia Valley American Viticultural Area, Yakima Valley AVA, or Rattlesnake Hills AVA, according to TTB rules because the latter two nest within the larger Columbia Valley.

The Roza Hills Vineyard is an exceptional vineyard site with more than 237 acres of mature wine grapes. Below, a perspective view of the vineyard in 3D looking toward the north highlights the moderately sloping upland position of virtually all of the vineyard. To the right, a contour map of elevation shows that the vineyard ranges from a low of about 1,100 feet to a high of just over 1,500 feet.

A table that shows acreages and percentages of different classes of slopes, aspects, and soils of the vineyard, and maps that depict these, highlight essential characteristics of the vineyard. A map of the existing vineyard blocks shows the wine grape varieties and the table shows acreages, planting dates, and vine and row spacing of each.

Note that on the maps and in the tables, Parcel 1 is about 660 acres in size and includes the main area of vineyard with about 215 acres of grapes and the production winery, vineyard shop and equipment yard and Parcel 2 is about 50 acres in size and includes a luxury home with breathtaking views and associated outbuildings as well as about six acres of vineyards.

Encompassing an expanse of hills running east to west along the northern point of the Yakima river and south of Moxee Valley, the Rattlesnake Hills AVA lies within both the established Columbia Valley and Yakima Valley appellations. Several factors distinguish the 68,500 acres of the Rattlesnake Hills area from others close by. These include temperature, soils, and climate.

The Rattlesnake Hills has 2,683 - 2,870 annual degree-days (each degree that a day’s mean temperature is above 50°F is called a degree-day), which is temperate compared to the surrounding regions. Fine, shallow silt loams with silt left over from the ice age are the norm here. Sandier soils surround the AVA, but the silt soils on top of the rock and flood formations here provide the perfect structure for quality grapes.

To the west, the high Cascade Range shields the Rattlesnake Hills, and much of Eastern Washington. Rich marine influence, and Columbia River, Yakima River and the Rattlesnake Hills tilth give the grapes from the growing region from Canada that can seriously damage or kill vines. This rich combination of elevation, soils, precipitation and heat units creates an ideal growing region that would accommodate an owner’s wine vision.

Climate & Soils

Elevation: 1,150 to 1,350 Feet
Soil: Moxee Silt Loam & Ritzville Silt Loam
Slope: 2% to 15% Across the Property
Rainfall: 7 to 8 Inches per Year
Heat Units: 2,683 to 2,870 Annual Degree-Days
Wind: Primarily from the Southwest

LOCATION

CLIMATE & SOILS

ELEVATION:

1,150 TO 1,350 FEET

SOIL:

MOXEEN SILT LOAM & RITZVILLE SILT LOAM

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2% TO 15% ACROSS THE PROPERTY

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HEAT UNITS:

2,683 TO 2,870 ANNUAL DEGREE-DAYS

WIND:

PRIMARILY FROM THE SOUTHWEST

Prepared by Richard Rupp, Palouse Geospatial, February 2019
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Just about 80 percent or four fifths of the entire Parcel 1 has highly farmable, gentle to moderate slopes of less than 12 percent including a substantial unplanted acreage with these highly suitable slopes. Another approximately fifteen percent of Parcel 1 has very farmable slopes for wine grapes of between 12 and 24 percent, and a scant two percent of the parcel has slopes steeper than 24 percent of the vineyard has slopes steeper than 18 percent. Parcel 2 has similar proportions of farmable slopes.

Both Parcels 1 and 2 have nearly perfect aspect alignment for premium wine grape vineyards in eastern Washington, with the majority of slopes facing south, southwest, and southeast. For example, about 70 percent of the more than 650 acres in Parcel 1 have south-, southwest-, and southeast-facing slopes. A scant 10 percent of Parcel 1 has north-, northwest-, and northeast-facing slopes!

Parcel 2 at 50 acres in size is similarly aligned: More than 75% of the slopes are south-, southwest-, and southeast-facing and less than eight percent are north-, northwest-, and northeast-facing.

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AIR DRAINAGE

A perspective view of the vineyard in 3D looking toward the north highlights the moderately sloping position of virtually all of Parcel 1 and 2, with excellent air drainage for cold air to escape out to the south during cold weather in winter and during bloom in spring. Vineyard managers report, and visual inspection of the vines, some of which date to 1982, and have trunks up to six inches in diameter, confirm that there has never been a killing freeze in any of the last five years. The fact that the vineyard has always been described as having ‘remarkably good’ cold air drainage. One report about the infamous February freeze in 2004 that caused extensive vineyard damage all across eastern Washington, included the fact that the freeze caused no damage at Roza Hills Vineyard. The four or five wind machines in blocks 6, 10 and 17 in the valley way where air exits to the south are used a few times in the spring to ward off the hazard of light frost at bloom.

FUTURE DEVELOPMENT POTENTIAL

By broad estimate based on favorable slopes, aspects and soil types exist that could be developed into excellent vineyards if suitable water supplies could be secured. And conservatively, on Parcel 2 about 20 acres of land with favorable slopes, aspects and soil types exist that could be developed into excellent vineyards if suitable water supplies could be secured.

SOILS

A soil map of the Roza Hills Vineyard was generalized from the soil survey of the Yakima County Area. The heart of the planted part of Parcel 1 including most or all of blocks 3-7 and Blocks 12 & 14 is mapped in the soil survey as having Moxee soils that have a rooting depth of 20 or more inches of loam and gravelly loam over a lime-cemented hardpan. The hardpan itself has cracks and fissures that vine roots explore for the rich calcium source there, providing a lime-rich substrate for these vineyard blocks. Vineyard Blocks 16a, 16b, and 16c in Parcel 2 are also mapped as having Moxee soils.

In the west central part of Parcel 1, Vineyard blocks 8, 9b, and 9c and the eastern part of block 10 Bending are mapped in the soil survey as having very deep (> 46") rooting depth Ritzville soils formed in alluvium turned loam. Block 1 and the eastern portion of block 10 and all of block 11 in Parcel 1 are mapped in the soil survey as having Stoback soils with alluvium textures throughout the 15 to 20 inch rooting depths over basalt.

In the central part of Parcel 1, it can be argued that the vineyard blocks 10-14 have very deep (> 46") rooting depth Ritzville soils formed in alluvium turned loam. Block 1 and the eastern portion of block 10 and all of block 11 in Parcel 1 are mapped in the soil survey as having Stoback soils with alluvium textures throughout the 15 to 20 inch rooting depths over basalt.

First, the dominant soil texture of all of soils except the Harvested and World series soils is silt loam throughout the depth of rooting. Because the silt loam textures have the highest available water-holding capacity, any of soil texture class (loam, sand, clay loam, clay, etc.) at about 1.5 to 2.5 inches of water per foot of soil, water use efficiency and soil resilience to drought stress are very high. And the dominant textures in the rooting zone of Harvested and World soils is loam and very fine sandy loam, which also have a high available water capacity at about 1.5 to 2 inches per foot. Second, all of the soils on the entire vineyard are well-drained and there are no areas with water table or salinity problems and no high water tables. Third, all of the soils on the vineyard are developed from fresh, largely granite-derived minerals of sand and silt size that were transported into the area on the mega floods. These materials have weathered into the soils of the vineyard in a warm and granular environment with limited rainfall. This means that there has been very limited leaching of inorganic nutrients, so they are in abundance in the soil. This also means that the root environment is rich in available calcium, and the content of humus and of organic nitrogen is low to moderate: all these features are outstanding for the production of wine grapes under drip irrigation.

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Table 2 with climate averages from 2009 to 2018 reveals a number of weather measurements, is in early to mid April, which is excellent for wine grape bud break in the upper Yakima Valley. Washington State University maintains a system of more than 180 total weather stations. Figure 1 at the bottom shows wine grape growing degree days or ‘heat units’ from the Buena Vineyard. It can be estimated that the average over 3,300 heat units, enough growing season warmth to ripen to join all if not all ripening varieties. In fact, one report is that the Sauvignon Blanc on Block 1 of Parcel is the earliest Block of variety to pick in the state. Driving a little more deep into favorable climatic characteristics of the Buena Vineyard for wine grapes. Table 3 gives the monthly climate measurements for 2018 at the Buena Vineyard station and reveals the average growing season air temperature (April through October) is +3.7°F. Given the higher degree and more open exposure of the warm Buena Vineyard site, it is assumed that the vineyard has a growing season average air temperature at least 64°F. Rising up this temperature on the graph of Grapes and Climate/University of California from Dr. Greg Jones, wine-grape climatologist at Jordan College in McMinnville, OR, places Rosa Vineyard exactly in the center of the ‘warm’ (65-75°F) zone with the warmest range of optimal growing conditions for the widest range of grape varietals.
Rattlesnake Hills is almost evenly split between red and white wine grapes with reds having a slight edge. The earliest vines at Rattlesnake Hills were planted in 1968. Riesling is a dominant white grape in this region producing wines with aromas and flavors of lime, lemon, and green apple. Other sites in the appellation offer Rieslings with a little more stone fruit, particularly peach. With 17 wineries and 29 vineyards, the Rattlesnake Hills AVA provides many Washington producers with Cabernet Sauvignon, Malbec, Merlot, Syrah, Chardonnay and Riesling. Some of the wine being produced has been awarded ‘Best in Show’ at the Great Northwest Wine Competition.

The Yakima Valley AVA grows more than 40 different varieties of wine grapes. The success of this diversity can be attributed to the many different growing aspects within the AVA. The micro climates, heat variations, and different soil types within the AVA play a major role in successfully growing different grape varieties.

This asset has a total of 784.2 acres m/l and includes:
- 150 acres m/l of tillable ground not currently in production but suitable for development of additional vineyard and/or other permanent crops
- 237.2 acres m/l of vineyard currently in production and comprised of the 12 grape varieties

### WATER & PRECIPITATION

Annual rainfall for this area averages seven to eight inches per year, per the USDA Natural Resources Conservation Service. There are water rights for the existing vineyard and available to be used for development of additional vineyard and/or other permanent crops. These water rights consist of deep aquifer, ground water rights for 1,700 gallons per minute and 1,040 plus, acres feet available to be secured into wells. Surface water rights for 201 acres feet available from the Roza Irrigation District.

### VARIETIES

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</table>
• Great wedding venue
• Great views
• Event area with professional waterfall
• State of the art GAI bottling line with corker and screw capping machine
• Wine inventory
• Event room with kitchen
• 80,000 gallons of wine tanks