

Offering Memorandum

STONELEDGE WINERY & VINEYARD
\$1,587,500

Turnkey Operation

Replacement Cost \$3,518,667

518 County Road 1403

Lometa, TX. 76853



OFFERING MEMORANDUM

STONELEDGE WINERY & VINEYARD

518 County Road 1403.

Lometa TX. 76853

Opportunistic Investment

CONTACT

DAVID FISHER, CCIM

dfisher@fisheradvisorsllc.com

PH: 936.320.3737



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Fisher Advisors LLC has been retained on an exclusive basis by the owner of the enclosed offering to market and sell his 100% ownership interests in Stoneledge Vineyard LLC for \$1,587,500 a 45% discount from replacement! The subject investment consists of a winery and vineyard business as a going concern operating on approximately 50 acres with stunning views. Stoneledge Winery and Vineyard sits adjacent to "Clos Du Vin", a proposed 73-acre planned residential development of 35 two-acre lots known as a vineyard community (the 73-acres is also available for sale -see broker for information). The subject investment consists of the winery and vineyard business operating from over 14,296 SF of improvements on approx. 50 "view acres" 100 feet above the adjacent Country Road 1403 in Lometa, TX, Lampasas County. The winery has over 8-years of goodwill with 20 medals to show including Platinum and Double Golds. In 2021, an MAI appraised value of \$2,718,667 (with 2021 land values of \$7,500 vs 2026 - \$20,000 per "large trac" acreage) also excluded state-of-the-art equipment "at-cost" \$550,000, inventory of \$250,000± (valued at 70% off retail) when combined reflects a replacement value of \$3,518,667 vs the list price. Irreplaceable at this price and truly **BEST WINERY DEAL IN THE TEXAS HILL COUNTRY!**

<https://stoneledge.wine/>

Stoneledge winery was founded in 2017 and has won many medals for its viticultural excellence including a Platinum for its Malbec and Double Gold for its Sangiovese 2019. The winery is currently operating significantly below capacity at an average 16% of its \$1.2 million Potential Gross Income (single harvest) and is supervised by one full-time vineyard manager who resides on the property, a tasting room staff member, *wine maker and *winery marketing manager that are able to continue their services if requested (* 2026 hires). The Owner's decision to retire has created an opportunity uniquely intrinsic to this offering ---whether you intend to enhance and expand the existing wine business and capitalize on a potential 84% upside, increase revenue by better utilization of the 4,800 SF air-conditioned events center, the addition of a premium RV park, or profit from the burgeoning retreat business, Stoneledge offers countless wealth generating and wealth preservation opportunities.

Out of the wineries 50 acres, eleven have been cultivated as a vineyard that produces 30-tons of premium grapes annually. There are seven different varieties with two "noble" i.e., Cabernet, Tempranillo, Syrah, Sangiovese, Mourvdr, Roussanne, and Albarinho. The property also includes 100% of the subterranean minerals and comprises many sophisticated improvements such as a technology-advanced lab room that allows precise testing and monitoring for sugar content ---a prerequisite for top-quality production. The wine shop boasts a high-end horizontal wine press, various sized "jacketed" capacity tanks of (1) 1kL, (2) 2kL, (4) 4kl, and (1) 6kL, and a spacious well-designed tasting room. Near to the wine shop is a 4,800 SF event-pavilion with full kitchen, stage and furniture sufficient to accommodate over 200 guests. It has been the site of many memorable events, including concerts and weddings.

Additionally, the well-equipped vineyard shop comes with a fully furnished second floor apartment and office that is an ideal arrangement for the current live-in vineyard manager. Located within the vineyard shop is a highly advanced irrigation drip-system that incorporates soil drought monitors at one foot, and three-foot intervals and adjusts automatically based on real-time soil data. A high perimeter fence protects the vines against pests, birds, and other wildlife thus allowing for maximized wine production. The investment includes wine blend recipes, plus four+ months of training and teaching the business and recipes for the special wine blends.

* * * * *

Top 50 Texas Wines: Stoneledge Winery was featured in 2018 as a top 50 winery in the Texas Monthly!

Organic Cooling: The Barrel Room was built into the hillside to take advantage of the natural geothermal cooling that the hill side naturally provides and houses 100 barrels with space for increased capacity. The winery features a modern tank room with variable-capacity tanks and a computerized horizontal wine press. The tasting room seats 38 and includes a glass curtain-wall overlooking the tank room, providing visitors an unobstructed view into the winemaking process. An outdoor patio with stone tables and benches, along with seating under oak trees, offers stunning views of the Colorado River Valley.

Tank Room: The Tank Room currently has hoses connected to the harvest processing equipment that allow the crushed grapes to be directly transferred into any fermentation tank. There is an elevated walkway around the tanks for access from the top. A chiller system connected to all the tanks can lower temperatures to zero degree if needed.

Barrel Room: Linked to the tank room above via pipelines for seamless wine transfer is the Barrel Room. It is insulated with galvanized metal for easy maintenance and equipped with dual air conditioning units and UV light sanitizers to control temperature and humidity. A humidifier maintains optimal conditions for aging wine.

Utilities & Infrastructure: The property includes a water well and rainwater collection system, comprehensive electric coverage, and a private internet network.

Note: Seller's adjacent custom home at 5,000 SF on 26.5 acres is also available for \$2,250,000.



The current grape production from the vineyard is about 30 tons. In ideal conditions this **could increase to about 50 tons.** Or 10 tons per acre as above = 110 tons.

- At the current production, 30 tons produces conservatively 150 gallons of wine per ton or 4,500 gallons = 17,034 liters = 1,893 cases. 22,716 bottles. Or in the best conditions, a max (10 tons per acre (UC Davis above) x 11 acres) = 110 tons x 150 gals = 16,500 gals. 6,941 cases (83,292 bottles) for one Harvest.
- The current tank capacity for producing wine is 28,000 liters supporting production of 3200 cases 38,400 bottles. Wine production could be doubled using the current equipment by first processing the estate grapes which harvest in July then process the same tonnage of grapes purchased in bulk from the High Plains grapes which harvest in September-October.
- All real estate, equipment, licenses, and permits are owned by Stoneledge Vineyard LLC. I am the sole member and 100% owner of the LLC. There are no mortgages or liens on any of the real estate or equipment.
- There is 50 +/- acres of land (additional 73 contiguous acres available). The vineyard is 11 acres cultivated with 7 varieties of grapes.
- There is approximately 15,000 sq ft of buildings consisting of the barrel room, winery/tasting room, event center and vineyard shop. There is all equipment necessary to maintain the vineyard, process the grapes and make and store wine. There is approximately \$500,000 of finished wine in the barrel room.
- MAI appraiser would defend current land value at \$25,000 an acre. \$1,250,000!



Disclosure and NDA: Upon signing a NDA and submitting proof of funds that would be available for the acquisition of this offering, we will provide you with the following information: Profit & loss financial statements for '22,'23,'24, a detailed FF&E "Assets List", replacement cost breakdown, land comps., and a 10-year P&L projection for an add-value component that could generate 32% IRR with a detailed cost breakdown.

This Offering Memorandum (OM) is subject to prior placement and withdrawal, cancellation or modification without notice. Information submitted to you is done on a confidential basis for your use in connection with your consideration of the investment opportunity described herein. Projections & assumptions contained in this OM and/or information relayed by Broker have been provided by sources deemed reliable. No representation or warranty is made, however, as to the accuracy or completeness of such information, and nothing contained in this prospectus is or shall be relied on as a promise to future projections. It is expected that you will conduct your own independent investigations and analysis of this offering and you hereby expressly indemnify and hold Broker harmless from any liability that might arise from statements made during the course of your independent investigation that may prove to be incorrect.

Your acceptance of this memorandum constitutes your acceptance of the above terms. If you are unable to, or wish not to abide by the aforementioned conditions please delete, destroy or return the marketing materials to the Broker addressed here.

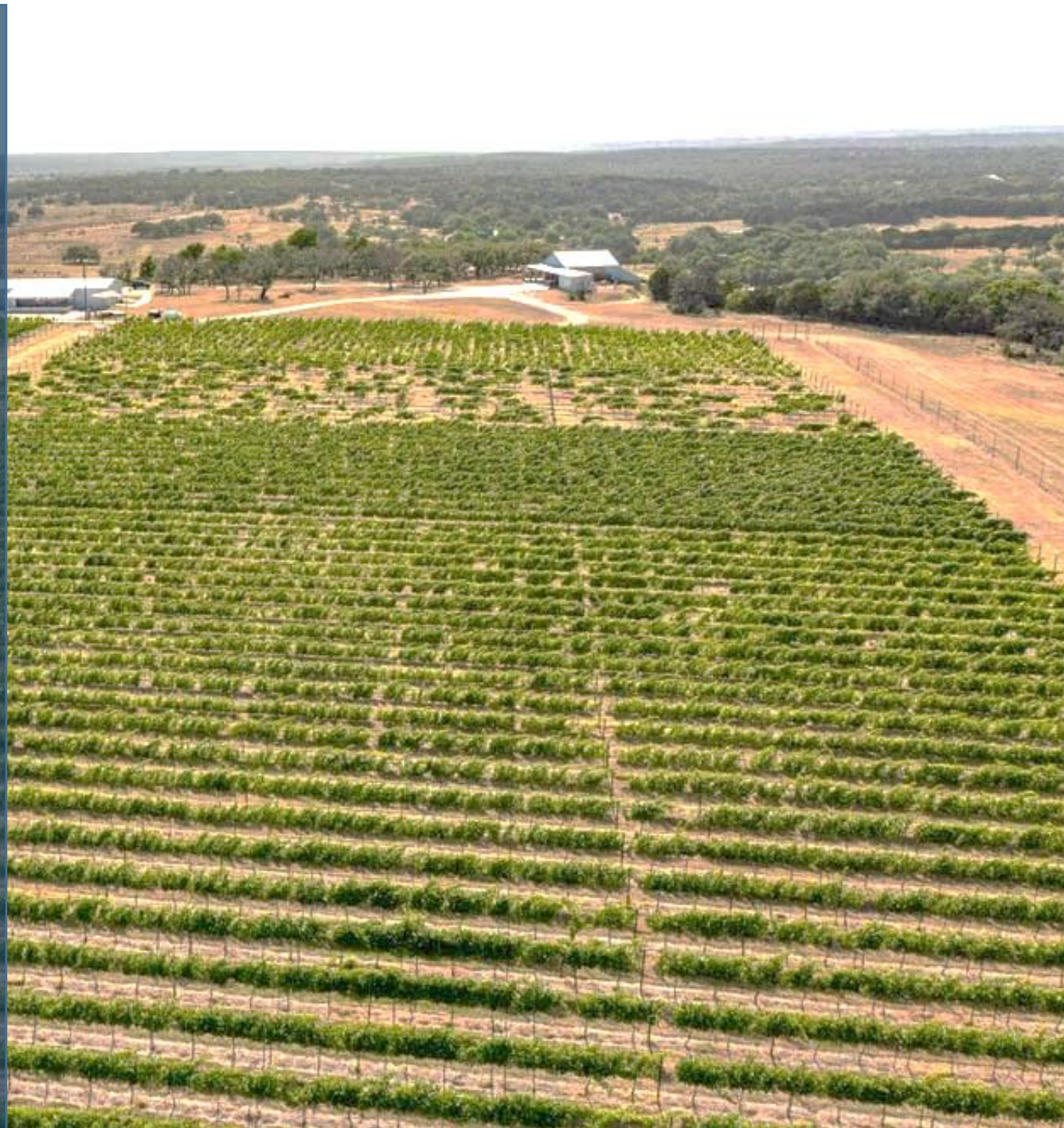
David Fisher, CCIM
21 Waterway Avenue, Suite 300
The Woodlands, TX 77380
(936) 320-3737
dfisher@fisheradvisorsllc.com

50 Acres

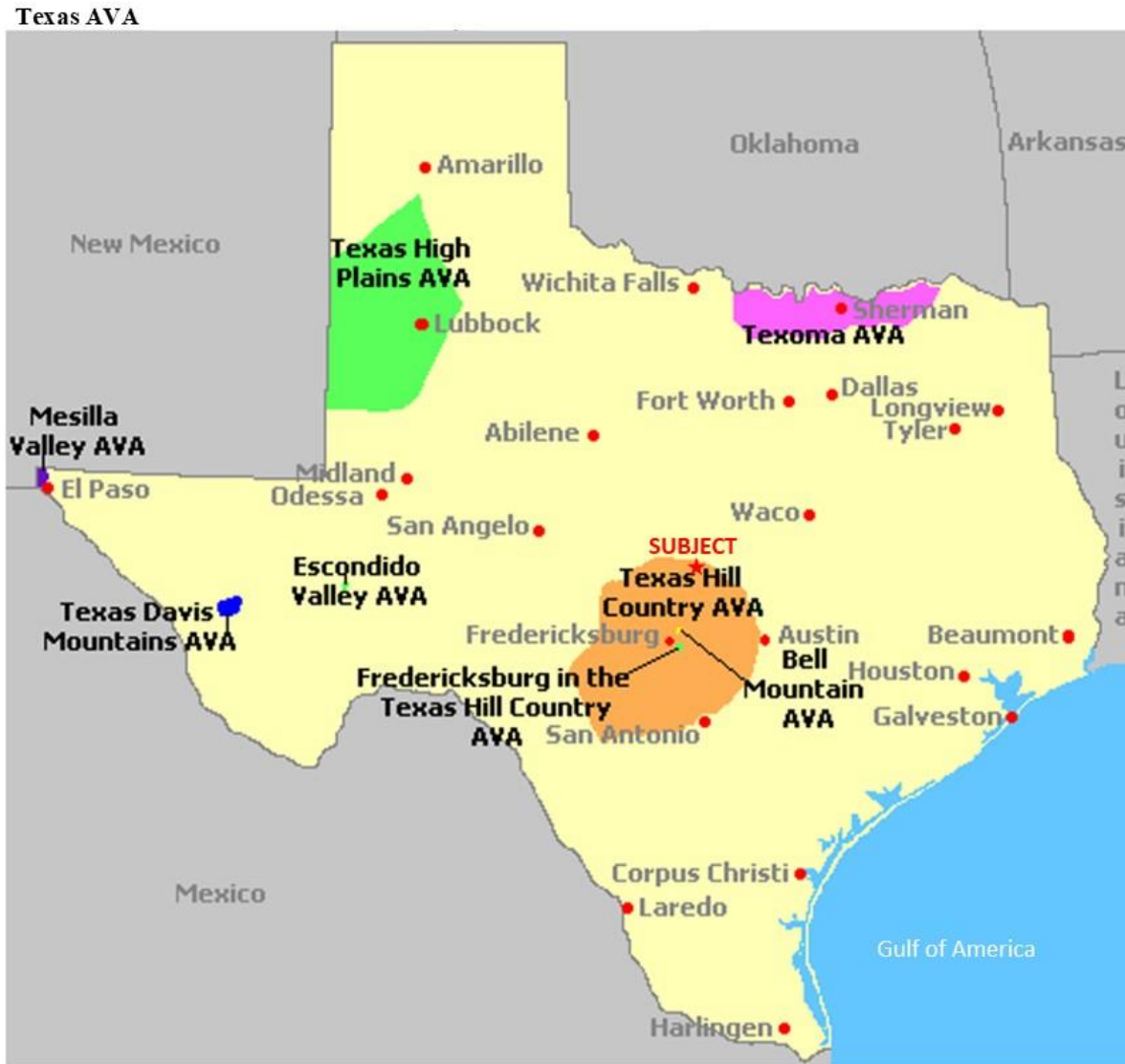
STONELEDGE WINERY & VINEYARD
518 County Road 1403
Lometa, TX. 76853

OFFERING OVERVIEW

- *31+ % IRR (Winery only projected)
- *54+ % IRR (RV or Retreat est.)
**6.3X Multiple Yr.-3 NOI-Projected*
- 45% Below Replacement !
- In-Place FF&E
- 11 Cultivated Acres
- Operating Viticulture Estate
- Over 14,296SF Constructed
- Prime Vineyard Terrior
- State-Of-The-Art Irrigation
- Seven Grape Varietals (2 Noble)
- 100% Location



Texas Hill Country Wineries



The name Lometa originates from an English transliteration of the Spanish word Lomita for "Little hill". The "Little Hill" is a mesa located less than a mile north of the property and is captured in the background on the preceding page three of this OM.

Stoneledge Winery and Vineyard is located in rural Lampasas County about 70 miles northwest of Austin, and 65 miles north of Fredericksburg ---the area often referred to as the "Napa Valley of Texas". Lometa lies within The Texas Hill Country AVA with Fredericksburg serving as its epicenter.

The Texas Hill Country is known for its large concentration of wineries and is a popular wine tourism destination in the US, second only to Napa Valley.

Texas Hill Country:

While known for its wineries and wine tourism, the Hill Country also cultivates a mix of white and red grapes, with a significant portion of the acreage dedicated to white varieties. Stoneledge Vineyard is currently cultivating six red grape varieties, two of which are "noble" and one white "Roussanne"

The topography of the area ranges from open rolling prairie to high plateaus with scenic wooded valleys and sides. The area drains southeast toward the Lampasas River and ultimately into the Brazos River, approximately 85 miles east.

- **Texas has a growing wine industry within the US**, second only to Napa Valley, California.
- **Wine agritourism** is expected to spark increased consumption of domestic and Texas-made wines.
- **Top Family-Friendly Destination:** Fredericksburg was recognized as the top family-friendly destination of 2024 by Yelp, with searches for "family friendly" in the city surging.
- **Best Places to Travel:** Forbes Advisor named the Texas Hill Country with Fredericksburg being among the top travel places in the South, as part of its 50 best places to travel in 2024.
- **Yelp Searches:** Yelp compiled the list by comparing cities where "family friendly" searches increased.
- **CNN Travel:** CNN Travel named the Texas Hill Country one of the best places to visit in the world in 2024.
- **Hill Country Popularity:** Fredericksburg is a popular destination in the Texas Hill Country, known for its charm, culture, food, shopping, and outdoor activities.

POTENTIAL REVENUE STREAMS

- Winery & Vineyard
- Premium RV Destination (Easily accommodate 20 pads)
- Corporate Retreat
- Bed & Breakfast Inn
- Wedding and Special Events Center
- Minerals Included
- Ideal for 1031 Exchange
- Winery & Vineyard Promote, Market & Expand
- Wine trail Tour Connected to Fredericksburg
- ✓ Full Asset List Provided with Signed NDA
- ✓ Owner Financing (Call to discuss)

RV PARK

Beneficial Economic Factors That Drive On-Site DTC Sales

Offer 20+ premium RV view sites, modern hook-ups, restrooms/showers, pavilion, volleyball court, cornhole, washers dryers, high speed internet. Pricing includes full access to wine tasting and specialty night at the pavilion.

\$40/night per site for 2 adults - Each additional adult \$10/person per night - ALL kids 12 & under are FREE - RV Rental \$150/night (two night minimum)

The future for RV camping in Lampasas County, Texas, is experiencing a significant expansion, driven by major state park development, rising demand for Central Texas tourism, and a shift towards higher-quality, amenity-driven sites. The area is pivoting towards becoming a major outdoor destination hub, with 2026–2029 acting as key transition years for new infrastructure.

1. Major State Park Development (Post Oak Ridge) 5-miles southwest of the subject property and is expected in 2026

- **New State Park: Post Oak Ridge State Park**, a 3,000-plus acre site spanning Lampasas and Burnet counties along the Colorado River.
- **Impact:** This project is part of a \$1 billion investment in Texas state parks to boost public land access, providing a new destination near the existing Colorado Bend State Park.

2. Private RV Park Growth & Upgrades

- Lampasas RV Ranch, features 49 sites and plans for further development on 10 additional acres to accommodate high demand.
- **The "Resort" Shift:** The industry is shifting from simple, rustic sites to modern, amenity-focused "resort-style" RV parks. This includes high-speed internet for remote workers, on-site activities, and modern hookups.
- **High Occupancy:** As part of the rapidly growing Austin metro area corridor, Lampasas is seeing consistent, near-capacity occupancy in private parks, driving demand for new development.

3. Increased Demand and Changing Regulations

- **Regulatory Changes:** The Lampasas County Commissioners Court is actively modifying subdivision regulations to manage the influx of new RV park projects efficiently.
- **Extended Stay Demand:** The area is increasingly popular with "roaming residents" and professionals commuting to the Austin area, leading to more long-term, high-quality RV site demand rather than just weekend camping.

4. Eco-Tourism and Tourism-Friendly Focus

- **Tourism Certification:** The City of Lampasas has been named a "Tourism Friendly Texas Certified Community," acknowledging its role in boosting visitors through regional tourism.
- **Nature-Based Tourism:** The future focus is on nature-driven activities like the Topsey Exotic Ranch, sulphur springs pool (Hancock Park), and hiking/wildlife viewing in the rural areas.

Summary of Future Outlook

The next few years (2026–2030) will likely see a surge in high-quality, private RV infrastructure development to meet the immediate needs of remote workers and tourists, culminating in the opening of the large-scale Post Oak Ridge State Park, which will secure Lampasas County as a major Texas Hill Country camping destination.

ADD-VALUE OPPORTUNITY

Drive On-Site DTC Sales
Beneficial Economic Factors
No Competition

Corporate Retreats: Retreats are thriving in 2025. As companies face new challenges in hybrid/remote work models and distributed teams, the retreat remote setting has become imperative for maintaining cohesion and boosting productivity. And wineries with their accompanying vineyards are a natural, best fit solution to this paradigm shift in a company's approach to employee production and retention

With 32.6 million Americans projected to work remotely by the end of 2025, as stated by *Forbes*, the need for face-to-face interactions has never been more pressing. These outings offer an opportunity to bridge the gap between virtual and in-person collaboration, addressing challenges like isolation, stress, and disconnection that plague remote workers.



NEW REVENUE RESOURCE 54% IRR!

Retreats = Untapped revenue-generating resource that can increase DTC wine sales by 27% to 40%.

From enhancing creativity to improving team communication, the benefits of corporate retreats are backed by hard data. Here are **5 eye-opening statistics** that prove why these events are no longer optional but essential for business success in 2025 and beyond ---and winery/vineyard businesses are uniquely positioned to supply this demand!

1. **Strengthens Professional Connections:** In a [Skift survey](#) of over 1,000 corporate travelers, two-thirds of respondents said it is difficult to build professional connections in a virtual environment.
2. **Encourages Creativity:** A third of employees feel at their most creative outside of a traditional work office environment. Of the more than 1,000 respondents, 34% said their most creative ideas happen during business trips.
3. **Encourages innovation:** [Zoom burnout](#) is a real phenomenon sweeping the world as companies host their meetings, events, and company retreats on the video telecommunication platform. A 2021 study published in the journal [Nature](#) found that Zoom brainstorming sessions may actually hinder creativity. An in-person retreat can jump-start innovative ideas when all team members are in the same space.
4. **Boosts employee morale:** According to [Stratos](#), [83% of workers](#) see corporate travel as a benefit to their job. Giving employees a change of scenery by hosting a destination retreat and paying for travel expenses will boost employee morale and can even be a job perk to attract top talent.
5. **Improves culture:** It is difficult to maintain a strong company culture in a remote or hybrid working environment. According to [TeamStage](#), 46% of job seekers see company culture as a deciding factor when applying for jobs, while 88% say company culture is, at the very least, relatively important. A company retreat focused on employee well-being and engagement can improve the company culture and make a company more attractive to top talent.

New Revenue Cont.

We heard President Trump say at The State of The Union Address to Congress, “America is back!” And the results speak for themselves. For the first time in modern history, more Americans believe our country is heading in the right direction *rather than the wrong direction* – a stunning 27-point swing!

All vintners and wineries should plan now, make the necessary strategic adjustments, and prepare for the significant changes about to take place and position their businesses accordingly!

There are new, un-tapped revenue streams on the horizon uniquely benefiting vineyard owners and now is the time to reassess and capitalize on the incoming tide of opportunity. There are fantastic times ahead for vintners and the wine industry ---especially those who see and understand the shifting tides and make the essential adjustments.

While there are many wine related income generating ideas as noted previously in this OM, there is one specifically that stands out as exceptional. Based upon our analysis of the data metrics (some presented here), it is our opinion that the investment described herein should be augmented with a retreat component ---it would be an ideal fit. One which would allow a savvy entrepreneur to capitalize on this paradigm shift in the transforming employer/employee relationship.

RETREAT GENERATORS

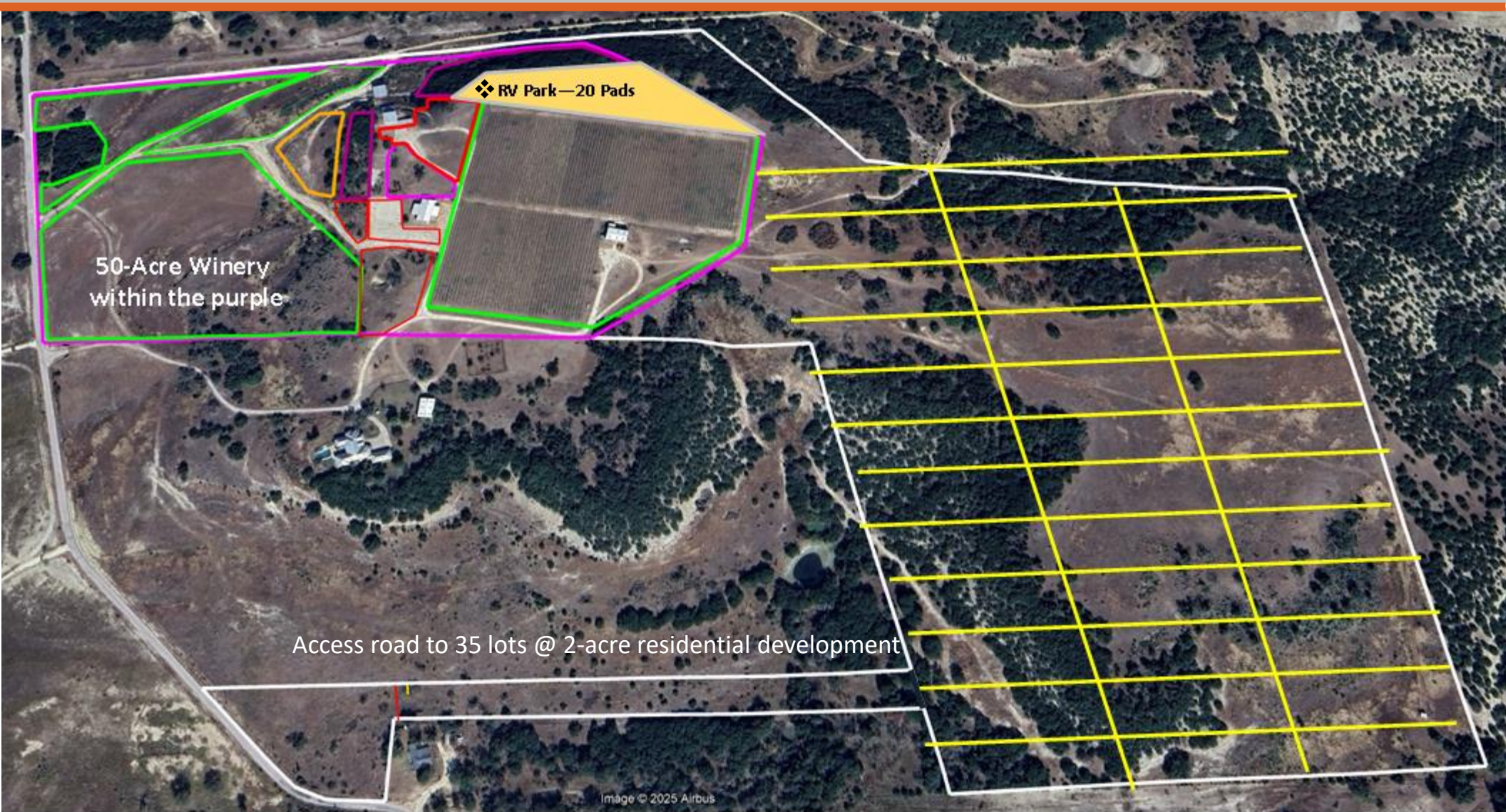
- All-inclusive pricing options (Arrival gift basket, food, happy hour, activities)
- Fast, reliable internet everywhere (including outdoors)
- Multiple meeting spaces
- Plenty of power outlets
- Semi-private cabins (sleeps two)
- Comfy sleeping arrangements
- Airport transportation
- Team building activities
- Something to brag about
- Chill space for downtime
- Flexible cancellation policies
- Support staff
- Multiple food options



Proposed 55 Acre
Vineyard Community
"Clod Du Vin"

ASSUMPTIONS: Retreat & Expansion

- A- *New Vine 1.5 Acres Chardonnay
- B- *New Vine 1.5 Acres Chenin Blanc
- C- *New Vine 1.5 Acres Viognier
- D- *New Vine 2.3 Acres Sauvignon Blanc
- 1. New 2,500 SF Main House
- 2. Fountain (2)
- 3. Cabins (30 @ 350 SF / 2 Queen Beds)
- 4. 1.25 Acre Pond & Fountain
- 5. *Sky-Walk Tree-Top Course (13-Platforms)
- 6. *ZipLine Course (7-Stations)
- 7. Tractor Pulled Hay Ride Trail
- 8. *Table Tennis (2 Tables)
- 9. Horseshoe Pit
- 10. Corn Hole Toss
- 11. *Bounce Ball
- 12. *Archery Range (10)
- 13. *Miniature Golf (18-Hole)



- ❖ Could easily accommodate 20 RV pads in a mid to premium range facility i.e., Wifi, bathroom & showers, laundry, rear patios, side car park, dog park, all utilities, atop a spectacular vista.



*Clos Du Vin
Vineyard Estates
55 (1) Acre lots with grape
vines allocated thorough
this highly successful
planned development.*



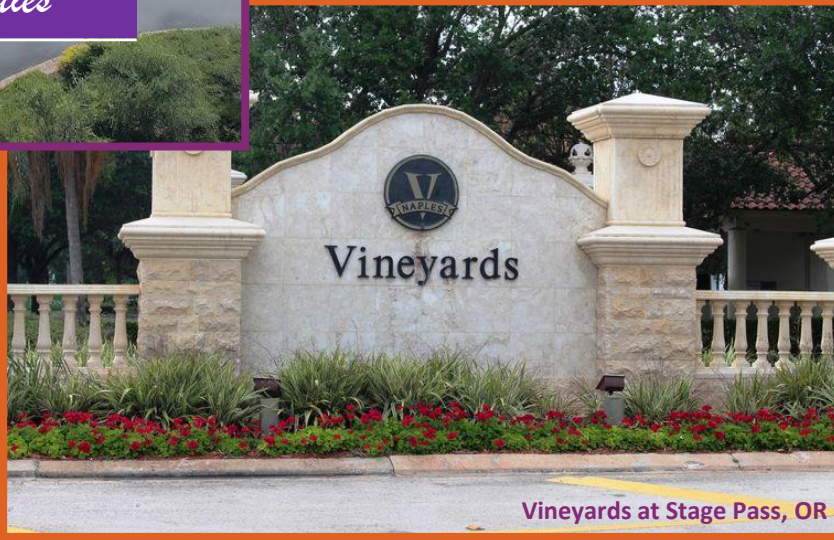
Stable Property Values



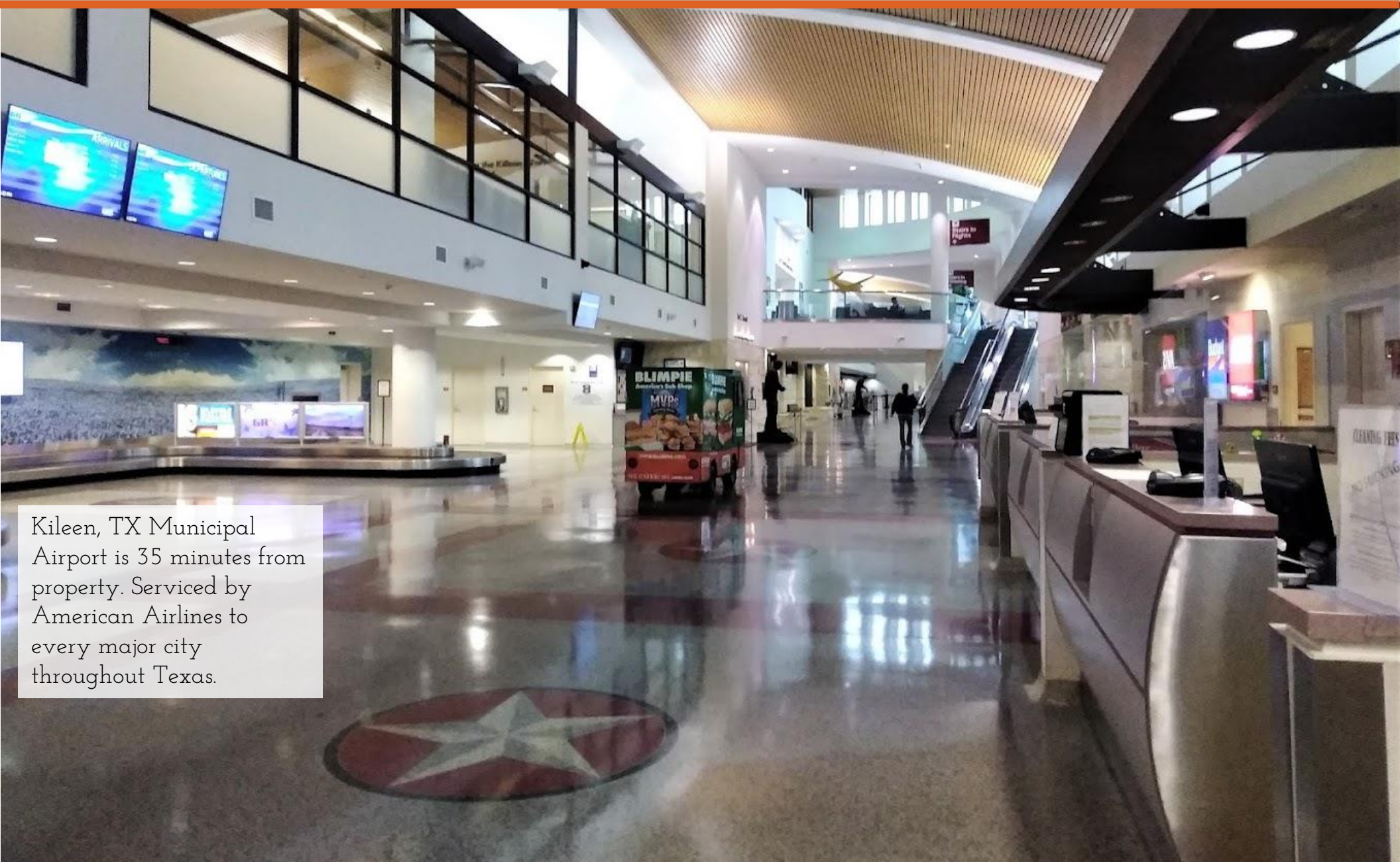
Incredible Vineyard Community Views



*Friendly
Vineyard
Community*







Kileen, TX Municipal Airport is 35 minutes from property. Serviced by American Airlines to every major city throughout Texas.

| | <u>Jan - Dec '22</u> |
|---|----------------------|
| Ordinary Income/Expense | |
| Income | |
| 47900 — Wine Sales | 249,009.58 |
| 47950 — Grape Sales | 27,333.00 |
| Total Income | <u>276,342.58</u> |
| Gross Profit | 276,342.58 |
| Expense | |
| 60000 — Advertising and Promotion | 5,965.81 |
| 60100 — Digital Media | 1,013.02 |
| 60200 — Automobile-Pickup Expense | 5,670.27 |
| 60400 — Bank Service Charges | 691.00 |
| 61000 — Business Licenses and Permits | 350.00 |
| 61010 — Entertainment/Events (Tast/Pav) | 6,000.03 |
| 61020 — Food (Pavillon/Tasting) | 5,921.09 |
| 61400 — Charitable Contributions | 0.00 |
| 62400 — Depreciation Expense | 90,713.12 |
| 62500 — Dues and Subscriptions | 3,715.50 |
| 62550 — Well Water/Lab Testing | 257.16 |
| 62600 — Equipment Rental | 1,872.25 |
| 63300 — Insurance Expense | 6,013.00 |
| 63400 — Interest Expense | 22,493.55 |
| 63410 — Federal Tax Payments | 7,612.90 |
| 63415 — TX Workforce (Unemployment Tax) | 546.29 |
| 63420 — Texas Wine/Tobacco Taxes | 11,044.11 |
| 63425 — Taxes - Property | 8,361.34 |
| 63435 — Mortgage Expense | 0.00 |
| 63440 — Credit Card Processing | 5,686.90 |
| 63450 — Wine Shipping and Storage | 2,894.05 |
| 63462 — Wine Competition | |
| 63460 — Winery Chemicals + Supplies | 8,624.40 |
| Total 63462 — Wine Competition | <u>8,624.40</u> |
| 63465 — Tasting Room Supplies | 1,659.41 |
| 63470 — Vineyard Chemicals +Supplies | 603.00 |

| | |
|--|--------------------------|
| 63500 — Small Tools & Equipment | 958.55 |
| 64300 — Meals | 243.99 |
| 64700 — Miscellaneous Expense | 2,877.10 |
| 64750 — Fuels | 350.00 |
| 65600 — Payroll Expenses 2022 | 95,046.09 |
| 65700 — Contract Labor | 8,113.00 |
| 66000 — Computer and Internet Expenses | 6,379.74 |
| 66400 — Office Supplies | 86.56 |
| 66500 — Postage and Delivery | 333.42 |
| 66600 — Printing and Reproduction | 324.26 |
| 66700 — Professional Fees | 5,159.00 |
| 66710 — Legal Fees | 154.00 |
| 67200 — Repairs and Maintenance | 11,105.40 |
| 68100 — Telephone Expense | 3,482.77 |
| 68600 — Utilities | 11,027.98 |
| Total Expense | <u>343,350.06</u> |
| Net Ordinary Income | -67,007.48 |
| Other Income/Expense | |
| Other Expense | |
| 80000 — Ask My Accountant | 0.00 |
| Total Other Expense | <u>0.00</u> |
| Net Other Income | <u>0.00</u> |
| Net Income | <u><u>-67,007.48</u></u> |

EBITDA \$80,139

| | <u>Jan - Dec '23</u> |
|--|----------------------|
| Ordinary Income/Expense | |
| Income | |
| 47900 — Wine Sales | 146,642.13 |
| 48000 — Misc Sales | 5,103.33 |
| 48100 — Government ERC | <u>35,543.44</u> |
| Total Income | 187,288.90 |
| Cost of Goods Sold | |
| 52900 — Purchases - Resale Items | <u>3,072.64</u> |
| Total COGS | <u>3,072.64</u> |
| Gross Profit | 184,216.26 |
| Expense | |
| 60000 — Advertising and Promotion | 3,963.65 |
| 60001 — Employment services | 249.74 |
| 60100 — Digital Media | 826.94 |
| 60200 — Automobile-Pickup Expense | 1,595.43 |
| 60350 — Paymentech | 53.20 |
| 60400 — Bank Service Charges | 749.61 |
| 61000 — Business Licenses and Permits | 4,441.89 |
| 61010 — Entertainment/Events (Tast/Pav) | 4,095.30 |
| 61020 — Food (Pavillon/Tasting) | 3,534.98 |
| 62500 — Dues and Subscriptions | 985.00 |
| 62550 — Well Water/Lab Testing | 68.38 |
| 63300 — Insurance Expense | 7,836.00 |
| 63400 — Interest Expense | 2,683.13 |
| 63409 — FUTA | 341.87 |
| 63411 — Employer Tax contribution | 6,307.31 |
| 63412 — Federal Tax Overpayment | -424.66 |
| 63415 — TX Workforce (Unemployment Tax) | 124.12 |
| 63416 — TABC Excise Tax | 169.00 |
| 63417 — Sales Tax | 6,824.34 |
| 63418 — Federal Excise Tax | 99.10 |
| 63440 — Credit Card Processing | 419.40 |
| 63441 — Wine Direct | 9,730.41 |

| | |
|--|-------------------|
| 63442 — Commerce7 | 499.44 |
| 63450 — Wine Shipping and Storage | 3,289.73 |
| 63451 — Bottom Line Savings | 8,885.87 |
| 63461 — Wine Labels | 2,651.02 |
| 63462 — Wine Competition | |
| 63460 — Winery Chemicals + Supplies | 3,493.94 |
| 63462 — Wine Competition - Other | <u>410.00</u> |
| Total 63462 — Wine Competition | 3,903.94 |
| 63465 — Tasting Room Supplies | 2,400.74 |
| 63470 — Vineyard Chemicals +Supplies | 1,176.73 |
| 63500 — Small Tools & Equipment | 75.76 |
| 64300 — Meals | 409.39 |
| 64700 — Miscellaneous Expense | 408.75 |
| 64750 — Fuels | 3,318.07 |
| 65000 — Payroll Expense | 79,544.00 |
| 65700 — Contract Labor | 8,720.50 |
| 66000 — Computer and Internet Expenses | 1,582.09 |
| 66100 — Computer Software Subscriptions | 1,897.97 |
| 66400 — Office Supplies | 473.80 |
| 66500 — Postage and Delivery | 181.37 |
| 66600 — Printing and Reproduction | 122.74 |
| 66700 — Professional Fees | 4,650.00 |
| 67200 — Repairs and Maintenance | 3,911.70 |
| 68100 — Telephone Expense | 2,945.33 |
| 68600 — Utilities | <u>11,830.94</u> |
| Total Expense | <u>197,554.02</u> |
| Net Ordinary Income | -13,337.76 |
| Other Income/Expense | |
| Other Income | |
| 70500 — Proceeds from Sale of Assets | <u>839.56</u> |
| Total Other Income | 839.56 |
| Other Expense | |
| 80000 — Ask My Accountant | <u>394.30</u> |
| Total Other Expense | <u>394.30</u> |
| Net Other Income | 445.26 |
| Net Income | <u>-12,892.50</u> |

EBITDA \$3,881

| | <u>Jan - Dec '24</u> |
|---|----------------------|
| Ordinary Income/Expense | |
| Income | |
| 47900 — Wine Sales | 102,448.43 |
| 47950 — Grape Sales | 11,332.80 |
| 48000 — Misc Sales | <u>6,940.16</u> |
| Total Income | 120,721.39 |
| Cost of Goods Sold | |
| 52900 — Purchases - Resale Items | <u>51.05</u> |
| Total COGS | <u>51.05</u> |
| Gross Profit | 120,670.34 |
| Expense | |
| 60000 — Advertising and Promotion | 1,614.19 |
| 60100 — Digital Media | 3,732.74 |
| 60400 — Bank Service Charges | 319.80 |
| 61010 — Entertainment/Events (Tast/Pav) | 4,615.50 |
| 62500 — Dues and Subscriptions | 340.00 |
| 62550 — Well Water/Lab Testing | 35.02 |
| 62600 — Equipment Rental | 327.00 |
| 63300 — Insurance Expense | 1,340.09 |
| 63409 — FUTA | 384.72 |
| 63411 — Employer Tax contribution | 3,511.00 |
| 63415 — TX Workforce (Unemployment Tax) | 45.03 |
| 63416 — TABC Excise Tax | 184.57 |
| 63417 — Sales Tax | 4,718.33 |
| 63425 — Taxes - Property | 8,881.38 |
| 63440 — Credit Card Processing | -34.95 |
| 63441 — Wine Direct | 0.00 |
| 63442 — Commerce7 | 887.53 |
| 63450 — Wine Shipping and Storage | 2,752.27 |
| 63470 — Vineyard Chemicals +Supplies | 40.00 |
| 64750 — Fuels | 2,192.31 |
| 65000 — Payroll Expense | 35,190.24 |
| 65700 — Contract Labor | 8,564.25 |

| | |
|---------------------------------|-------------------------|
| 66700 — Professional Fees | 2,460.00 |
| 67200 — Repairs and Maintenance | 2,286.00 |
| 68100 — Telephone Expense | 937.55 |
| 68600 — Utilities | <u>7,383.47</u> |
| Total Expense | <u>92,708.04</u> |
| Net Ordinary Income | <u>27,962.30</u> |
| Net Income | <u>27,962.30</u> |

EBITDA \$45,969

| 1 | STONELEDGE VINEYARD & WINERY | Yr 1 (25%) | Yr 2 (*50%) | Yr 3 (*70%) | Yr 4 (*80%) | Yr 5 *47%) |
|----|---|-------------------|-------------------|-------------------|-------------------|---------------------|
| | Est. (2,840 cases - 34,074 btls x \$35= per harvest ** = \$1,192,590 x 2 (harvests) = \$2,285,180 (5,680 cases - \$420 ea.) | | | | | |
| 2 | | \$ 1,192,590 | \$ 1,192,590 | \$ 1,192,590 | \$ 1,192,590 | \$ 2,285,180 |
| 3 | PROFIT & LOSS | Yr 1 (25%) | Yr 2 (50%) | Yr 3 (75%) | Yr 4 (100%) | Yr 5 (60%) |
| 4 | (DTC) Direct Sales (Cellar Door) 20% | \$ 59,630 | \$ 119,259 | \$ 166,963 | \$ 190,814 | \$ 214,807 |
| 5 | (DTC) Wine Club Membership 45% | \$ 134,166 | \$ 268,333 | \$ 375,666 | \$ 429,332 | \$ 483,316 |
| 6 | (DTC) Online 10% | \$ 29,815 | \$ 59,630 | \$ 83,481 | \$ 95,407 | \$ 107,403 |
| 7 | Retail (35% Disc \$273 pc) 10% | \$ 29,815 | \$ 59,630 | \$ 83,481 | \$ 95,407 | \$ 107,403 |
| 8 | Wholesale (35% Disc \$273 pc) 5% | \$ 14,907 | \$ 29,815 | \$ 41,741 | \$ 47,704 | \$ 53,702 |
| 9 | (DTC) Onsite (<i>Non-Retreat</i> Tastings, Tours) 10% | \$ 29,815 | \$ 59,630 | \$ 83,481 | \$ 95,407 | \$ 107,403 |
| 10 | *Onsite Wine Revenue | \$ 298,148 | \$ 596,295 | \$ 834,813 | \$ 954,072 | \$ 1,074,035 |
| 11 | | | | | | |
| 12 | TOTAL WINE REVENUE | \$ 298,148 | \$ 596,295 | \$ 834,813 | \$ 954,072 | \$ 1,074,035 |

| 1 | STONELEDGE VINEYARD & WINERY | Yr 6 (*52%) | Yr 7 (*62%) | Yr 8 (*65%) | Yr 9 (*67%) | Yr 10 (*69%) |
|----|---|---------------------|---------------------|---------------------|---------------------|---------------------|
| | Est. (2,840 cases - 34,074 btls x \$35= per harvest ** = \$1,192,590 x 2 (harvests) = \$2,285,180 (5,680 cases - \$420 ea.) | | | | | |
| 2 | | \$ 2,285,180 | \$ 2,285,180 | \$ 2,285,180 | \$ 2,285,180 | \$ 2,285,180 |
| 3 | PROFIT & LOSS | Yr 6 (60%) | Yr 7 (70%) | Yr 8 (80%) | Yr 9 (90%) | Yr 10 (100%) |
| 4 | (DTC) Direct Sales (Cellar Door) 20% | \$ 237,659 | \$ 283,362 | \$ 297,073 | \$ 306,214 | \$ 315,355 |
| 5 | (DTC) Wine Club Membership 45% | \$ 534,732 | \$ 637,565 | \$ 668,415 | \$ 688,982 | \$ 709,548 |
| 6 | (DTC) Online 10% | \$ 118,829 | \$ 141,681 | \$ 148,537 | \$ 153,107 | \$ 157,677 |
| 7 | Retail (35% Disc \$273 pc) 10% | \$ 118,829 | \$ 141,681 | \$ 148,537 | \$ 153,107 | \$ 157,677 |
| 8 | Wholesale (35% Disc \$273 pc) 5% | \$ 59,415 | \$ 70,841 | \$ 74,268 | \$ 76,554 | \$ 78,839 |
| 9 | (DTC) Onsite (<i>Non-Retreat</i> Tastings, Tours) 10% | \$ 118,829 | \$ 141,681 | \$ 148,537 | \$ 153,107 | \$ 157,677 |
| 10 | *Onsite Wine Revenue | \$ 1,188,294 | \$ 1,416,812 | \$ 1,485,367 | \$ 1,531,071 | \$ 1,576,774 |
| 11 | | | | | | |
| 12 | TOTAL WINE REVENUE | \$ 1,188,294 | \$ 1,416,812 | \$ 1,485,367 | \$ 1,531,071 | \$ 1,576,774 |

| 1 | STONELEDGE VINEYARD & WINERY | Yr 1 (25%) | Yr 2 (*50%) | Yr 3 (*70%) | Yr 4 (*80%) | Yr 5 *47%) |
|----|---|-------------------|-------------------|-------------------|-------------------|-------------------|
| 20 | COGS | | | | | |
| 21 | (\$750 per acre) Grape Harvest - July | \$ 8,250 | \$ 8,250 | \$ 8,250 | \$ 8,250 | \$ 8,250 |
| 22 | July Winemaking Labor & Materials | \$ 20,870 | \$ 41,741 | \$ 58,437 | \$ 66,785 | \$ 73,583 |
| 23 | Bottling and Packaging | \$ 20,870 | \$ 41,741 | \$ 58,437 | \$ 66,785 | \$ 73,583 |
| 24 | *Sept. Bulk Purchs - (\$3,200 PT 45 tons) | \$ - | \$ - | \$ 72,000 | \$ 96,000 | \$ 144,000 |
| 25 | Sept. Winemaking Labor & Materials | \$ - | \$ - | \$ 58,437 | \$ 66,785 | \$ 73,583 |
| 26 | Bottling and Packaging | \$ - | \$ - | \$ 58,437 | \$ 66,785 | \$ 73,583 |
| 27 | TOTAL COGS | \$ 49,991 | \$ 91,731 | \$ 313,998 | \$ 371,390 | \$ 446,581 |
| 28 | | | | | | |
| 29 | Wine Only Gross Profit | \$ 248,157 | \$ 504,564 | \$ 520,815 | \$ 582,682 | \$ 627,453 |
| 30 | | | | | | |

| 1 | STONELEDGE VINEYARD & WINERY | Yr 6 (*52%) | Yr 7 (*62%) | Yr 8 (*65%) | Yr 9 (*67%) | Yr 10 (*69%) |
|----|---|-------------------|-------------------|-------------------|-------------------|-------------------|
| 20 | COGS | | | | | |
| 21 | (\$750 per acre) Grape Harvest - July | \$ 8,498 | \$ 8,752 | \$ 9,015 | \$ 9,285 | \$ 9,564 |
| 22 | July Winemaking Labor & Materials | \$ 95,978 | \$ 111,974 | \$ 127,970 | \$ 127,970 | \$ 127,970 |
| 23 | Bottling and Packaging | \$ 95,978 | \$ 111,974 | \$ 127,970 | \$ 127,970 | \$ 127,970 |
| 24 | *Sept. Bulk Purchs - (\$3,200 PT 45 tons) | \$ 144,000 | \$ 148,320 | \$ 152,770 | \$ 157,353 | \$ 162,073 |
| 25 | Sept. Winemaking Labor & Materials | \$ 95,978 | \$ 111,974 | \$ 127,970 | \$ 127,970 | \$ 127,970 |
| 26 | Bottling and Packaging | \$ 95,978 | \$ 111,974 | \$ 127,970 | \$ 127,970 | \$ 127,970 |
| 27 | TOTAL COGS | \$ 536,408 | \$ 604,968 | \$ 673,665 | \$ 678,518 | \$ 683,518 |
| 28 | | | | | | |
| 29 | Wine Only Gross Profit | \$ 651,886 | \$ 811,844 | \$ 811,702 | \$ 852,552 | \$ 893,257 |

| 1 | STONELEDGE VINEYARD & WINERY | Yr 1 (25%) | Yr 2 (*50%) | Yr 3 (*70%) | Yr 4 (*80%) | Yr 5 *47%) |
|----|---------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| 32 | OPERATING EXPENSES | | | | | |
| 33 | Marketing and Sales | \$ 31,932 | \$ 16,160 | \$ 16,644 | \$ 17,144 | \$ 17,658 |
| 34 | Cellar Staff Salaries | \$ 29,815 | \$ 59,630 | \$ 65,592 | \$ 72,152 | \$ 79,367 |
| 35 | Administrative Costs | \$ 21,288 | \$ 42,575 | \$ 44,704 | \$ 46,939 | \$ 76,686 |
| 36 | Vineyard Management | \$ 20,870 | \$ 41,741 | \$ 43,828 | \$ 46,019 | \$ 75,182 |
| 37 | Facility Maintenance | \$ 5,963 | \$ 11,926 | \$ 16,696 | \$ 19,081 | \$ 21,481 |
| 38 | Accounting | \$ 7,500 | \$ 7,500 | \$ 7,500 | \$ 7,500 | \$ 7,500 |
| 39 | Legal | \$ 3,500 | \$ 3,500 | \$ 3,500 | \$ 3,500 | \$ 3,500 |
| 40 | Utility | \$ 20,870 | \$ 72,124 | \$ 94,897 | \$ 129,773 | \$ 147,922 |
| 41 | Travel Lodging | \$ 20,000 | \$ 5,000 | \$ 5,500 | \$ 6,050 | \$ 6,655 |
| 42 | Association - Memberships | \$ 2,500 | \$ 2,500 | \$ 2,500 | \$ 2,500 | \$ 2,500 |
| 43 | TOTAL OPERATING EXPENSES | \$ 164,238 | \$ 262,655 | \$ 301,362 | \$ 350,659 | \$ 438,451 |

| 1 | STONELEDGE VINEYARD & WINERY | Yr 6 (*52%) | Yr 7 (*62%) | Yr 8 (*65%) | Yr 9 (*67%) | Yr 10 (*69%) |
|----|---------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| 32 | OPERATING EXPENSES | | | | | |
| 33 | Marketing and Sales | \$ 18,188 | \$ 18,733 | \$ 19,295 | \$ 19,874 | \$ 20,470 |
| 34 | Cellar Staff Salaries | \$ 87,304 | \$ 96,034 | \$ 105,637 | \$ 116,201 | \$ 127,821 |
| 35 | Administrative Costs | \$ 80,520 | \$ 84,546 | \$ 88,774 | \$ 93,212 | \$ 97,873 |
| 36 | Vineyard Management | \$ 78,942 | \$ 82,889 | \$ 87,033 | \$ 91,385 | \$ 95,954 |
| 37 | Facility Maintenance | \$ 22,555 | \$ 23,682 | \$ 24,867 | \$ 26,110 | \$ 27,415 |
| 38 | Accounting | \$ 7,875 | \$ 8,269 | \$ 8,682 | \$ 9,116 | \$ 9,572 |
| 39 | Legal | \$ 3,675 | \$ 3,859 | \$ 4,052 | \$ 4,254 | \$ 4,467 |
| 40 | Utility | \$ 167,741 | \$ 187,965 | \$ 197,204 | \$ 205,064 | \$ 213,158 |
| 41 | Travel Lodging | \$ 7,321 | \$ 8,053 | \$ 8,858 | \$ 9,744 | \$ 10,718 |
| 42 | Association - Memberships | \$ 2,625 | \$ 2,756 | \$ 2,894 | \$ 3,039 | \$ 3,191 |
| 43 | TOTAL OPERATING EXPENSES | \$ 476,744 | \$ 516,786 | \$ 547,295 | \$ 577,999 | \$ 610,640 |

| 1 | STONELEDGE VINEYARD & WINERY | Yr 1 (25%) | Yr 2 (*50%) | Yr 3 (*70%) | Yr 4 (*80%) | Yr 5 *47%) |
|----|-----------------------------------|------------|-------------|-------------|-------------|------------|
| 44 | | | | | | |
| 45 | FIXED EXPENSES | | | | | |
| 46 | Operating Building Insurance | \$ 7,156 | \$ 14,311 | \$ 14,740 | \$ 15,183 | \$ 15,638 |
| 47 | Property taxes | \$ 7,454 | \$ 14,907 | \$ 15,355 | \$ 15,815 | \$ 26,851 |
| 48 | FF&E Reserves | \$ 20,000 | \$ 15,000 | \$ 15,000 | \$ 15,000 | \$ 15,750 |
| 49 | Building Reserves | \$ 58,000 | \$ 45,000 | \$ 46,350 | \$ 47,741 | \$ 49,173 |
| 50 | TOTAL FIXED EXPENSES | \$ 14,609 | \$ 89,218 | \$ 91,445 | \$ 93,738 | \$ 107,412 |
| 51 | Total COGS/Op/Fxd/Expenses | \$ 228,838 | \$ 443,605 | \$ 706,805 | \$ 815,787 | \$ 992,444 |
| 52 | | | | | | |
| 53 | COGS (Winery Only) | \$ 228,838 | \$ 443,605 | \$ 517,931 | \$ 586,217 | \$ 701,279 |
| 54 | NET PROFITS (Winery Only) | \$ 69,310 | \$ 152,690 | \$ 316,882 | \$ 316,882 | \$ 367,855 |
| 55 | | | | | | |

| 1 | STONELEDGE VINEYARD & WINERY | Yr 6 (*52%) | Yr 7 (*62%) | Yr 8 (*65%) | Yr 9 (*67%) | Yr 10 (*69%) |
|----|-----------------------------------|--------------|--------------|--------------|--------------|--------------|
| 44 | | | | | | |
| 45 | FIXED EXPENSES | | | | | |
| 46 | Operating Building Insurance | \$ 16,107 | \$ 16,590 | \$ 17,088 | \$ 17,601 | \$ 18,129 |
| 47 | Property taxes | \$ 28,193 | \$ 29,039 | \$ 29,910 | \$ 30,808 | \$ 31,732 |
| 48 | FF&E Reserves | \$ 16,538 | \$ 17,364 | \$ 18,233 | \$ 19,144 | \$ 20,101 |
| 49 | Building Reserves | \$ 50,648 | \$ 52,167 | \$ 53,732 | \$ 55,344 | \$ 57,005 |
| 50 | TOTAL FIXED EXPENSES | \$ 111,486 | \$ 115,161 | \$ 118,964 | \$ 122,897 | \$ 126,967 |
| 51 | Total COGS/Op/Fxd/Expenses | \$ 1,124,638 | \$ 1,236,915 | \$ 1,339,924 | \$ 1,379,415 | \$ 1,421,124 |
| 52 | | | | | | |
| 53 | COGS (Winery Only) | \$ 788,683 | \$ 864,648 | \$ 931,214 | \$ 966,122 | \$ 1,003,111 |
| 54 | NET PROFITS (Winery Only) | \$ 372,756 | \$ 399,610 | \$ 552,164 | \$ 554,153 | \$ 564,948 |

| 1 | STONELEDGE RETREAT | Year 1 | Year 2 | Cases | Year 3 | Year 4 | Year 5 | Year 6 | Cases | Yr. 7-10 |
|----|---|----------------|---------------------|--------------|---------------------|---------------------|---------------------|---------------------|--------------|-----------------|
| | | Cabins @ | | | | | | | | |
| 4 | *Average Daily Rate PP (4-night stay) | 2 persons each | \$ 405 | | \$ 405 | \$ 405 | \$ 405 | \$ 405 | | |
| 5 | *Two Persons Per Cabin (per night) | | \$ 810 | | \$ 810 | \$ 810 | \$ 810 | \$ 810 | | |
| | | Phase II | | | | | | | | |
| 6 | Annual Retreat Beds Available (2 per cab) | = 15 Cabins | 10,950 | | 10,950 | 21,900 | 21,900 | 21,900 | | |
| 7 | Cabin Occupancy | | 50% | | 70% | 60% | 75% | 90% | | |
| 8 | Retreat (4-night stay)Cabins/Beds Sold | | 5,475 | | 7,665 | 13,140 | 16,425 | 19,710 | | |
| 9 | 100% Occupancy | | 10,950 | | 10,950 | 21,900 | 21,900 | 21,900 | | |
| 10 | Total Room Revenue | 0 | 2,217,375 | | 3,104,325 | 5,321,700 | 6,652,125 | 7,982,550 | | |
| 11 | | | | | | | | | | |
| 12 | Retreat Wine Cost (Revenue to Winery) | | | | | | | | | |
| | *Average Daily Rate Includes wine harvested, processed and bottled on site as per A thru C below. | | | | | | | | | |
| 13 | | | | | | | | | | |
| 14 | * (A) Wne Room Arrival Gift (1 btl pp) | | \$ 46,410 | 130 | \$ 55,692 | \$ 95,233 | \$ 109,518 | \$ 125,946 | 353 | |
| 15 | * (B) Wine Happy Hour (2-glass pp 6-12oz) | | \$ 325,763 | 913 | \$ 390,915 | \$ 668,465 | \$ 768,734 | \$ 884,044 | 2,476 | |
| 16 | * (C) Wine Dinner Yr1 (5 tbts - 2 btls pr tbl - 4-nights -15% Disc) | | \$ 61,880 | 173 | \$ 74,256 | \$ 136,136 | \$ 160,888 | \$ 198,016 | 555 | |
| 17 | Retreat Wine Cost (revenue to winery) | | \$ 434,053 | 1,216 | \$ 520,863 | \$ 899,834 | \$ 1,039,141 | \$ 1,208,007 | 3,384 | |
| 18 | Total Retreat Gross Revenue | 0 | \$ 1,783,323 | | \$ 2,583,462 | \$ 4,421,866 | \$ 5,612,984 | \$ 6,774,543 | | |

| 1 | STONELEDGE RETREAT | Year 1 | Year 2 | Cases | Year 3 | Year 4 | Year 5 | Year 6 | Cases | Yr. 7-10 |
|----|------------------------------------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|--------------|-----------------|
| 20 | Departmental Expense | | | | | | | | | |
| 21 | Rooms Labor/Clean | | \$ 554,344 | | \$ 609,778 | \$ 701,245 | \$ 771,369 | \$ 848,506 | | |
| 22 | (Contract) Meeting & Catering Food | | \$ 328,500 | | \$ 459,900 | \$ 788,400 | \$ 985,500 | \$ 1,182,600 | | |
| 23 | Special Guest Services / Music | | \$ 17,833 | | \$ 25,835 | \$ 44,219 | \$ 56,130 | \$ 67,745 | | |
| 24 | Total Departmental Expense | | \$ 900,677 | | \$ 1,095,513 | \$ 1,533,864 | \$ 1,812,999 | \$ 2,098,852 | | |
| 25 | | | | | | | | | | |
| 26 | Total Departmental Profit | 0 | \$ 882,646 | \$ - | \$ 1,487,949 | \$ 2,888,003 | \$ 3,799,985 | \$ 4,675,692 | | |
| 27 | | | | | | | | | | |
| 28 | Operating Expense | | | | | | | | | |
| 29 | Sales | | \$ 89,166 | | \$ 129,173 | \$ 221,093 | \$ 280,649 | \$ 338,727 | | |
| 30 | General & Administrative | | \$ 106,999 | | \$ 155,008 | \$ 265,312 | \$ 336,779 | \$ 406,473 | | |
| 31 | General Manager | | \$ 89,166 | | \$ 98,083 | \$ 107,891 | \$ 118,680 | \$ 130,548 | | |
| 32 | *Vineyard Retreats Franchise Fee | | \$ 71,333 | | \$ 77,504 | \$ 132,656 | \$ 168,390 | \$ 203,236 | | |
| 33 | Advertising & Promotion | | \$ 89,166 | | \$ 93,624 | \$ 98,306 | \$ 103,221 | \$ 108,382 | | |
| 34 | Facility Maintenance | | \$ 88,695 | | \$ 124,173 | \$ 212,868 | \$ 266,085 | \$ 319,302 | | |
| 35 | Accounting (Software Web) | | \$ 6,000 | | \$ 6,300 | \$ 6,615 | \$ 6,946 | \$ 7,293 | | |
| 36 | Legal | | \$ 17,833 | | \$ 25,835 | \$ 44,219 | \$ 56,130 | \$ 67,745 | | |
| 37 | Utilities | | \$ 106,999 | | \$ 155,008 | \$ 176,875 | \$ 224,519 | \$ 237,109 | | |
| 38 | Travel Lodging | | \$ 10,700 | | \$ 15,501 | \$ 26,531 | \$ 33,678 | \$ 40,647 | | |
| 39 | Association - Memberships | | \$ 2,500 | | \$ 2,625 | \$ 2,756 | \$ 2,894 | \$ 3,039 | | |
| 40 | Sub Total Operating Expense | 0 | \$ 678,558 | | \$ 882,833 | \$ 1,295,122 | \$ 1,597,971 | \$ 1,862,502 | | |

| 1 | STONELEDGE RETREAT | Year 1 | Year 2 | Cases | Year 3 | Year 4 | Year 5 | Year 6 | Cases | Yr. 7-10 |
|----|--|---------------|---------------|--------------|---------------|---------------|---------------|---------------|--------------|-----------------|
| 41 | | | | | | | | | | |
| 42 | Fixed Expense | | | | | | | | | |
| 43 | Operating Building Insurance | | \$ 42,800 | | \$ 44,940 | \$ 47,187 | \$ 49,546 | \$ 52,023 | | |
| 44 | Property taxes | | \$ 44,583 | | \$ 46,812 | \$ 49,153 | \$ 51,610 | \$ 54,191 | | |
| 45 | Total Fixed Expenses | | \$ 87,383 | | \$ 91,752 | \$ 96,340 | \$ 101,157 | \$ 106,214 | | |
| 46 | | | | | | | | | | |
| 47 | Income Before Capital Expenditures | | \$ 116,705 | | \$ 513,364 | \$ 1,496,541 | \$ 2,100,858 | \$ 2,706,976 | | |
| 48 | | | | | | | | | | |
| 49 | Capital Expenditures | | | | | | | | | |
| 50 | FF&E Reserves | | \$ 20,000 | | \$ 20,000 | \$ 20,000 | \$ 20,000 | \$ 20,000 | | [No Title] |
| 51 | Building Reserves | | \$ 58,000 | | \$ 58,000 | \$ 85,000 | \$ 85,000 | \$ 85,000 | | |
| 52 | Total Capital Expenditures | | \$ 78,000 | | \$ 78,000 | \$ 105,000 | \$ 105,000 | \$ 105,000 | | |
| 53 | | | | | | | | | | |
| 54 | Retreat NOI Before Debt Service | 0 | \$ 38,705 | | \$ 435,364 | \$ 1,391,541 | \$ 1,995,858 | \$ 2,601,976 | | |
| 55 | *Vineyards Retreats offers a franchise option that can deliver a turnkey operation from concept, design, development thru to management and retreat promotion and booking. | | | | | | | | | |
| 56 | Licensed, bonded, experienced. For information call (936) 320-3737 Vineyard Retreats is a subsidiary of Fisher Advisors LLC | | | | | | | | | |
| 57 | | | | | | | | | | |

| 1 | CASH FLOWS & IRR 10-YEAR EXIT | | | | | |
|----|--|---------------------|--------------------|-------------------|-------------------|-------------------|
| 2 | NET PROFIT | Yr-1 | Yr-2 | Yr-3 | Yr-4 | Yr-5 |
| 3 | Winery | \$ 69,310 | \$ 152,690 | \$ 316,882 | \$ 316,882 | \$ 367,855 |
| 4 | Seller & Lender Debt Service) | \$ 216,540 | \$ 216,540 | \$ 216,540 | \$ 216,540 | \$ 216,540 |
| 5 | Winery Cashflow (ADS) | \$ (147,230) | \$ (63,850) | \$ 100,342 | \$ 100,342 | \$ 151,315 |
| 6 | | | | | | |
| 7 | Winery & Retreat | \$ 69,310 | \$ 586,742 | \$ 648,871 | \$ 1,038,119 | \$ 1,120,731 |
| 8 | Seller & Lender Debt Svc | \$ 329,254 | \$ 329,254 | \$ 329,254 | \$ 329,254 | \$ 329,254 |
| 9 | Winery & Retreat Cashflow (ADS) | \$ (259,944) | \$ 257,488 | \$ 319,617 | \$ 708,865 | \$ 791,477 |
| 10 | | | | | | |

| 1 | CASH FLOWS & IRR 10-YEAR | | | | | |
|----|--|-------------------|---------------------|---------------------|---------------------|---------------------|
| 2 | NET PROFIT | Yr-6 | Yr-7 | Yr-8 | Yr-9 | Yr-10 |
| 3 | Winery | \$ 372,756 | \$ 399,610 | \$ 552,164 | \$ 554,153 | \$ 564,948 |
| 4 | Seller & Lender Debt Service) | \$ 216,540 | \$ 216,540 | \$ 216,540 | \$ 216,540 | \$ 216,540 |
| 5 | Winery Cashflow (ADS) | \$ 156,216 | \$ 183,070 | \$ 335,624 | \$ 337,613 | \$ 348,408 |
| 6 | | | | | | |
| 7 | Winery & Retreat | \$ 1,271,662 | \$ 1,448,303 | \$ 1,477,270 | \$ 1,550,074 | \$ 1,623,990 |
| 8 | Seller & Lender Debt Svc | \$ 329,254 | \$ 329,254 | \$ 329,254 | \$ 329,254 | \$ 329,254 |
| 9 | Winery & Retreat Cashflow (ADS) | \$ 942,408 | \$ 1,119,049 | \$ 1,148,016 | \$ 1,220,820 | \$ 1,294,736 |
| 10 | | | | | | |



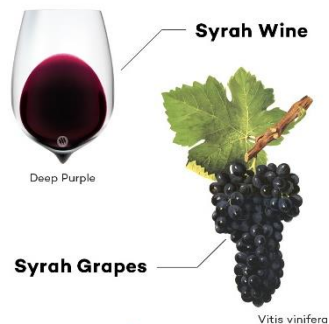
Cabernet Sauvignon

Cabernet Sauvignon became internationally recognized through its prominence in Bordeaux wines, where it is often blended with Merlot and Cabernet Franc. From France and Spain, the grape spread across Europe and to the New World where it found new homes in places like California's Napa Valley, and the Texas Hill Country regions. For most of the 20th century, it was the world's most widely planted premium red-wine grape until it was surpassed by Merlot in the 1990s. However, by 2015, Cabernet Sauvignon had once again become the most widely planted wine grape, with a total of 842,629 acres under vine worldwide.



Tempranillo

Tempranillo is a Spanish red wine grape variety, known for producing full-bodied wines with flavors of red fruit, leather, and spice, and is the basis of many iconic wines from the High Plains regions of Texas.



Syrah

Syrah, also known as Shiraz, is a dark-skinned grape variety grown throughout the world and used primarily to produce red wine. Syrah should not be confused with Petite Sirah, a cross of Syrah with Peloursin dating from 1880. The style and flavor profile of wines made from Syrah are influenced by the climate where the grapes are grown. In warmer climates (such as the central Texas Hill Country), they tend to produce full-bodied wines with medium-plus to high levels of tannins and notes of blackberry, mint and black pepper.



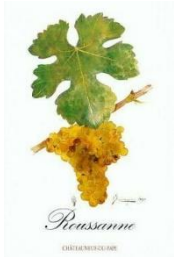
Sangiovese

Sangiovese is a red [Italian wine grape variety](#) that derives its name from the Latin *sanguis Jovis*, "blood of [Jupiter](#)". Sangiovese Grosso, used for traditionally powerful and slow maturing red wines, is primarily grown in the central regions of Italy, particularly in Tuscany, where it is the dominant grape variety. Here in the Texas Hill Country, Sangiovese thrives in various subregions, including [Chianti](#), [Montalcino](#), and [Montepulciano](#), whose diverse [terroirs](#) winemakers put to good use to craft wines that reflect the land's unique nuances.



Mourvèdre

Or Monastrell as it is known in its native Spain, Mataro, Australia, California and Texas, is a black-skinned variety that has been grown in vineyards all around the western Mediterranean for centuries. Thought to have originated in Spain, it is now grown extensively throughout the Iberian Peninsula, southern France, California, Texas and South Australia.



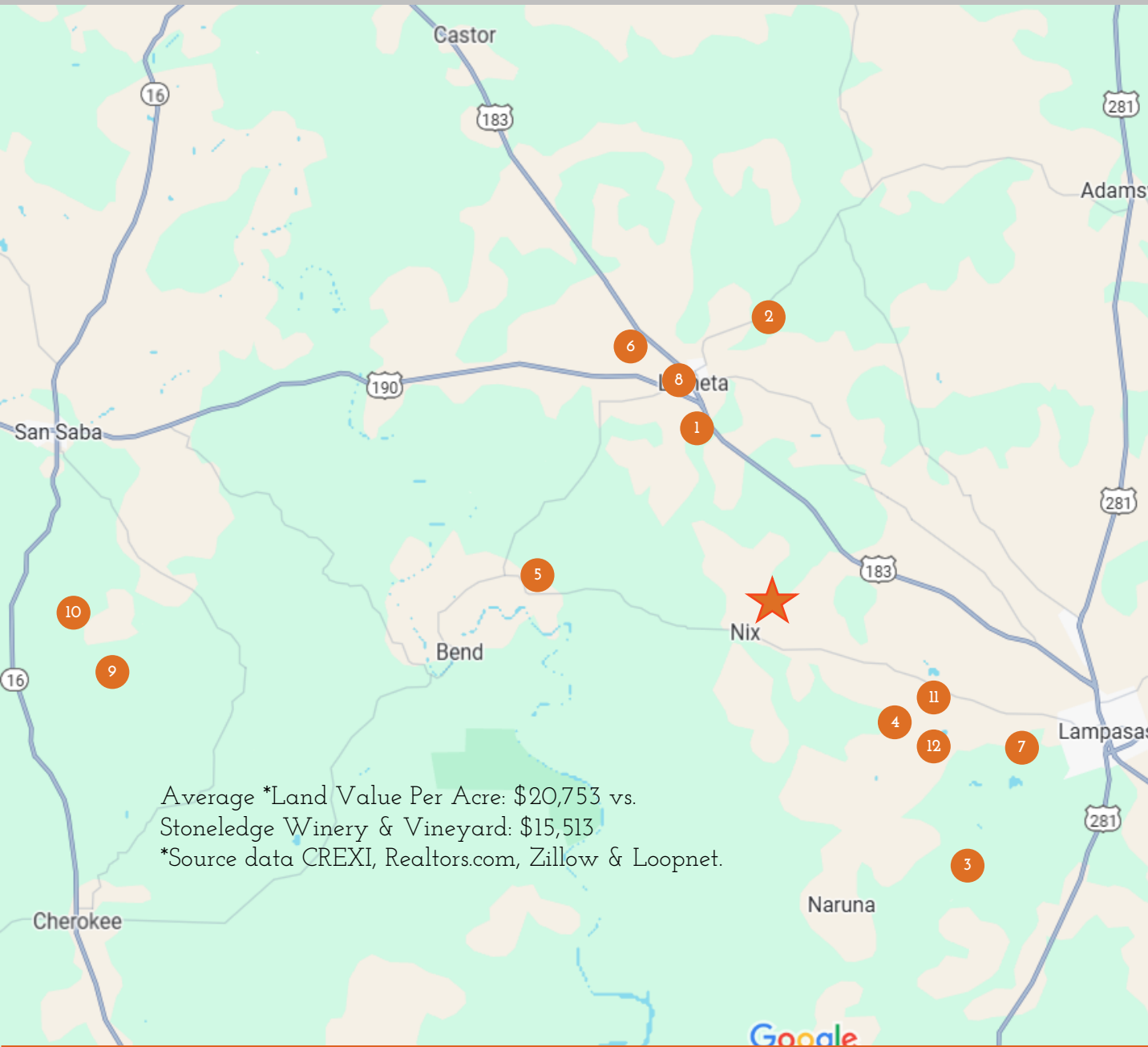
Roussanne

Roussanne is a [white wine grape](#) grown originally in the [Rhône wine](#) region in [France](#). The berries are distinguished by their [russet](#) color when [ripe](#)—*roux* is [French](#) for the reddish-brown color *russet*, and is probably the root for the variety's name. The aroma of Roussanne is often reminiscent of a flowery [herbal tea](#). In warm climates, it produces wines of richness, with flavors of honey and pear, and full [body](#).



Albariño

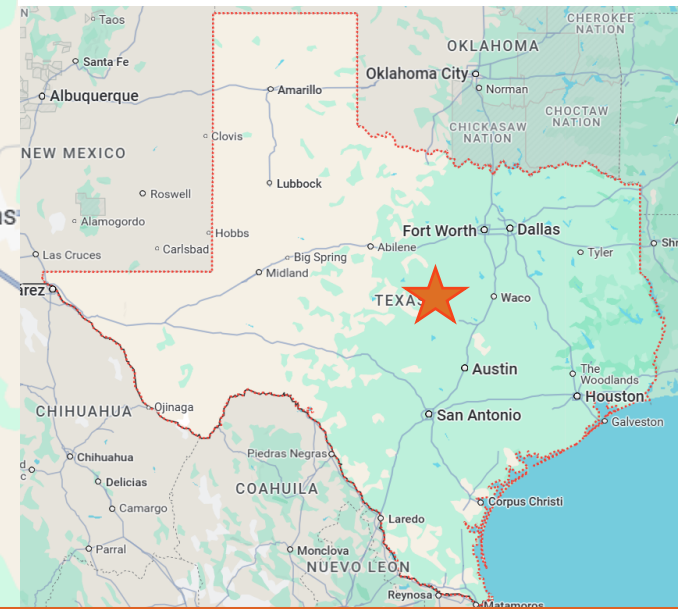
Albariño is a variety of white [wine grape](#) grown in [Galicia](#) (northwest Spain), in Northwest Portugal, California's napa Valley region and the Texas Hill Country AVA where it is also used to make [varietal](#) white wines. The grape is noted for its distinctive botanical aroma with a citrus undertone, very similar to that of [Viognier](#), [Gewurztraminer](#), and [Petit Manseng](#), suggesting [apricot](#) and [peach](#).

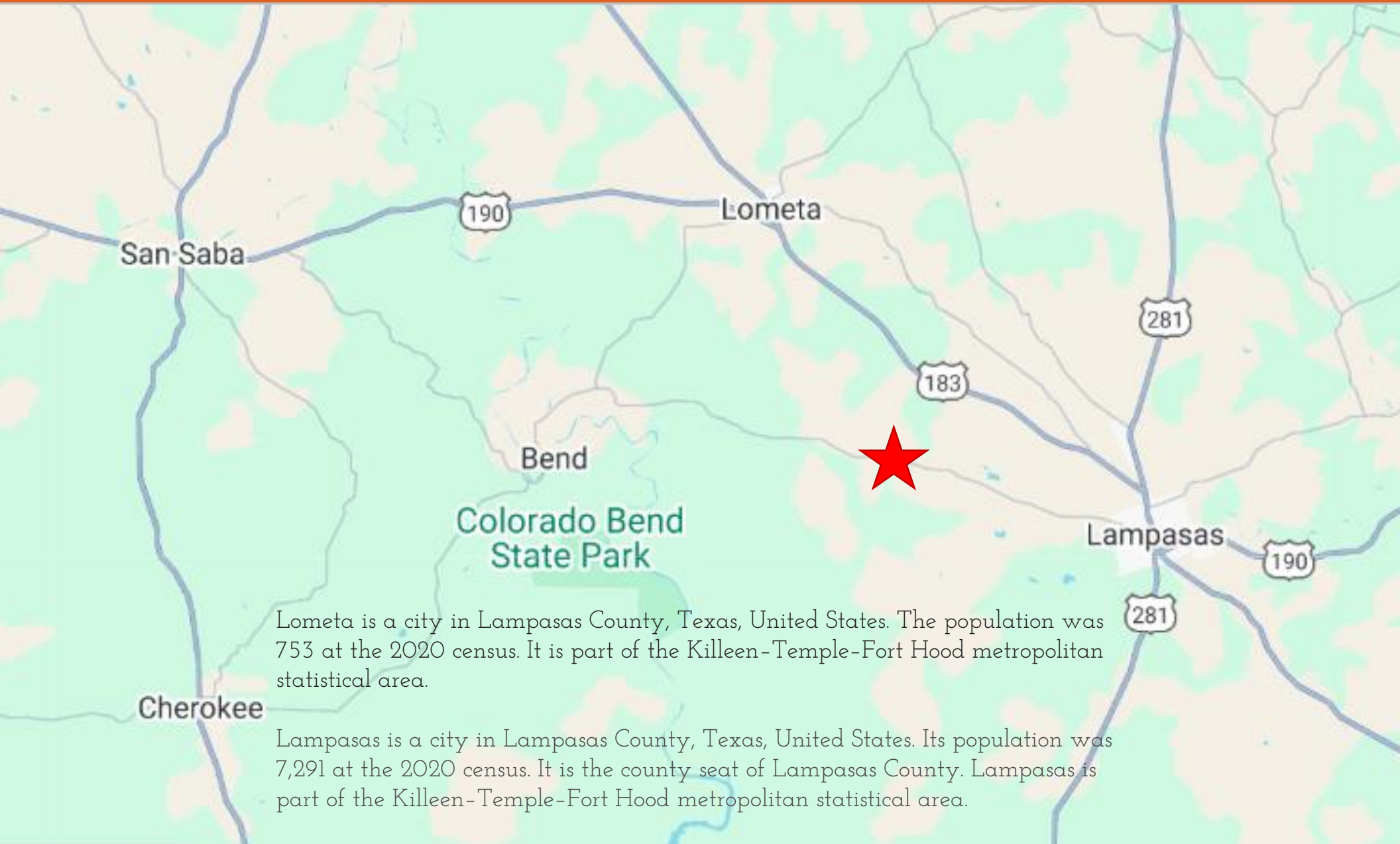


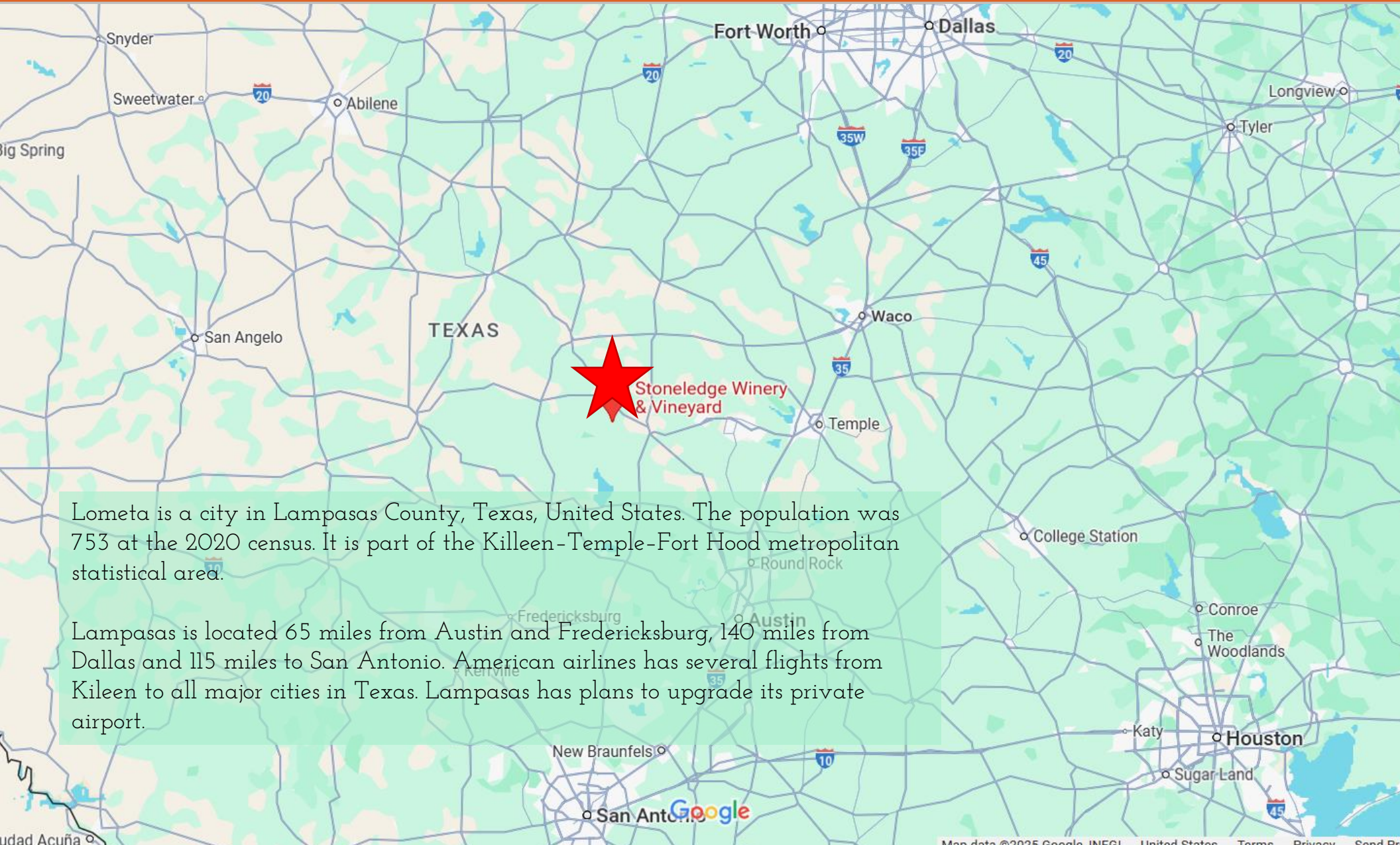
LAND VALUE COMPARABLES
STONELEDGE WINERY & VINEYARD
 122 AC @ \$15,513 PA

- 1 10988 High St, Lometa: 43AC @ \$25,000 PA
- 2 FM 581, Lometa: 155 AC @ \$18,709 PA
- 3 S.winds, CR 103, Lampasas: 100 AC @ \$18,250 PA
- 4 CR 1255, Lampasas: 10 AC @ \$19,900 PA
- 5 FM 580, Lometa: 33 AC @ \$15,856
- 6 17184 CR 183, Lometa: 17 AC @ \$15,202
- 7 ND Lampasas: 11 AC @ \$28,318
- 8 FM 190 & 183 Lometa: 81 AC @ 27,876
- 9 375 Andler Lane, San Saba: 11 AC @ \$21,842
- 10 30 Buck Run, San Saba 10 AC: \$20,000 PA
- 11 65 Estate View Cir. Lampasas: 13 AC @ \$18,189
- 12 CR 1255, Lampasas: 10AC @ \$19,900

Average *Land Value Per Acre: \$20,753 vs.
 Stoneledge Winery & Vineyard: \$15,513
 *Source data CREXI, Realtors.com, Zillow & Loopnet.







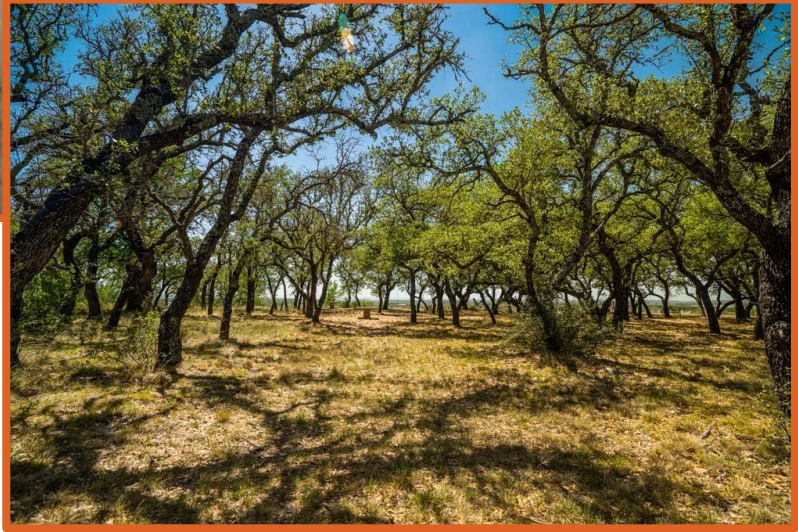
Map data ©2025 Google, INEGI, United States, Terms, Privacy, Sand Pr













Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

2-10-2025



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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| David Fisher-Fisher Advisors LLC | 691654 | dfisher@fisheradvisorsllc.com | (936) 320-3737 |
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|--|-------------|-------|-------|
| Licensed Broker /Broker Firm Name or Primary Assumed Business Name | License No. | Email | Phone |
| | | | |
| Designated Broker of Firm | License No. | Email | Phone |
| | | | |
| Licensed Supervisor of Sales Agent/ Associate | License No. | Email | Phone |
| | | | |
| Sales Agent/Associate's Name | License No. | Email | Phone |
| | | | |

Buyer/Tenant/Seller/Landlord Initials

Date