

Prospectus

A DISTINCTIVE VINEYARD & WINERY ON CHESAPEAKE BAY

Athena Vineyards and Winery is strategically located on the Northern Neck of Virginia. A turnkey business opportunity, the property consists of 40 acres, which include the vineyards, winery, walk-in cooler, insulated barrel room, shop, established brands, vineyard and winery equipment and an elegant tasting room/gift shop located on a major highway. Currently 14 acres of mature *vitis vinifera* vines are used to produce 14 wines, including a dessert wine produced in the style of port. Dr. Jacques Recht, European born winemaker and pioneer in the Virginia wine industry, crafted the wines in the current inventory. Thomas Payette, who apprenticed with Jacques, is the current winemaker.

This award-winning winery overlooks The Great Wicomico River and is only minutes from the Chesapeake Bay. Affluent small communities with second or retirement homes surround it. This historic region is host to three championship golf courses, boating, fishing and water sports. It is located 100 miles from Washington, DC and 70 miles from Richmond, VA. Athena Vineyards & Winery is one of 9 wineries on the Chesapeake Bay Wine Trail, recently named favorite wine trail in Eastern Virginia.

A strategy for significant expansion of the business would be to attract boaters who could moor at a dock and walk to the tasting room. There is a four acre waterfront lot available that would allow direct access from the River to the Winery. Water depth is 6-8 feet MLW and there is a current pier permit. To our knowledge, there is no other Virginia winery with direct access to the Chesapeake Bay from a major tributary.

This is an excellent opportunity for those interested in maintaining the current business or expanding into new markets. Major resources are directed by the Legislature and Governor toward strengthening agritourism in Virginia. Virginia recently was named by Conde Nast as one of the world's five rising wine regions, the only state in the U.S. to be so named.

An 11,000 square foot waterfront great house adjacent to the business also is available for purchase.

THE VINEYARDS: are comprised of 14 acres of *vitis vinifera* planted on VSP and Scott Henry trellis systems with 9-foot row spacing and 5' vine spacing. They were planted between 2003 and 2005. The vineyards are joined to the winery and tasting room by gravel roads and are enclosed by electric deer fencing.

There are approximately 9,000 vines including ~1,000 each of Cabernet Franc, Cabernet Sauvignon, Chambourcin, Chardonnay and Seyval Blanc, and ~ 500 each of Pinot Grigio, Pinot Noir, Petit Verdot, Sauvignon Blanc, and Vidal Blanc and ~50 each of the following used in blending: Syrah, Tannat, Traminette, Vignoles, Viognier.



Vineyard equipment:

29 hp Kubota tractor (2005) with bucket, forks, 25 hp Kubota tractor (2004).

Two Toro Groundsmaster mulching cutters- 60" and 72".

Box blade, York rake, disc, augers, and aerator.

Custom built sprayer, 160 gallon enclosed spray unit.

Bird netting for the entire vineyard.

22' trailer with lights and brakes- road ready

Belco seeder.

THE WINERY: is in an insulated 40' by 60' steel building erected in 2003. It contains a 20' by 20' room with a complete testing laboratory and bottling line. There are 20 stainless steel tanks ranging from 120 to 1500 gallons, 15 of which have insulated jackets. A custom- built glycol system is connected to 15 of the tanks. Two of the 1,000 gallon tanks are insulated fermenters that can be heated or cooled. All equipment was purchased new between 2005 and 2008, and is in excellent operating condition. Three-phase electrical lines power the equipment. A covered 40' x 50' cement slab grape pad joins the winery with the barrel room and walk-in 19' by 26' cooler.



Winery equipment:

Europress EHP 18 grape press
Jolly 100 M/V Destemmer-Crusher
Digital electronic scales
Kreier SR 4/17 inline heat exchanger
Pallet jacks
Tank ladder
Custom-built glycol system
Schneider Progressive Cavity must pump
Enolia must pump
Proline 40" x 40" plate filter
Six-spout gravity flow filling machine
Proline semi-automatic corking machine with vacuum
Proline semi-automatic labeling machine
Doman Supervapor 8 Steam cleaner

THE BARREL ROOM: is an insulated 30' by 50' steel building completed in 2008, heated and cooled by a heat pump maintained at 65 F. It has an ADA accessible bathroom and a separate entrance for public events. There are 20 French and Romanian oak barrels, most of which are still usable. The barrel room contains the barrels, finished cases of wine, riddling and storage racks for sparkling wine, humidifier and winery equipment.

THE SHOP: is a 32' by 32' steel building completed in 2008 that is connected to the barrel room. It contains a working shop, office space, and a full bathroom (including shower) for staff. The shop includes welding equipment, air compressor, nitrogen tank, work benches, tools, fencing equipment, and a chemical storage room.

THE TASTING ROOM: is a 28' by 40' wood frame building completed in 2006. It has two ADA accessible bathrooms and a kitchen with refrigerator, stove, sink and multiple cabinets. The tasting room is elegantly finished in dark cherry woods and crystal chandeliers. The tasting bar is L-shaped and encloses a three-sink wash station, cooler, cabinets and storage space. There is a cooler behind the counter and an additional commercial cooler holds cheeses and soft drinks. A gift shop with wine-related apparel and gifts is located in the tasting room. The cashier's station includes a point-of-sale system and credit card machines (fixed and portable). The POS relates to the QuickBooks system used in the office.

Outside on three sides of the tasting room is a covered, carpeted and lighted veranda, with rocking chairs. In the large adjacent yard overlooking three man-made ponds are multiple picnic tables and a grill. An enclosed, graveled and lighted parking lot is adjacent to the Tasting Room. The main public entrance is located on Highway 200 (the major highway in the area) into the parking lot. Beneath the tasting room is an air-conditioned insulated storage space. A 10' by 10' metal storage shed is located adjacent to the tasting room.

Wireless internet service is available in the tasting room; it is served by a commercial internet tower installed on the property



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