



Broker Info



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Background

General Location: Palmdale, CA
Category: Retail
Food & Kindred Products
Years in Business: 17
Under Present Owner: 17
Hours of Operation:
Owner Hours:
Training: 52 weeks @ 20 hours
Organization Type: Sole proprietor
Lease Expiration:
Lease Options:
Building Size: 5,000
Employees: 2
Reason for Sale: Retirement

Financials

Asking Price: \$1,499,500
Down Payment: Negotiable
Gross Sales: \$140,000
Discretionary Cash Flow: Call
FF&E:
Inventory Included? Yes
Inventory: \$130,000
Min. Operating Capital:
Real Estate Available? Yes
Rent:
Payroll: \$1,200
Financing: Seller

Year	2017
Gross Sales	\$ 140,000
Gross Profit	\$
Disc. Earnings	\$

Summary

A charming winery with truly exceptional award-winning wine production 70 miles away from Beverly Hills is for sale.

The vineyard also has its own water well and perpetual rights for 44 feet acres of water consumption per year. The perpetual water rights can currently be sold at about \$450,000. The acquired rights are more than needed for currently planted 17.2 acres with 14,361 planted vines and could support up to additional four acres that are available for planting.

The vineyard produces the following sorts: Cabernet Sauvignon, Merlot, Syrah, Alicante Bouschet, Malbec, Barbara, Granache, Pino Noir, Petite Verdot, Tempranillo, Zinfandel, Chardonnay, Muscat, and Viognier. The grapes are of exceptional quality and are being sold to repeat customers every year. If the sale prices would be adjusted to the market, the owner would likely increase the income by over \$45,000. In fact, the quality of the grapes is so high that the demand from the nearby wine producers alone greatly exceeds the supply each year.

Over 90% of the grapes are sold to the other wine-makers each year. The new owner could also decide to increase the volume of wine production, generating even better returns. Currently, the wines are being marketed at \$16 to \$29 per bottle. Given the current yields and prices, the total annual production can exceed 48,000 bottles, implying gross income over \$1,000,000.

In addition, the yield could also be increased by about 10% from the current average of about 3.3 tons per acre, without sacrificing the quality. Increasing the yield could also increase the revenue by another 10%.

The price includes the vineyard along with a 5,000 sqft building with sleeping quarters, kitchen, living room area, and ample wine production facilities.

The business is not supported by any marketing at all at this time. The main sales channel is a small retail / wine-tasting store that is open 28 hours a week.

The wine-tasting store is dislocated and not included in the selling price. The owner would be willing to include the store with all the furnishings and equipment for a price of \$300,000.

The owner is retiring and has to sell the business. However, he would like to ensure the legacy of his truly excellent wine and would be willing to provide training for a full year for up to 20 hours a week free of charge.

For contact information, please go to <https://tomculo.com/>.

To register as a buyer please go to [Buyer Registration](#).