

BRAUN

INTERNATIONAL REAL ESTATE



SINCE 1908

OFFERING MEMORANDUM

FOR SALE



THE BEL VINO WINERY

33515 RANCHO CALIFORNIA ROAD | TEMECULA, CA 92591

OFFERING MEMORANDUM

Braun International Real Estate (“Agent”) has been engaged as the Exclusive Agent for the sale by the Owner of the Property. The Property is being offered for sale in an “As Is, Where Is” condition, and Seller and Agent make no representations or warranties as to the accuracy of the information contained in this Offering Memorandum.

The enclosed materials include highly confidential information and are being furnished solely for the purpose of review by prospective purchasers of the interest described herein. Neither the enclosed materials nor any information contained herein is to be used for any other purpose or made available to any other person without the express written consent of the Seller.

The use of this Offering Memorandum and the information provided herein is subject to change.

The enclosed materials are being provided solely to facilitate the prospective buyer's own due diligence for which it shall be fully and solely responsible. The material contained herein is based on information and sources deemed to be reliable, but no representation or warranty, express or implied, is being made by Agent or Seller or any of their respective representatives, affiliates, offers, employees, shareholders, partners or directors, as to the accuracy or completeness of the information contained herein.

All interested parties shall make their own measurements of the property or engage a third party to verify any and all measurements of the property contained herein. This offering memorandum has been prepared to provide summary unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject Property. The information contained herein is not a substitute for a thorough due diligence investigation. Braun International Real Estate has not made any investigation and makes no warranty or representation with respect to the income or expenses for the Property, the size and square footage of the Property and improvements, the presence or absence of contaminating substances, PCB's, or asbestos.

The compliance with Local, County, State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant 's plans or intentions to continue its occupancy of the subject Property. All potential buyers must take appropriate measures to verify all of the information set forth herein. Summaries contained herein of any legal or other documents are not intended to be comprehensive statements of the terms of such documents, but rather only outlines of some of the principal provisions contained therein.

Neither the Agent nor the Seller shall have any liability whatsoever for the accuracy or completeness of the information contained herein or any other written or oral communication or information transmitted or made available or any action taken or decision made by the recipient with respect to the Property. Interested parties are to make their own investigations, projects, and conclusions without reliance upon the material contained herein.

Seller reserves the right, at its sole and absolute discretion, to withdraw the Property from being marketed for Sale at any time and for any reason. Seller and Agent expressly reserve the right, at their sole and absolute discretion, to reject any and all expressions of interest or offers regarding the Property and/ or to terminate discussions with any entity at any time, with or without notice.

This offering is made subject to omissions, correction of errors, change of price or other terms, prior sale or withdrawal from the market without notice. Agent is not authorized to make any representations or agreements on behalf of Seller. Seller shall have no legal commitment or obligation to any interested party reviewing the enclosed materials, performing additional investigation and/or making an offer to purchase the Property unless and until the binding written agreement for the purchase of the Property has been fully executed, delivered, and approved by Seller and any conditions to Seller's obligations thereunder have been satisfied or waived.

By taking possession of and reviewing the information contained herein, the recipient agrees that (a) the enclosed materials and their contents are of a highly confidential nature and will be held and treated in the strictest confidence and shall be returned to Agent or Seller promptly upon request; and (b) the recipient shall not contact employees or tenants of the Property directly or indirectly regarding any aspect of the enclosed materials or the Property without the prior written approval of the Seller or Agent.

By accepting this marketing brochure, you agree to release Braun International Real Estate, and the representing agent(s), and hold them harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/ or purchase of this Property.

THE BEL VINO WINERY

33515 RANCHO CALIFORNIA ROAD | TEMECULA, CA 92591

INVESTMENT SUMMARY

- Offering Summary
- Investment Highlights
- Property Photos

PROPERTY OVERVIEW

- Location Aerial
- Property Aerial
- Temecula, CA - Key Facts and Figures

DEMOGRAPHICS & INCOME PROFILE

- Economy
- Demographics and Income
- Temecula Wine Country

SALE INFORMATION

CONTACT FOR INFORMATION

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OFFERING SUMMARY

PROPERTY INFORMATION

Property Address	33515 Rancho California Road Temecula, CA 92591
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SITE DESCRIPTION

Lot Size	40.57 Acres
Square Footage of Building	Total: 10,642 SF Main Building: 7,000 SF Residence: 3,266 SF
Property Type	Winery Bed & Breakfast Wedding Venue



THE OFFERING

The Real Estate and the Business are being offered together.

The Bel Vino Winery is a World Class Winery & Vineyard Property. Bel Vino is a full functioning and self contained winery on over 40 acres. The main building is 7,000 square feet and sits on 4 acres that are beautifully landscaped and remodeled in 2016. The building has a large tasting room and gift shop, a barrel room events venue, offices and a complete commercial kitchen. There is also a 3,266 square foot residence with exquisite valley and vineyard views. This is currently being used as a Bed and Breakfast and a Wedding Venue. The winery greets over 80,000 guests per year and a 2,500 member wine club with excellent opportunities to expand. The business offers multiple streams of income from the Large Tasting Room, Wine Club, Outdoor Bistro & Commercial Kitchen, Weddings, Concerts & Special Events, Bed and Breakfast, Wholesale and e-Commerce.

Bel Vino Winery is currently profitable and is positioned for further growth. Temecula is a major tourist destination and with Bel Vino's retail and wedding business will help drive growth. With increased foot traffic, the property offers the potential for expansion for adding a hotel or resort given the prime location in the Wine Country and proximity to downtown Temecula. Bel Vino Winery offers a buyer the opportunity to take advantage of the outstanding groundwork all ready in place which includes a well trained workforce and management team, extensive inventory of high quality bottled wine and bulk wine as well as furniture, fixtures & accessories for all venues, weddings and event activities.

INVESTMENT HIGHLIGHTS



VINEYARD DURING HARVESTING



VINEYARD DURING FALL

BEL VINO WINERY 33515 RANCHO CALIFORNIA ROAD, TEMECULA, CA

Real Estate & Business sold together

Bel Vino Winery includes tasting room & gift shop

40 acres of prime Wine Country land with 25 acres of high quality well maintained vineyards producing 60 to 80 tons of grapes per year.

Rapidly growing Wine Club

Outstanding growth & Development potential

Wedding Venue will generate up to \$500,000 annually in free cash flow

ACTUAL AND PROJECTED FINANCIALS

NOTE: *The contents of this two page document are proprietary and strictly confidential.* This document is only intended for the purpose of informing prospective buyers of Bel Vino, and this document is strictly limited to that use. No other use is intended, implied or permitted, and no information contained here can be shared with any party other than the party to which this document was given by Bel Vino Winery. By acceptance and use of this document, you agree to be bound by the restrictions stated herein.

Miscellaneous Comparisons & 2021 Projections	2021 Projections	2020 Actual	2019 Actual
All calculations below are based on EBITDA* accounting.			
Total Sales Revenue	2,163,964.64	1,413,768.26	1,435,486.63
Total COGS & Expense	1,887,093.47	1,881,037.75	1,682,996.68
Total Profit (Net Income)	276,871.17	-167,269.49	-247,510.05
Percentage Sales Increase 2021 over 2020	53.1%	N/A	N/A
Tasting Room Foot Traffic, Guest Count	53,160	38,300	60,173
Overall Foot Traffic, Guest Count	85,056	57,450	90,260
Wine club Members (as of Oct. 31, 2021)	2250	N/A	N/A
Year End Wine Club Members	2,500	1,800	1,909

2021 Actual Monthly Sales		2021 Actual Monthly Profit		
Actual Feb. Wine Sales, less Weddings	137,223.85	January	N/A-Covid19	(Shutdown)
Actual March Wine Sales, less Weddings	142,095.39	February	16,879.43	Actual
Actual April Wine Sales, less Weddings	187,404.31	March	11,261.84	Actual
Actual May Wine Sales, less Weddings	191,974.42	April	37,263.11	Actual
Actual June Wine Sales, less Weddings	167,596.44	May	43,772.99	Actual
Actual July Wine Sales, less Weddings	152,566.14	June	37,069.14	Actual
Actual August Wine Sales, less Weddings	197,828.16	July	-5,181.34	Actual
Actual Sept. Wine Sales, less Weddings	129,260.10	August	34,565.90	Actual
Actual Oct. Wine Sales, less Weddings	185,774.67	September	1,206.58	Actual
Actual 9 Month, Wine Sales Total	1,491,723.48	October	30,815.72	Actual
Actual 2021 Monthly Wine Sales Avg.	165,747.05	9 Mo. Average	23,072.60	Actual
Annualized Full 2021 Wine Sales*	1,988,964.64	X 12 Months	276,871.17	<u>Projected</u>
Projected 2021 Wedding Income	175,000.00			
Total Projected 2021 Income	2,163,964.64			

*** Footnotes:**

EBITDA: Earnings before interest, income tax, depreciation & amortization.

2021 Winery income from all sources except weddings.

Jan - Dec, 2020 vs. 2019 Bel Vino P&L Summary

	2020	2019	% Change
Total 40020 · AIRBNB INCOME	5,178.90	4,190.40	23.6%
Total 40100 · WEDDINGS	15,691.86 *	129,309.80	-87.9%
Total 40210 · Wine Club In-House Purchases	194,105.56	137,175.88	41.5%
Total 40250 · Wine Club Shipments	393,976.43	321,130.14	22.7%
Total 40307 · Limo/Events	87,505.47	187,253.36	-53.3%
Total 40300 · TASTING ROOM	339,167.29	269,849.14	25.7%
Total 40400 · BISTRO SALES INCOME	111,076.82	124,478.28	-10.8%
Total 40410 · Events - Wine Club	7,254.15	23,909.80	-69.7%
Total 40420 · Private Parties & Events	45,132.99	125,416.44	-64.0%
Total 40600 · MISCELLANEOUS RETAIL INCOME	39,878.80	41,543.44	-4.0%
Total 40700 · WHOLESALE SALES	65,415.30	70,424.24	-7.1%
Total 7000 Miscellaneous	108,409.59	805.71	13355.2%
Total Income	1,413,768.26	1,435,486.63	-1.5%

**Note: If wedding business had not been Covid restricted in 2020, the total income would have far surpassed 2019 total income.*

Total COGS	515,330.82	574,716.22	-10.3%
Gross Profit	898,437.4	860,770.41	4.4%

Total 62000 · PAYROLL EXPENSES	597,767.59 *	481,565.89	24.1%
G&A, Excluding Below Items	180,422.75	294,778.03	-38.8%
G&A, Continued	295,892.45	143,183.47	106.7%
66200 · Taxes - Property, Real & Personal	87,514.23	53,225.81	64.4%
Phone, Utilities & Misc.	52,839.53	49,443.09	6.9%
Travel Expense	1,270.38	2,445.19	-48.0%

Total 69000 · VINEYARD EXPENSE	(Incl in above 2021 COGS)	83,638.98	-100.0%
Total Expense	1,215,706.93	1,108,280.46	9.7%

Net Income	-317,269.49	-247,510.05	-28.2%
Adjust for One-Time PPP Expenses	-150,000.00 *	N/A	N/A
Adjusted Net Income	-167,269.49	-247,510.05	32.4%

**Note: Due to Covid-19 & PPP loans in 2020, \$150K in extraordinary expenses were intentionally incurred. Expenses in 2021 will be much more in line with 2019.*

PHOTOS OF THE PROPERTY



VALLEY VIEW NORTH



VALLEY VIEW NORTHEAST



VALLEY VIEW SOUTH



VINEYARD EAST TO WEST

PHOTOS OF THE PROPERTY



GARDEN VENUE AREA



OUTDOOR AREA FOR EVENTS



VINEYARD SUNSET



FOUNTAIN & VALLEY VIEW

PHOTOS OF THE BED AND BREAKFAST/RESIDENCE



KITCHEN AREA



LIVING ROOM



MAIN BRIDAL BEDROOM



MAIN SUITE LIVING ROOM

PHOTOS OF THE PROPERTY



WINE MAIN DISPLAY FIXTURE



DINING / CONFERENCE ROOM



WINE TASTING AREA



WINE TASTING AREA

PHOTOS OF THE PROPERTY



OUTDOOR AREA FOR EVENTS



LAWN AREA FOR EVENTS



LAWN AREA FOR EVENTS

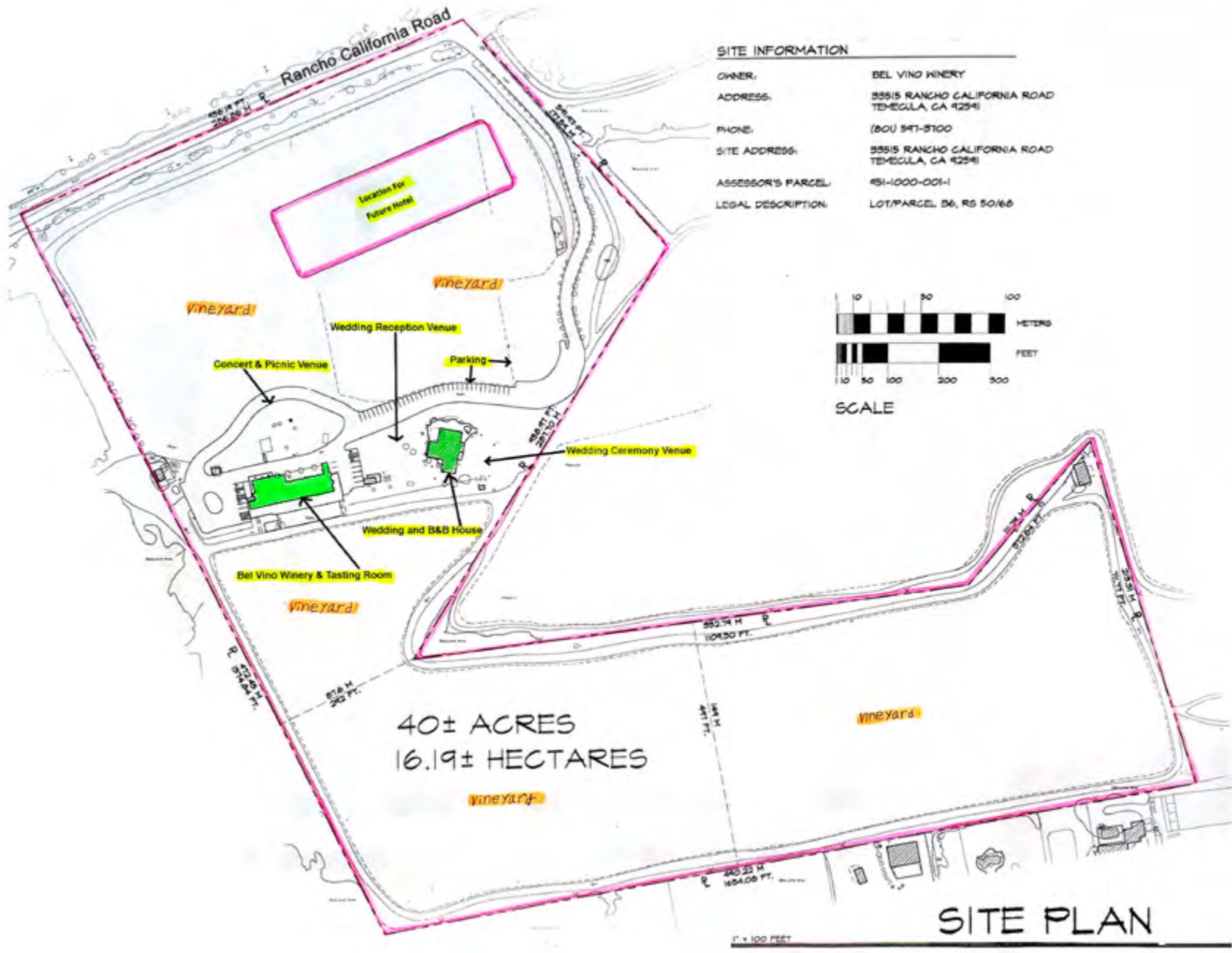


LAWN AREA FOR EVENTS

BEL VINO WINERY PRIMARY MARKET



SITE PLAN



LOCATION AERIAL

33515 RANCHO CALIFORNIA ROAD | TEMECULA, CA 92591



PROPERTY AERIAL

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TEMECULA, CALIFORNIA



Welcoming nearly 3 million visitors each year, casual, picturesque, Temecula Valley Southern California Wine Country is a year-round getaway and vacation destination situated within southwest Riverside County. With natural gifts of climate and geography, Temecula Valley is conveniently located approximately 60 minutes from San Diego, Orange County, and Palm Springs, and 90 minutes from Los Angeles. Each visit to this genuinely inviting, boutique destination brings new possibilities and promises a wide variety of things to experience, enhanced by the sunny, relaxed spirit synonymous with Southern California.

Located within minutes of each other are three distinctive destinations that combine to become a robust 3- to 5-day getaway. Temecula Valley Southern California Wine Country, the Historic Old Town Temecula Foodie District, and Pechanga Resort Casino each have unique, premium varietal character worthy of exploration.

The people of Riverside County, along with those in the communities of Temecula, Murrieta, and Lake Elsinore, enjoy an exceptional quality of life, a mild climate, good air quality, reasonably priced land and building sites adjacent to the I-15 and I-215 corridors, affordable housing at all levels, a highly skilled labor force, quality educational facilities and programs and cultural, entertainment and recreational activities for every lifestyle.



TEMECULA, CALIFORNIA

A historic town square surrounded by vineyards and rolling hills, with mountains rising in the distance: The Temecula Valley showcases some of California's most spectacular features. The city is a tourist and resort destination, with the Temecula Valley Wine Country, Old Town Temecula, the Temecula Valley Balloon & Wine Festival, the Temecula Valley International Film Festival, Championship golf courses and resort accommodations for tourists. They also come for the Mediterranean-like climate-temperatures range from the 80s-90s in the summer to the 60s-70s in the winter.

The world renown Temecula Valley Wine country features nearly 50 wineries. Italian, Spanish and French grapes sprout from the area's soil and mature in this unique atmosphere, resulting in small-batch vintages that are award winning.

Further exploration will likely take you to the heart of the city in a charming area called Old Town. Here, modern California staples like farm-to-table restaurants and craft breweries are set among historical buildings that bring to mind Temecula's 19th century roots.

Temecula is a city in southwestern Riverside County, California that is located approximately 58 miles north of downtown San Diego and 85 miles southeast of downtown Los Angeles. Temecula is bordered by the city of Murrieta to the north and San Diego County to the south.

DEMOGRAPHICS & INCOME

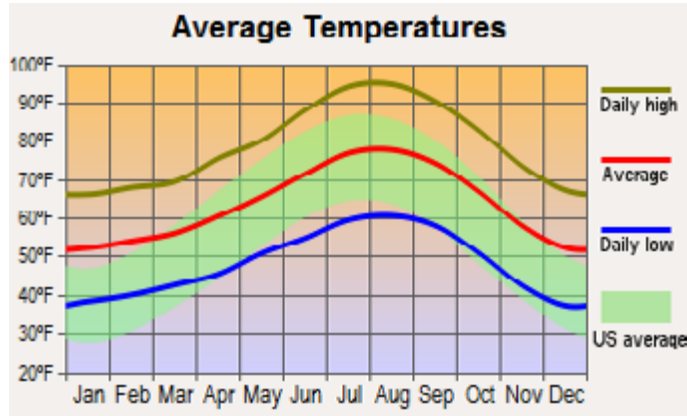
Income, Consumption and Leisure

As of the 2020 United States census, Temecula had a population of 110,003. The median household income as of 2019 was \$96,183 and the per capita income was \$35,394 for the city.

Temecula's population growth continues at a double digit rate.

HISTORICAL POPULATION		
CENSUS	POP.	%±
1980	1,783	—
1990	27,099	1,419.9%
2000	57,716	113.0%
2010	100,097	73.4%
2020	110,003	9.9%

Average Temperature Temecula



Quick Facts Per Temecula City

- Current Population: 112,771
- City Limits: 37.18 sq. miles
- Retail Sales Tax Generation: Ranked Top 5% in CA
- Sales Tax Rate: 8.75%
- Median Age: 36
- # of Households: 36,626
- # of jobs: 60,000
- Median Household Income: \$112,597
- 3.0 Million Visitors / \$1.1 billion Travel Spending
- Average Daily Temperature: mid 70s
- 10th Safest City in the USA (population 100,000+)

TEMECULA VALLEY WINE COUNTRY

The Temecula Valley Wine Country has a lengthy history of producing Wine Grapes. The first Wine Grapes were first planted in the region we now know as Temecula Valley by Spanish Missionary padres from San Luis Rey in 1820. Fast forward to 1968, when the first modern commercial vineyard was planted in Temecula Valley. In 2018, the Temecula Wine Country celebrated 50 years of producing award winning wines from over 40 wineries in the area.

Wine Enthusiast named Temecula Valley as one of the 10 Best Wine Travel Destinations 2019.



SALES INFORMATION

33515 RANCHO CALIFORNIA ROAD | TEMECULA, CA 92591

- Listing Price: \$12,700,000
- Buyer is required to provide proof of funds to close with offer, and lender approval (if needed).
- 60 day escrow period or less upon removal of contingencies.

CONTACT MARC MISCHÉ FOR INFORMATION

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OR

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DISCLAIMER

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