

Washington Winery for Sale

Mission Statement

It is the mission of Chateau Faire Le Pont Winery ... "to make World Class Quality Wine" for the ultimate enjoyment of our customers. Steps are always taken and directed at improving the quality of wine for the consumer. When questions arise about "quality" versus quantity, decisions will always be made on the side of "quality". The enjoyment our customers experience when they drink our wine, alone or with food, are always top of mind with every wine making decision.

Bio: 2004, this boutique winery has been managed and run by Doug and Debe Brazil and supported by a small group of investors. Grapes are sourced from some of the finest vineyards in the Columbia Valley, Red Mountain, and Yakima Valley appellations. Their focus is on single vineyard, 100% varietal wines produced in small quantities to showcase each vintage's unique characteristics. The current production of 3,000 cases per year consists of 17 wines from 13 different varietals.

All wines are produced, bottled and stored at the winery under optimum conditions. All equipment is top of the line to ensure high quality wines and bottling standards. This Washington winery is carrying over its experience to a new owner in a complete turn-key operation. The current owner will stay on as a consultant, if desired, to make for a smooth transition in ownership. This offer represents a rare opportunity to purchase a superb winery in the much sought-after Washington wine country.

Project Description:

About the business Founded in 2004, this small boutique winery has remained focus on quality over quantity. Grapes are sourced from renowned vineyards in the Columbia Valley, Red Mountain, and Yakima Valley appellations. The unique combination of climate, soil, and topography together form to create an unmatched growing environment that produces grapes of exceptional quality and character. By selecting fruit from these mature vineyards, CFLP ensures exceptional flavor and balance in all its wines. All grapes are handpicked, hand sorted, and gently processed. Their focus is on single vineyard, 100% varietal wines produced in small quantities to better feature each vintage's distinctive characteristics. The winery extends its values by maintaining an honest respect for everyone working in the vineyards. This philosophy has built longstanding relationships with growers. These time-tested relationships have proven to be invaluable in its quality assurance for the best fruit nature can provide. Current production of 3,000 cases consists of over 20 wines from multiple varietals, including cabernet

sauvignon, merlot, cabernet franc, syrah, sangiovese, bordeaux style blend, malbec, super tuscan, rhone style blend, chardonnay, viognier, pinot gris and rose. All wines are produced, bottled and stored at the winery under optimum conditions. The winemaker's passion for making fine wine is unparalleled. The winery is thankful for their customers and friends that have supported them throughout the years. Through their support, CFLP was able to grow into an outstanding winery in Washington wine country. Investment Objectives: The owners' 20 years of experience has enabled him to continuously refine his winemaking methods to produce exquisite wines. His specialized knowledge of winemaking will be transferred over to the new owner, along with trademarks and closely-guarded intellectual property. To make for a smooth transition in ownership, the current owner is willing to stay on as a consultant if desired. The Restaurant, Chateau Grill, is an elegant dining facility focused on taste and detail in its beautiful food presentation. In addition to the daily food service the chef's also prepare elegant food for special events such as Winemaker's Dinners and Paella in the vineyard. Our Servers are exceptional having been trained extensively on winery vision and sales techniques. We believe that the Guests' experience is paramount. Weekly entertainment includes award winning Country Guitar and vocalist, Jazz, Flamenco Guitarist and many guest appearances from local artists. We provide an array of experiences for the customer including Adopt-A Vine, Cooking Classes, Yappy hour, Blending Sessions, Picnic Lunches in the vineyard, Paella in the Vineyard, Mask Ball, Oscar Night and much more!

All Production and Bottling equipment is top of the line for several reasons: Quality & Flexibility.

- All fruit is hand-picked & hand-sorted for quality.
- Winery maintains its own bottling line in house, so wines are bottled at their optimum time. No reliance on outside companies to bottle.
- Private labeling gives buyers the opportunity to make their branded wines. This is useful for events, gift basket retailers, hotels and more.
- Easily expand production by leasing adjacent building space. Adding tanks and barrels. No need to purchase and learn new equipment when floor-space is expanded
- Bottling capability: Assume 5,000 case production. By bottling 250 cases/day, it would only take 10 days per year to bottle 5,000 cases.
- Bottled wine inventory, potential for unlabeled wines to accommodate new owner's wishes.
- All equipment, much of it custom designed to facilitate gentle fruit handling to ensure highest quality.

Potential Venue Expansion and added Value:

- Space for venue expansion across from existing vineyard. Large concert venue possibilities.
- Access to valuable parking from existing partnership with surrounding businesses.
- Grandfathered Signage. (Not available to new businesses)
- Business Expansion in local area. New hotel just opened and owner has an additional pad to open one more hotel.
- PUD is building a new facility to house thousands of employees in walking distance to winery.