

KEEGAN & COPPIN COMPANY, INC.

ONCOR INTERNATIONAL

Commercial Real Estate Services

Keegan & Coppin
REAL ESTATE

Vineyard - Winery - Ranch Division

VOLUME 1, ISSUE 3

WINTER 2009/2010

Non-Sequitur's Corner

This is the place where one might discover a simple food recipe, a poem about wine or a vineyard, a Cash Flow Analysis formula, the latest Capitalization Rate information or a cocktail recipe. For this edition, we feature a Chicken Pozole-style recipe that is perfect for igniting one's taste buds after a long harvest and weeks of cold November and December weather. If you enjoy hot, spicy, flavorful soup, this soup's for you! Fear not and cook away..

Two tablespoons canola or olive oil; one large onion diced; three chicken breast fillets, boneless, skinless, cut into bite-size pieces and sprinkled with garlic salt; four to six fresh dried chile de arbol peppers, stemmed, seeded, and minced; four to six garlic cloves, minced or pressed; two teaspoons dried oregano; two teaspoons ground cumin; one 14 1/2 oz. can tomato sauce; one 29 oz. can hominy, rinsed and drained; seven cups (56 ounces) of low sodium chicken broth. Warm oil over medium-high heat in a large pot; add diced onion and saute' until soft, about 5 minutes; add cut chicken to onions already in pot and cook until chicken is no longer pink; add chile de arbol and garlic, stir and cook for 1 minute; add oregano and cumin, stir and cook for 1 minute until fragrant; add tomato sauce, hominy and broth; bring to a light boil, then immediately reduce heat to medium-low, cover and simmer for 30 minutes; serve in bowls and garnish with sliced radishes, shredded cabbage, tortilla chips, diced avocado, lime wedges, chopped cilantro or grated sharp cheddar cheese. Enjoy with a medium bodied pinot noir!

Vintage 2009 Harvest Update



As noted in our Summer 2009 Newsletter, the rains last May helped produce vigorous growth, portending an above average crop yield. However, the cool June weather, including a bit of rain, caused some shatter problems during bloom, and expected yields

dropped, especially for Sonoma County pinot noir and Napa County merlot and malbec. Chardonnay, on the other hand, did not experience as much shatter and, therefore, yield was expected to be the same or larger than originally thought. Ultimately, this proved to be true. Although some Sonoma County pinot noir suffered pollination problems because of shatter, several winemakers produced extracted wines with lots of spicy flavors and aromas.

Heat waves during July and August provided an abundant supply of sunshine, allowing the grapes to develop complex and multi-dimensional flavors, matching the wonderful acids that were established in the grapes during the cooler spring weather, specifically the month of June.

At that time many winemakers and growers gingerly predicted overall quantity would be smaller than originally thought, while the quality of the vintage would be better than had been anticipated last spring. Again, this prediction turned out to be true, even though both counties were hit by torrential rainstorms beginning October 13 and lasting for the better part of one week.

As any farmer knows, Mother Nature's whims can turn success into failure in a matter of hours, if not minutes and seconds. Such was the potential when October rains hit the coast of California. Many winemakers and growers, using the latest weather predicting technology available to them, including aviation weather reports, decided to take matters into their own hands, literally, and commenced picking as many grapes as they could between October 9-12. When finished, most wineries in both counties had harvested nearly ninety-five percent of their entire harvest. Some wineries were able to harvest all of their grapes prior to October 13.

All was not lost, however, for those winemakers and growers who were not able to pick all of their fruit prior to the October storms. Experienced growers carefully culled the grapes adversely affected by the storms and, after a few days of sunshine and heat, were able to harvest healthy, ripe and flavorful grapes.

The 2009 Vintage will go down as one of the most prolific vintages for high quality chardonnay, a bit reminiscent of the 1997 vintage. And, although the quantity of pinot noir and cabernet sauvignon will not be as high as originally expected, the quality will be superb!



Kenneth O'Farrell, Broker-Associate, CADRE
#01801309, specializing in wineries, ranches, vineyards,
farms, land sales and investments.

The information provided, while not guaranteed, has been secured from sources we believe to be reliable. This is not an offer to sell or lease and is subject to change or withdrawal. An interested party should verify the status of the property and the information herein.



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Keegan & Coppin Vineyard - Winery - Ranch Division: What We've Been Doing for You

Beginning in 1976 with Jim Keegan Sr.'s experience as Wells Fargo Bank's District Manager, overseeing all lending activity between San Francisco and the Oregon border, Keegan & Coppin Vineyard - Winery - Ranch Division has been the North Bay's leader helping clients realize the full value of their existing winery business, vineyard properties and future investment opportunities. Along with John "The Ranch Man" Mattern's expertise in local viticulture and enology, the two of them set the company on a path of providing exceptional local market knowledge and astute, precise, and discreet business acumen for winery and vineyard transactions large and small.

Today, Keegan & Coppin Vineyard - Winery - Ranch Division continues this tradition by offering a variety of services, including:

- Investor feasibility studies and analysis
- Site selection and evaluation
- Service contracts with affiliated financial

services, accounting firms, attorneys, civil engineers, and soil analysis professionals

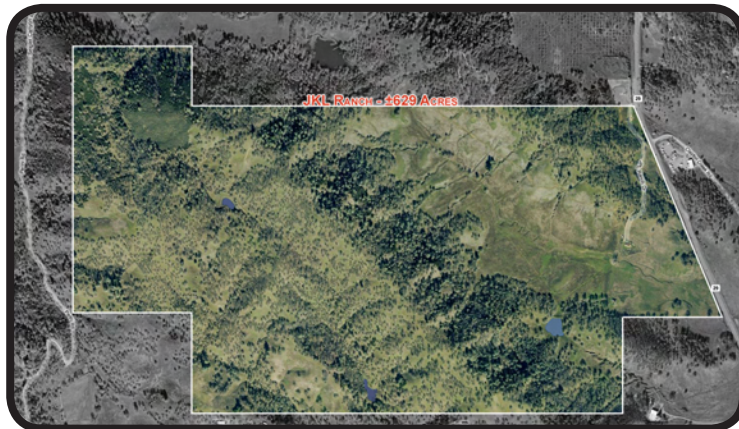
- Merger, acquisition, and disposition strategies for wineries, vineyards, ranches and land investments
- Analysis of existing and future production, marketing, sales schedules and objectives
- Letters of Intent and Acquisition Agreements
- Acquisition and sales negotiations
- Post-transaction contact to ensure strategic and tactical execution of all investment objectives



Don't hesitate to give us a call...we can help you!

Partial List of Past Transactions

Dewitt River Pond Ranch	Alexander Valley	60 acres	The Hillside Ranch	Healdsburg	6100 acres
Hocking Vineyard	Alexander Valley	100 acres	Jackson Ranch	Knights Valley	10 acres
Elmarie Ranch	Annapolis	160 acres	Wright Ranch	Knights Valley	20 acres
Haggin Ranch	Bennett Valley	20 acres	Fechter Vineyard	Knights Valley	24 acres
Valley Ford Ranch	Bloomfield	248 acres	Raintree Farm	Knights Valley	267 acres
De Baun Vineyard	Bravo Toro, Santa Rosa	20 acres	Cerf Ranch	Marin County	500 acres
Morris Ranch	Calistoga	120 acres	Person Ranch	Mark West Springs Rd.	600 acres
High Ridge Ranch	Calistoga	500 acres	Petrified Forest Road	Napa	20 acres
Bohemian Ranch	Camp Meeker	950 acres	Highland Avenue	Penngrrove	4.7 acres
Huichia Ranch	Carneros	1200 acres	Seavey Lane	Petaluma	12 acres
Chimney Rock Ranch	Cazadero	324 acres	Herzog Ranch	Petaluma	300 acres



Lower Lake, California

THE JKL RANCH LAKE COUNTY GEM

Asking: \$3,000,000

629± acres, with up to 400 acres plantable. 4,000 feet frontage on Highway 29, just 1/2 mile south of Lower Lake. Rural land zoning allows substantial subdivision and residential development.

Good water, excellent site for winery/vineyards.

Ken Bizzell, Partner (Lic. 00597970)

(707) 528-1400

Skip Vanderbunt, Cornish & Carey

(Lic. 00862313)

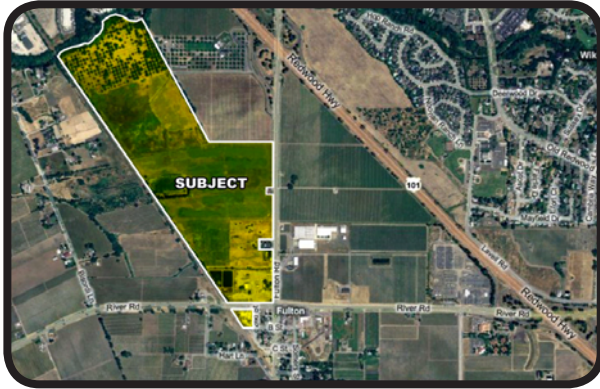
(916) 920-4400



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River and Fulton Roads Santa Rosa, CA

- ◆ All level, usable land
- ◆ Soil type: Yolo Silt Loam
- ◆ Zoned: M3, RR1, LIA40
- ◆ Ample water on-site
- ◆ Near (1 block) Hwy 101 freeway off ramp to property at River Road
- ◆ Close proximity to Vintner's Inn, John Ash, Kendall Jackson Visitor's Center & Sonoma County Airport Business Center

129± ACRES OF LAND FOR SALE Once in a generation opportunity!

- ◆ 129± acres of prime contiguous agricultural and commercial real estate
- ◆ Located along Fulton & River Roads - River Road is the main connector between Napa and the Sonoma Coast
- ◆ Heart of the developing Hwy 101 corridor between North Santa Rosa and Windsor
- ◆ Perfect location for winery, vineyard and distribution warehouse
- ◆ Russian River Valley AVA

SALE PRICE: \$12,200,000

Contact:

Ken O'Farrell, Broker Associate
Ken Bizzell, Partner

Email: KOFarrell@keegancoppin.com

KBizzell@keegancoppin.com

License #: 01801309, 00597970

(707) 528-1400



Located in the shadows of Mt. St. Helena and close to where the Napa River begins it's journey south to the San Pablo/San Francisco Bay, these two adjoining parcels comprise just under 28 acres of prime Napa Valley/Calistoga land ready for occupancy.

CALISTOGA ARTISAN VILLAGE WINERY SITE, VINEYARDS, & HOME

- Approved Winery Site w/ Vineyards and Reservoir (22± Acres Total)
Price: \$5,000,000
- Napa County Use Permit allows production of 48,000 gallons (20,000 cases) of wine each year
- Contiguous Home Site (5.06± Acres)
Completed 12/09
Price: \$5,000,000
- Seller's Winery Brand (Established 31 Years)
Price: \$500,000



Contact:

Ken O'Farrell, Broker Associate
Bill Faherty, Senior Real Estate Advisor

Email: KOFarrell@keegancoppin.com

BFaherty@keegancoppin.com

License #: 01801309, 00142236

(707) 528-1400



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19.16± Acres - Sonoma Valley Business Park - Land Opportunity



**22801 8th Street East
at Highway 121
Sonoma, CA**

Asking Price:

\$7,550,000 for entire site with entitlements & "Super Pad" or starting at \$14 psf for an individual finished lot

Superb Carneros location near the Napa/Sonoma County border on Hwy. 121, perfect site for new winery or custom crush facility. If desired, buyer can combine planned building sizes into one building of nearly 300,000 sf.

- Master Planned project totaling 297,478± sf - 8 Lot Subdivision or merge to 1 Lot
- Lot sizes from 1.18± acres to 4.06± acres or up to 19.16± acres - entire site
- Proposed building sizes from 26,290 to 55,408± sf
- Architecture has been approved by the Design Review
- Zoned County M3 - Limited Rural Industrial District
- Entire site purchase with entitlements, super pad, grading & wetland seeding
- Excellent visibility & access - Corner of Hwy. 121 & 8th St. E. & near Hwys. 12, 116, 29 & 37

Call: Rhonda Deringer, Mike Flitner or Jim Sartain

(Lic. #01206401, 00840890, 01227927)

(707) 528-1400