

# Tildio Winery

The winery is on 7.53 acres of land of which 6 acres are planted to six varietals. It is zoned AG 10 and a winery is a permitted use without any conditional use agreement.

1.25 acres of Sauvignon Blanc planted 2011  
1 acre of Chardonnay planted 2011  
1.75 acres of Syrah planted 2001  
1 acre of Tempranillo planted 2001  
.75 acres of Cabernet Franc planted 2001  
.25 acres Merlot planted 2023

We currently have no grape supply contracts.

Irrigation water is provided by Lake Chelan Reclamation district and is an annual allotment of 3-acre ft.

All irrigated acres are on a drip irrigation system.

Domestic water is also provided by the Reclamation District on a separate system.

Typical vineyard yield is averaging about 20 tons.

We have occasionally had some years where yields were reduced by extreme low Winter temperatures.

We have never had any pest infestations to speak of and produce fruit clean from mildew.

The winery and tasting room building is 4,200 sq ft.

It was built in 2004.

The first floor is hydronically heated with a high efficiency boiler.

The second story is heated/cooled by mini split systems.

There is a 5 ton glycol chiller system plumbed to thermostatically controlled wine tanks and a fan coil to chill the barrel room.

The winery building is on a septic system. The system is in good working order. It was last pumped several years ago.

The winery was built to produce up to 3000 cases per year. Production in the last few years has averaged closer to 1500 cases in order to keep pace with sales. We produce all wine on site and have in the distant past used excess capacity to do limited custom crush.

Our WSLCB license #086203 is valid and has never been cited with a violation.

Our TTB license BWN-WA-15009 is also valid

Our Chelan County Health Permit is valid.

Our insurance is through Liberty Mutual. Is current and has never had a claim.

The sale includes the land and structures as well as the Tildio Brand, all equipment, fixtures and inventory.

Current barrel inventory is 64 barrels all Sequin Moreau French oak in 1<sup>st</sup> 2<sup>nd</sup> or 3<sup>rd</sup> use.  
All barrels are 100% owned.

Our employees consist of:

Assistant Winemaker/Vinyard Manager on salary \$50K/yr (A person with a degree in fermentation science, totally capable of being Winemaker)

Tasting Room Sales Manager \$25/hr

3 part time tasting room assistants \$20/hr

1 Vineyard Foreman \$20/hr

Our business consists of tasting room sales and sales through our wine club. Our wine club has about 250 members and accounts for about 40% of sales. We do not do distribution.

Our POS software is with Square and our Wine Club and online store are processed through Shopify using an app called Bloom.

I am selling the business because I am turning 70 years old and am ready to retire.

My wife also recently passed away after a 2-year battle with cancer with me as the sole caregiver. That has limited how much energy and time I have been able to put into the business.

I am willing to carry the loan on the property at \$1,050,000 on a 30-year amortization at 5% interest rate with a balloon payment in 5 years.

I would require the additional \$700,000 as a down payment.

I am also willing to provide consulting as needed to allow for a smooth transition and consistency in wine production.

I have no interest in starting a new winery and would be willing to sign a non-compete agreement.

Milum Perry  
Owner/Winemaker  
Tildio Winery