

Offering Memorandum

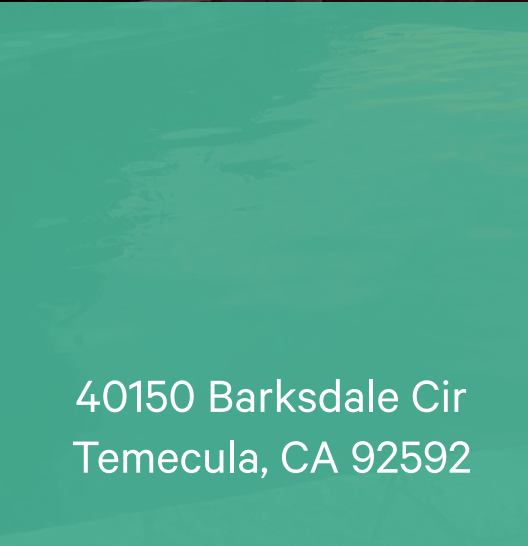


Palumbo Family

VINEYARDS & WINERY

Simple Concept. Complex Wines

Offered at **\$6,950,000**



40150 Barksdale Cir
Temecula, CA 92592

Salumbo Family

VINEYARDS & WINERY

Simple Concept.
Complex Wines.



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Disclaimer - The information contained herein has been obtained from sources deemed reliable however, no warranty or guarantee is being made as to the accuracy of the information. All information should be independently confirmed by a buyer or broker during due diligence.

TABLE OF CONTENTS



PAGE

04

PROPERTY OVERVIEW



PAGE

06

THE HISTORY



PAGE

07

PROPERTY FACILITIES



PAGE

08

FARMING PRACTICES

SITE ENTITLEMENTS

10

PAGE

AWARDS AND RECOGNITION

12

PAGE

UPSIDE OPPORTUNITIES

14

PAGE

AREA OVERVIEW

17

PAGE



PROPERTY OVERVIEW

Offered at \$6,950,000



40150 Barksdale Cir, Temecula, CA 92592





OVERVIEW

- Palumbo Family Vineyards and Winery was established in 1998
- Popular for its hand-crafted estate grown wines and award-winning reds
- Over 25 years of a long, rich history under the same ownership
- Boutique Tasting Room with a welcoming charm and ambiance
- Tasting Room includes a private Library Wine Room for guests
- Spacious comfortable 2,300 sf shaded patio outside Tasting Room
- Breathtaking views of vine covered hills and stunning sunsets
- 3,000 sq. ft. Production Building is fully equipped for winemaking
- Palumbo Winery uses CSWP sustainable farming practices
- The property includes a comfortable 2400 sq. ft. 3 br 2 ba residence
- Residence boasts a spectacular infinity edge pool

- Private backyard also includes a BBQ, fireplace and refrigerator
- Sale includes an ABC Type 02 winegrower's license
- "Members List" wine club with over 600 wine club members
- 12 gross acres with 11 ½ acres planted in grape vines
- Grape varieties include Cab, Cab Franc, Syrah, Sangiovese, Tannat
- Case production is 1k-3k cases/year with capacity up to 6k cases/year
- Over \$200k FF&E and approximately \$700k wine inventory (at cost)
- 10 stainless steel tanks and 50 oak barrels
- Strong SM presence with over 4k Facebook and 3k Instagram followers
- Popular winery with 4.8 Google review rating and loyal wine club

THE HISTORY



Nicholas Palumbo, a grape grower and winemaker, is both an artist and cultivator, fully immersed in the world of wine. With Sicilian roots and a background in Illinois farming, he was destined to become a vintner. His journey began as a self-taught musician and recording artist, but his love for culinary arts led him to explore the wine world. After moving to

Temecula Valley in 1997, Nick and his wife, Cindy, purchased a vineyard, dedicated themselves to producing exceptional wines and embarked on plans to build their dream winery. With a focus on sustainable farming, meticulous care, and a “no compromise” approach, Nick specializes in crafting complex, full-bodied red wines with depth and elegance.



FACILITIES

Palumbo Winery is one of the few wineries in Temecula to have a tasting room, shaded patio, production building and private residence, and with the entire balance of the gently rolling hills planted in estate grapes.



THEIR FACILITIES ENCOMPASS THE FOLLOWING BUILDINGS AND APPROXIMATE SIZES:

- Tasting room with bar and private Wine Library 1,200 sf
- Shaded Patio 1,200 sf and plus guest restrooms
- Private Residence/Potential Vacation Rental 2,400 sf
- Patio with BBQ, Fireplace, and Infinity Edge pool
- Detached guest room plus coops and pens for farm animals
- All farming and production equipment included in sale

FARMING PRACTICES

Palumbo's winegrowing practices are rooted in sustainability, guided by the California Sustainable Winegrowing Program (CSWP). They prioritize soil and vine health while reducing pest pressures and enhancing biodiversity with beneficial insects, owls, and hawks. Palumbo also integrates livestock to replenish vital nutrients in the soil, effectively closing the cycle of depletion and input on their farm.

Additionally, they strive to minimize their carbon footprint through recycling and eco-friendly practices. They compost grape and fermentation

waste and use sustainably sourced corks, eco-friendly labels, and materials in their packaging. Their buildings are repurposed or constructed with high-efficiency materials, and the tasting bar is crafted from recycled wood. These efforts reflect their dedication to environmental stewardship, local economy support, and reducing energy consumption.





An aerial photograph of a large vineyard with rows of grapevines. A purple callout box is overlaid on the top center, containing the text 'Palumbo Family' in a white cursive font and 'VINEYARDS & WINERY' in a white sans-serif font below it. A white vertical line with a dot at the bottom points from the callout box to a specific area in the vineyard. In the background, there are rolling hills, a small town, and a hot air balloon.

Palumbo Family
VINEYARDS & WINERY

ENTITLEMENTS

Zoning Wine
Country – Winery
Existing PP 21591



12 gross acres
fully improved
and planted in
vines



2 legal parcels
and 2 APNs
942-200-011 and
942-200-014





AWARDS AND RECOGNITION



PALUMBO FAMILY VINEYARDS AND WINERY HAS BEEN RECOGNIZED BY NUMEROUS NOTABLE VINTNER AND WINERY MAGAZINES INCLUDING THE FOLLOWING:



- Wine Enthusiast - Top wineries to visit - multiple articles
- Global Traveler - 1 of 5 sustainable wineries
- Napa Food and Vine
- Wine Soundtrack
- Eater San Diego
- CarpeTravel
- Always 5 Star



UPSIDE OPPORTUNITIES



- Reconfigure Tasting Room to expand bar and add seating
- Expand Tasting Room hours to grow sales and wine club
- Establish marketing budget to increase exposure and traffic
- Repurpose Library Wine Room for revenue generation
- Promote bookings for small weddings, private events and tours
- Build Online store as additional profit center for wine and marketing
- Partner with local popular restaurants for wine placements
- Add Deli Case for prepackaged food and snacks
- Create private VIP Wine Club area for Wine Club members
- Increase social media footprint and boost online ratings
- Move case storage from Production Building to offsite location
- Repurpose portion of Production Building for private tastings & tours





HISTORIC
DOWNTOWN
OLD
TOWN
Temecula

TO OUR TOGETHERNESS
SETTING US APART

AREA OVERVIEW

The City of Temecula is currently home to over 118,000 residents and along with the surrounding cities of Murrieta, Wildomar, Lake Elsinore and Menifee total approximately 550,000 in population. The City ranks in the top 13% Sales Tax Per Capita in all of California and is ranked the 8th Safest City in California. Temecula's median household income rose in 2022 to \$144,000 a 5% increase year over year. Tourism spending in Temecula Valley also grew in 2022 by 46% to almost \$1 billion dollars and the annual visitors also rose 28% to 3.2 million. Temecula's popular Wine Country has been named by USA Today and Wine Enthusiast as one of their Top Best Wine Regions.

Temecula Valley is a wine-plus spirited destination inspired by the vine with several distinct pillars: Southern California Wine Country, outdoor recreation and entertainment, small-town atmosphere, an evolving culinary scene, and its community of Makers. The destination is made up of curious mavericks, a behind-the-scenes tour reveals the source of their contagious energy. Visitors are intrigued by these accomplished and passionate people. It's how they work together in the fields, tanks, and kitchens that are setting them apart.



It doesn't take long for visitors to unwind and relax. The genuine welcome that is felt is endearing to travelers when they discover this unexpected gem and it always leaves them with a hope to return. Three to five days gives enough time to fill up on discoveries.

AREA DEMOGRAPHICS





City of Temecula
Population
117,885

Riverside County
Population
2,384,783

10 Mile Radius
Trade Area
304,644

20 Miles Radius
Trade Area
737,174

50 Mile Radius
Trade Area
7,823,808



Retail Sales
Generation
TOP 6%
IN CALIFORNIA
Ranked 34 out of 539 cities in CA
(FY 2015-16 HDL Companies)



Temecula Valley
Unified School
District
TOP 10%
TEST SCORES OF CA



Average Hotel
Occupancy
74.3%



Average Age
37.0

Average
Household Income
\$132,650



I-15 Freeway
169,000
VEHICLES PER DAY

Old Town Front St.
28,500
VEHICLES PER DAY





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