

Walt & Barbara Gruber, Property Owners
670 Bailhache Av, Healdsburg, CA 95448

Property Overview ~ updated 3/20/15

Estate Name: Healdsburg Country Gardens

Vineyards Name: Clear View Vineyards

Owners: Walter & Barbara Gruber - reside on property

Location: Sonoma County, not in City of Healdsburg but has Healdsburg zip & mailing address
14.5 acres, purchased by owners in fall 1993
1.6 miles from Healdsburg Plaza, Zoning DAB610: DA (Diversified Ag) 10 (10 acre min)
APN: 088-110-025

Photo shoots: The property has been used for print advertising by Pottery Barn, Land Rover, Sprint, Clos du Bois Winery and Fine Living TV network. Property owners are paid for property usage.

Structures:

1. Owners Residence.

Two bedrm/2bath owners residence (approximately 2130 sq ft) with panoramic vineyard views and privacy,

2. Vacation Rental Home with Sonoma County Lodging Permit

2 bedrm/2bath with deck/hot tub, privacy and vineyard views (approximately 1400 sq ft)

3. Vacation Rental Cottage

Charming studio Cottage (approximately 273 sq ft) with deck and vineyard views

4. Historic redwood barn, built 1902 (approximately 2080 sq ft)

5. Small barn built 1940s (approximately 1290 sq ft) containing work shop, dehydrator storage room and caterer work zone.

Water:

2 wells with abundant water supply pumping approximately over 110 gallons per minute
4,000 gallon storage tank & emergency fire hose hookup

Utilities: PG&E (Natural gas)

Three Businesses located at 670 Bailhache Av, 95448

1. Healdsburg Country Gardens Weddings ~ see page 3 , 4a & 4b

2. Healdsburg Country Gardens Lodging ~ see page 5

3. Clear View Vineyards ~ see page 6

Owners Residence at 670 Bailhache Av, Healdsburg, CA 95448

One story

2 bedrooms

2 bathrooms

Kitchen

Great Room

Laundry/Mud Room

Wrap-around porch

Private setting with vineyard views

Approximately 2130 Sq Ft

Septic system

Healdsburg Country Gardens Weddings ~ www.hcgweddings.com

The property at 670 Bailhache Av, 95448 holds Sonoma County Use Permit ~ UPE: 99-0148 Turnkey event business with website and UPE (Sonoma County Use Permit for Special Events) which is transferable with the property sale. It allows the property at 670 Bailhache Av, 95448 to host up to thirty events annually for up to 150 guests. Per the Use Permit, events and music end at 9:00 p.m., guests depart the property by 9:45 p.m. and "the site must be owner-occupied."

Positive Characteristics of HCG Weddings

- ~Permitted licensed facility with established in-place business
- ~Healdsburg location with proximity to Healdsburg Plaza and area hotels
- ~Private property ~ not open to the public, not a winery
- ~Vineyard views are areas for wedding photographs taken in estate vineyards
- ~Charming Potting Shed in the vineyard for photographs
- ~Combination of Barn, Vineyards, Gardens, Privacy and Use Permit for Special Events
- ~www.hcgweddings.com website
- ~favorable online reviews on Yelp, etc

Tangible Assets:

- ~UPE 99 - 0148 ~ A Use Permit for Special Events is virtually impossible since 1989 for agriculturally zoned properties to procure. It is our understanding that the County Board of Supervisors and Zoning Commissioners share a mission of preserving agriculture land use. They do not want noise, traffic, loss of agriculturally-zoned lands from commercial activities such as events. The Press Democrat newspaper reports that wineries have difficulty getting permits for events due to a variety of issues. It appears Code Enforcement is making this a high priority issue.
 - ~Event equipment including tables, chairs, umbrellas, heaters, cocktail tables
 - ~Healdsburg location with proximity to Healdsburg Plaza are area hotels
 - ~Private ... not a winery
 - ~Vineyard views and area for wedding photos in the vineyard
 - ~Charming Potting Shed in vineyard
 - ~Professionally installed gardens, lawns, paths and lighting
 - ~tables, chairs, umbrellas for events up to 150 attendees
 - ~ onsite, off street parking for guests and vendors
 - ~three restrooms in event area
 - ~septic system (separate system for events)
 - ~website www.hcgweddings.com
 - ~online reviews (YELP)
 - ~parking lot (grass) with estimated capacity for 70 cars
 - ~gated entry with access for trucks up to 32' feet bumper to bumper
 - ~three bathrooms & separate septic system for events
 - ~caterer's work zone
- Websites, form contracts, prior history/references, online reviews, goodwill

Healdsburg Country Gardens Weddings - continued

Intangible Assets:

Brand ~ Healdsburg Country Gardens is well known as THE place to get married in Healdsburg
Reputation - Outstanding
Referrals from caterers, florists, local wineries and businesses

Gross Yearly Income for 30 weddings:

Year 2012: \$314,000.000
Year 2013 :\$336,000.000
Year 2014: \$395,000.000

Wedding Revenues & Expenses

Year	Income	Expenses
2011	\$418,630	\$210,447
2012	\$517,419	\$213,263
2013	522,860	\$204,468
2014	not available at this time	

Wedding revenues are accrued so that the income includes weddings in the current year plus deposits and installment payments for future years. So long as weddings are continuously booked the income stream should remain the same.

The Use Permit for Special Events states we may hold 30 events in a calendar year that end no later than 9:00 p.m. and the property owner must live on the property.

We choose to host weddings from the last two weekends of May through the first weekend of October. Weddings are typically sold out by November of the previous year when they will be held.

For Lifestyle Buyers who do not want to run a wedding business, there are event management companies and owners could earn passive income.

Permitted Vacation Homes - www.hcountrygardens.com Not part of wedding business.

Turn key business with website with two vacation rental homes with Sonoma County Lodging Permits.

Hotel tax at current 9% is charged to lodging guests and paid to the Sonoma County.

Wine Country Home licensed for up to six overnight guests (unrelated to wedding business)

1400 Sq Ft.

Wine Country Cottage for two guests (not rented on wedding days, it is used as bridal dressing room) 272 Sq Ft

Tangible Assets:

~Permitted licensed vacation home rentals with established in-place business

~Turnkey ~ Fully furnished & equipped

~Hot tub at Wine Country Home

~Healdsburg address

~Proximity to Healdsburg Plaza

~Hard-to-find country setting 1.6 miles to Healdsburg Plaza

~Return guests

~Online reviews (VRBO, TRIP ADVISOR,ETC)

~Estate vineyards lodging guests can walk through

~Vineyard views from Home and Cottage

~Septic system for Home

~Septic system for Cottage

~Websites, form contracts, prior history/references, online reviews, goodwill

Gross Yearly Income:

Cottage for 2 guests	Year 2012 \$21,233.	Year 2013 \$22,388.	Year 2014: \$19,222.
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Home for 6 guests	Year 2012 \$47,080.	Year 2013 \$59,051.	Year 2014: \$73,738.
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For Lifestyle Buyers who do not want to run a lodging business, they can use two of the homes as guests houses. Or, to generate passive income, they can hire one of the many lodging management companies in the area.

Vineyards ~ Vineyard name is Clear View Vineyards Appellation: Russian River
Vineyard Management by Clendenin Vineyard Management, Healdsburg

Sauvignon Blanc: Approximately 8.75 acres of Sauvignon Blanc grapes were planted between 2000 to 2005 and are currently sold to Rodney Strong Winery and Ledson Winery. There are approximately 5898 clone one vines planted on 101-14 rootstock.

Field blend Zinfandel: 1/2 acre Zinfandel bartered to Selby Winery, Healdsburg - there is land to enlarge this vineyard

Sauvignon Blanc as reported on Schedule F

Year	Gross	Expenses	Net	Tons
2010	124,413	85,340	39,073	62
2011	77,444	82,960	-5,517	37
2012	81,688	88,742	-7,054	82
2013	133,010	106,179	26,832	100
2014*	149,857			96

***not complete at this time**

Zinfandel

2012	x
2013	1/2 ton
2014	1/2 ton