

# Cline Ranches

\$23,445,000

PETALUMA, CALIFORNIA



David J. Carciere Licensed Broker  
707.479.2199 CalDRE# 01769140  
david@cruland.com  
www.cruland.com



LAND COMPANY



Darryl Vice Licensed Salesperson  
707.889.4569 CalDRE# 01378831  
dvice@viceproperties.com  
www.viceproperties.com

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# Executive Summary

Located only 30 miles from the Golden Gate Bridge in the heart of Sonoma County Wine Country sits nearly 700 acres of premier Sonoma County vineyard and agricultural land. The Cline family of ranches have their roots in cattle and dairy operations but have more recently been farmed as premium vineyards and a diversified farmstead. This one-of-a-kind offering includes 4 separate legal parcels ranging in size from 80 to over 300 gross acres - the parcel(s) may be acquired individually, or the entire ranch may be purchased as a single legacy ranch.

The upper half of the ranch provides private, rolling topography with stunning views to the west and south, while the lower half is generally flat and with multiple access points and significant Adobe Road frontage. In fact, the road frontage, traffic and exposure on the Lazy K portion of the ranch as well as its proximity to the cities of Petaluma, Sonoma and Hwy 101 make it ideally suited for a pursuit in agribusiness or agritourism.

The ranch's natural beauty - highlighted by scattered oaks, ponds and meandering creeks, is supported by significant agricultural infrastructure including a vast interior road network, multiple reservoirs, various barns, outbuildings and modest residences. All of this is located a short drive from San Francisco, Napa Valley and the Sonoma Coast. Whether the goal is a beautiful recreation ranch, a private retreat or a premium vineyard and agricultural opportunity this ranch is an offering like none other!

**\$23,445,000**





# Premier Vineyard Opportunity

Historically this ranch has been home to over 200 acres of premium vineyard. Those vineyards are aging now, and the land is primed for redevelopment to a new, elevated quality of vineyard that is driving the emergence of the Petaluma Gap and Sonoma Coast AVA's. Acclaimed vineyards in the neighborhood include the Pepperwood Vineyard, Terra de Promissio, Sun Chase, Secret Hill, Sonoma Stage and the Ueberroth Vineyard.

The ranch has an ideal rolling topography with varying aspects, soil profiles and significant elevation change\*. It also provides a scale rarely found on such a premium Sonoma County ranch including nearly 500 acres (under 30%) potentially suitable for vineyard development. 210 acres currently have approved or pending VESCO permits.

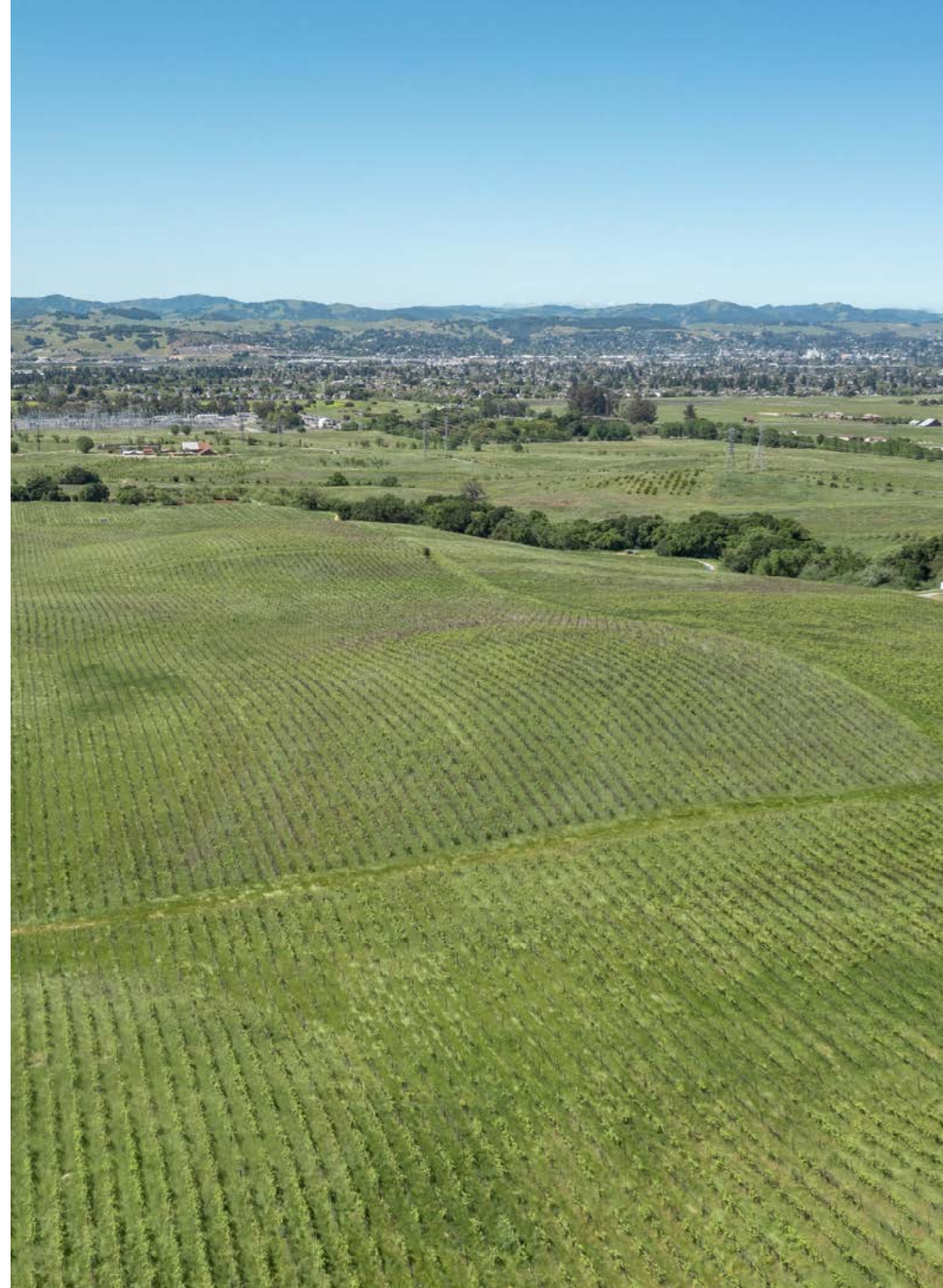
In addition to the significant vineyard opportunity, this location is ideal for a high traffic, high exposure wine production facility and hospitality center\*\*. With the access and infrastructure already in place and being located an easy drive from both San Francisco and the Napa Valley the ranch offers the opportunity to create an incredibly unique winery estate.

Lastly of note, newly developed vineyards within this corridor are selling for \$130,000 - \$140,00 per vine acre. This ranch is offered at roughly \$40,000 per plantable acre providing a value-add opportunity for opportunistic investors.

With individual ranches of varying sizes available within the broader offering and multiple vineyards and development strategies suited for the site this ranch offers a compelling opportunity to a myriad of buyers.

\*A complete report by Paul Anamosa (Vineyard Soil Technologies) is onfile and available to interested parties.

\*\*A conditional use permit required





# Lazy P Ranch

\$5,500,000

The Lazy P Ranch sits on the western slope of Sonoma Mountain just below the acclaimed Pepperwood Vineyard previously developed by Atlas Vineyard Management. The ranch includes a nominal amount of still productive Chardonnay and Riesling vineyard acreage but predominantly provides the opportunity to efficiently (re)develop nearly 100 acres to premium vineyard.

The site has elevated blocks suited for exceptional quality – as importantly the ranch orientation allows for long, uniform rows providing for an efficient development and farming operation. Included are (2) modest residences and various barns and outbuildings for a farming headquarters. Water is via wells and storage reservoirs with pending delivery of City of Petaluma Recycled Water.

ADDRESS	3655 Old Adobe Road, Petaluma
APN'S	017-120-001
PARCEL SIZE	134.27 ac
ONSITE WATER	See Well & Water Summary
STRUCTURES	<ul style="list-style-type: none"><li>• (2) Barns</li><li>• (2) Homes</li><li>• Additional Structures &amp; Outbuildings</li></ul>
ZONING	LEA B6-60, SR, VOH (AG Preserve)

## SITE CHARACTERISTICS

ESTIMATED PLANTABLE AC.	100.0 ac. estimated per slopes 21.67 ac. Level I VESCO – Approved 75.83 ac. Level II VESCO – Pending
SLOPES	Primary 0-15% with some 15-30%
SOILS	Diablo Clay, Linne Variant and Laniger Loam
ASPECT	Primarily South, Southwest and Northeast exposures.
ELEVATION	+/- 120-475'
PRICE/PLANTABLE ACRE	\$45,000









# Lazy G Ranch

\$9,950,000

The Lazy G offers tremendous scale and diversity providing the opportunity to create a highly efficient and productive premium vineyard development or an incredibly private retreat and recreational ranch in the hills of Wine County.

The property spans over 300 acres of gently rolling hills with stunning views and significant infrastructure including an interior road network, developed water and a (pending-permit) for the development of a second reservoir. The vineyard development potential is unparalleled in terms of scale and farmability and provides an investor or large wine-producer the opportunity to develop an anchor vineyard in the heart of the emerging Petaluma Gap, and Sonoma Coast AVA's.

ADDRESS	3440 Manor Lane, Petaluma
APN'S	017-110-014 and 017-110-007
PARCEL SIZE	316.76 ac.
ONSITE WATER	See Well & Water Summary
STRUCTURES	<ul style="list-style-type: none"><li>• Multiple Barns and Shops</li><li>• (4) Mobile Homes</li><li>• Guest House (2) seperate units</li><li>• Additional Structures &amp; Outbuildings</li></ul>
ZONING	LEA B6 60, LEA B6 60 Z, F2 LG/ MTN RC50/50 SR VOH (Williamson Act)

## SITE CHARACTERISTICS

ESTIMATED PLANTABLE AC.	<u>240.0 ac. estimated per slopes</u> 105.05 ac. Level II VESCO – Pending
SLOPES	0-15%
SOILS	Anthropic Soil, Clear Lake Clay, Diablo Clay, Haire Loam, Laniger Loam and Linne Variant
ASPECT	Varying Aspects, primarily West, Southwest, South and Southeast
ELEVATION	+/- 200-400'
PRICE/PLANTABLE ACRE	\$40,000









# Lazy K Ranch

\$5,500,000

The Lazy K offers a unique opportunity to go far beyond its premium vineyard potential. The K's location, only 30 miles to the Golden Gate Bridge and 30 minutes from Napa, in concert with its zoning, access, exposure and infrastructure make this site ideally suited for a winery estate and event center\*\*, diversified agribusiness or the growing agritourism market.

In fact, ownership previously submitted an application (since expired) for a 1.5-million case winery including 260,500 square feet of production, 9,086 square feet of hospitality space, 25,000 square feet of wine caves and 98 special events per year. They also ran a thriving diversified farmstead onsite - Green String Farm - a regenerative farming and retail operation.

\*\*A conditional use permit required

ADDRESS	3571 Old Adobe Road, Petaluma
APN	017-130-008-000
PARCEL SIZE	137.77 ac
ONSITE WATER	See Well & Water Summary
STRUCTURES	<ul style="list-style-type: none"> <li>• Green String Barn &amp; Market Building</li> <li>• Multiple Barns, Shops and Outbuildings</li> </ul>
ZONING	LEA B6 70, F2 LG/MTN RC50/25 SR VOH
ADDITIONAL	See Page 9 for additional information regarding the Lazy K

## SITE CHARACTERISTICS

ESTIMATED PLANTABLE AC.	90.0 ac. estimated per slopes 7.0 ac. Level I VESCO – Approved
SLOPES	0-10%
SOILS	Diablo Clay, Langer Loam, Haire Loam and Clear Lake Clay
ASPECT	Mostly level with some South, Southwest and Eastern exposures
ELEVATION	+/- 115-205'
PRICE/PLANTABLE ACRE	\$45,000





# Lazy K Easements & Option

## EASEMENTS

PG&E has multiple easements across this property including access, pipeline and a “Meter Lot” easement that contains approximately 35,900 square feet of fenced area located near the southwest corner of the property.

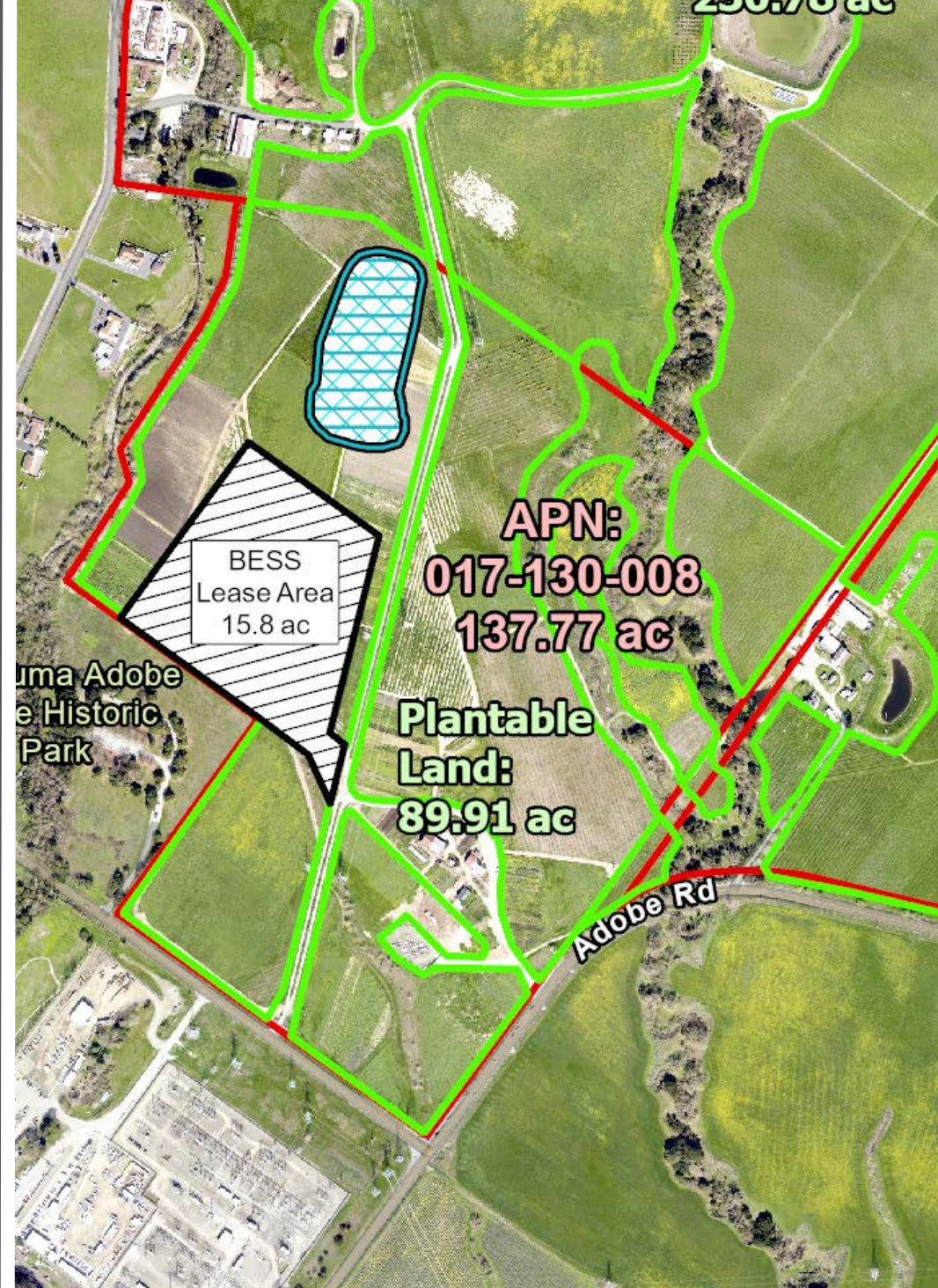
The easements are on-file and available for review.

## BOREALIS ENERGY STORAGE PROJECT – PURCHASE OPTION

Ownership has entered into a lease-option on approximately 15.8 acres of the Lazy K with renewable energy developer Terra-Gen (see enclosed map). Upon Sonoma County approval, Terra-Gen intends to build a battery storage project to be connected to the PG&E Lakeville substation located west of Adobe Road on this acreage.

Also, upon approval and the exercise of the ground lease option, Terra-Gen intends to create a new (separate) APN for the battery storage project. Ownership wishes to retain the portion of land identified for the battery storage project (approximately 15.8 acres) upon the sale of Lazy K.

The project is currently in process with the county with approval targeted by the end of 2024 and construction projected to begin in early 2025. Upon completion of the battery storage project it is reported the site will be a passive facility, requiring little traffic or personnel onsite. Easement to the site, when needed, will be via the access easement currently in place and over the current roadway and entry point.









# Manor Lane Ranch

\$2,495,000

The Manor Lane Ranch offers a unique opportunity to acquire a pure ag ranch ideally suited for premium vineyard development without being encumbered by residence(s) or other structures.

The ranch has primarily South, Southwest and Westerly exposures with gentle slopes and an elevation change of over 150'. It's open terrain and topography lend to an efficient development and provide the opportunity to develop a vineyard in the mold of highly acclaimed neighboring vineyards including Sun Chase, Pepperwood, Terra de Promisso and Secret Hill.

ADDRESS	3625 Manor Lane, Petaluma
APN	017-110-006-000
PARCEL SIZE	82.24 ac
ONSITE WATER	See Well & Water Summary
STRUCTURES	None
ZONING	LEA B6 60 Z, LG/MTN RC50/50 SR VOH ONSITE (Williamson Act)
SITE CHARACTERISTICS	
ESTIMATED PLANTABLE AC.	60.00 estimated per slopes
SLOPES	Primarily 0-15%
SOILS	Diablo Clay
ASPECT	Primarily South, Southwest and Western Exposures
ELEVATION	+/- 320-490'
PRICE/PLANTABLE AC.	\$40,000

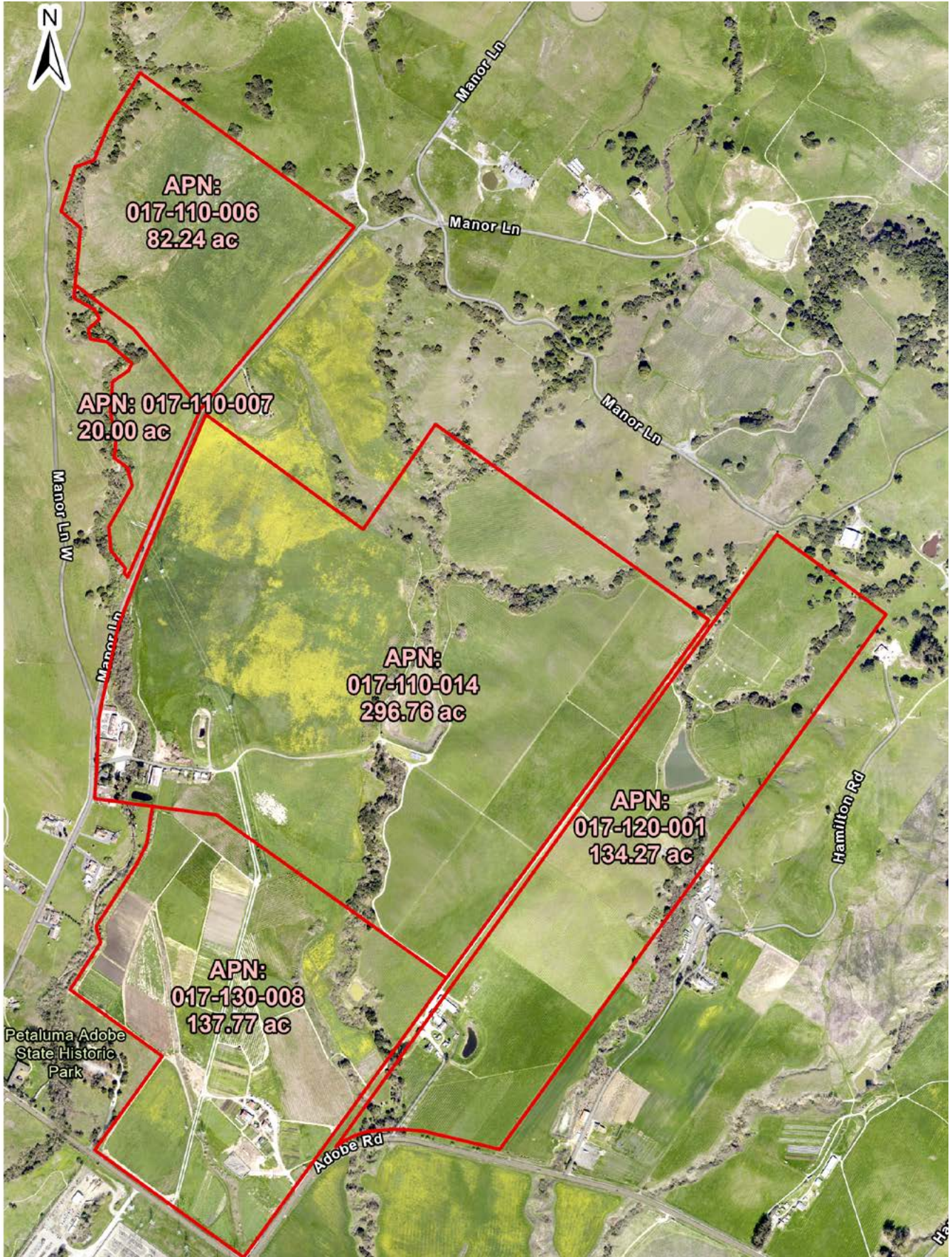






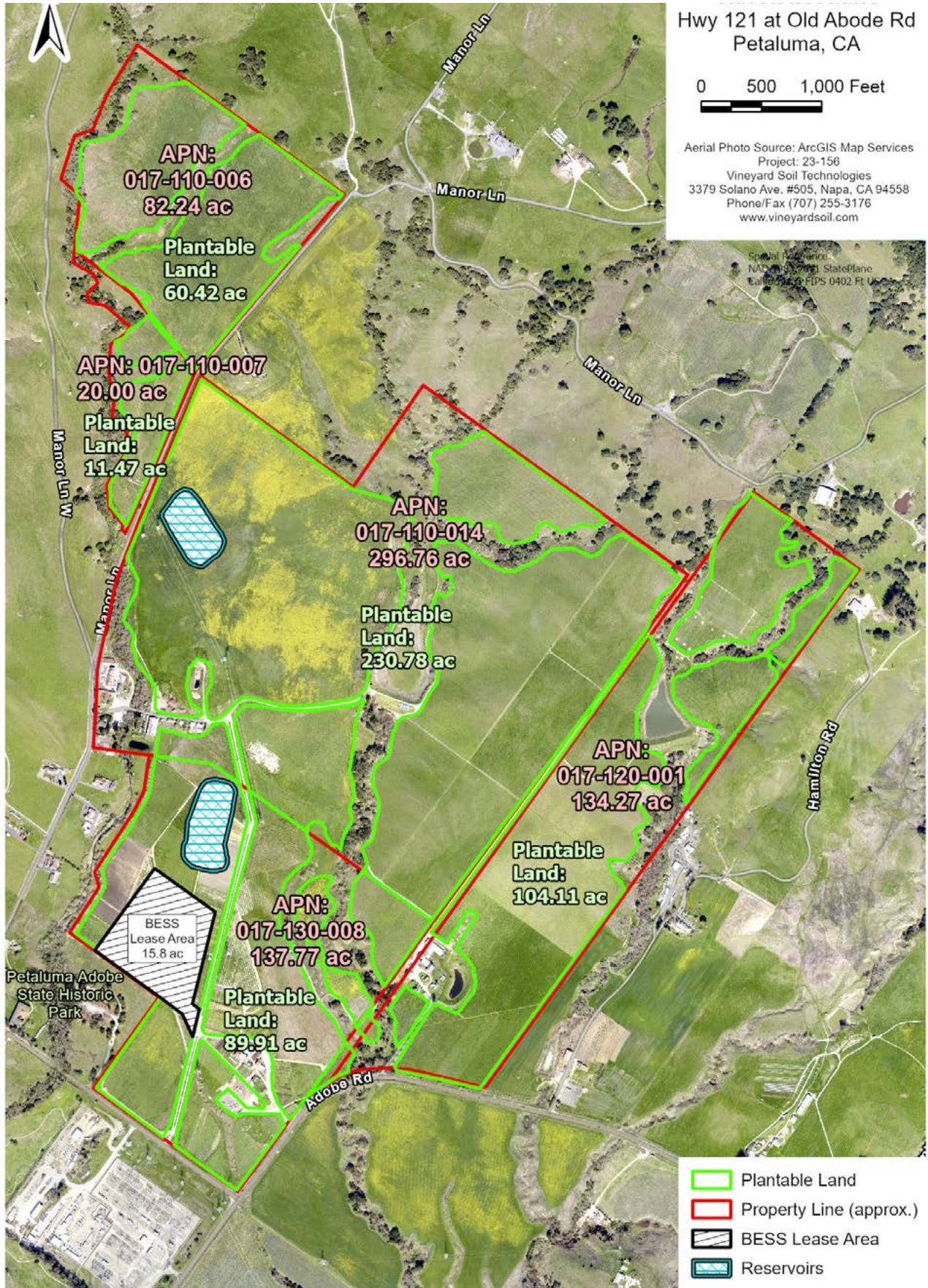


# Aerial Map



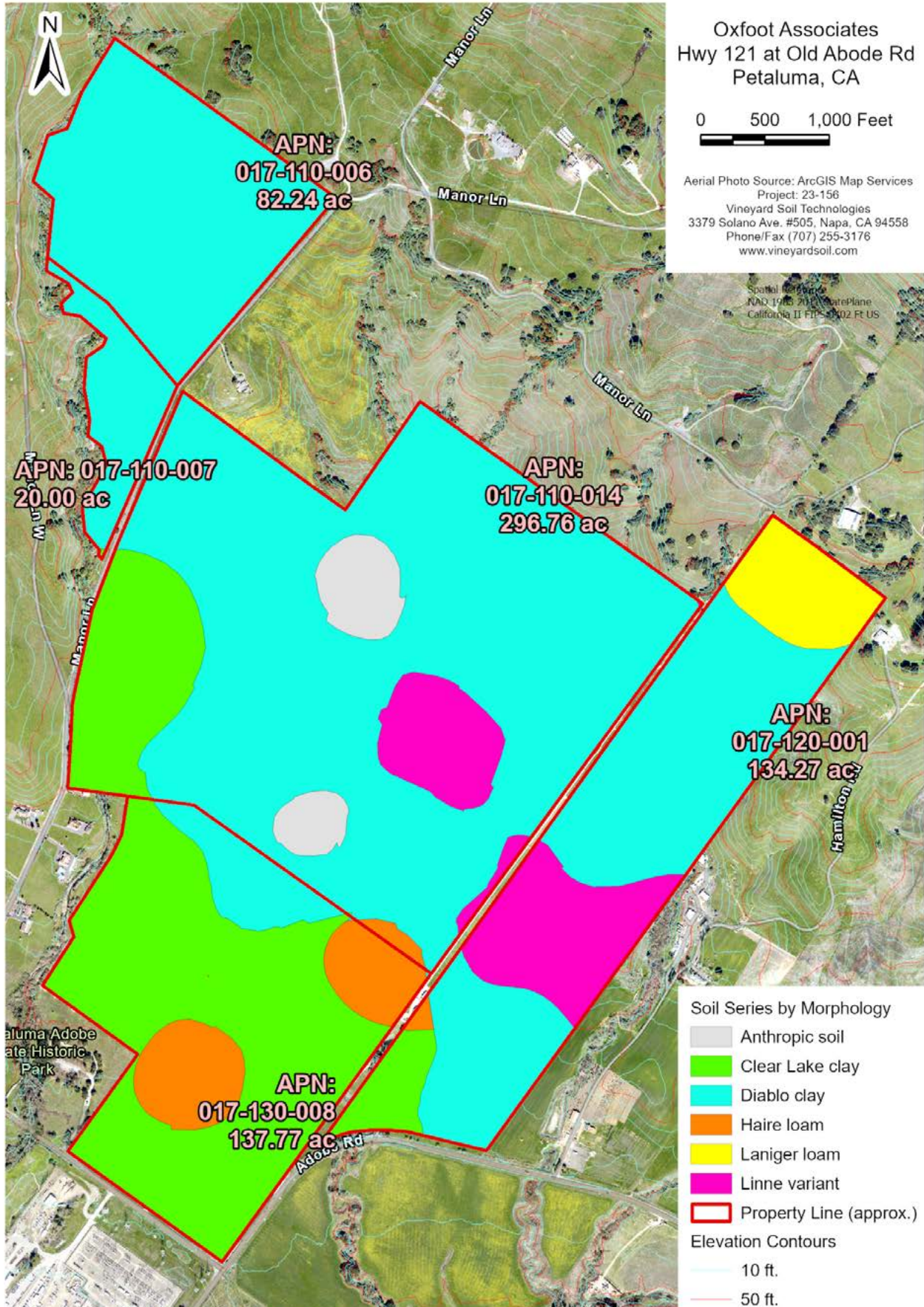


# Plantable Land Map



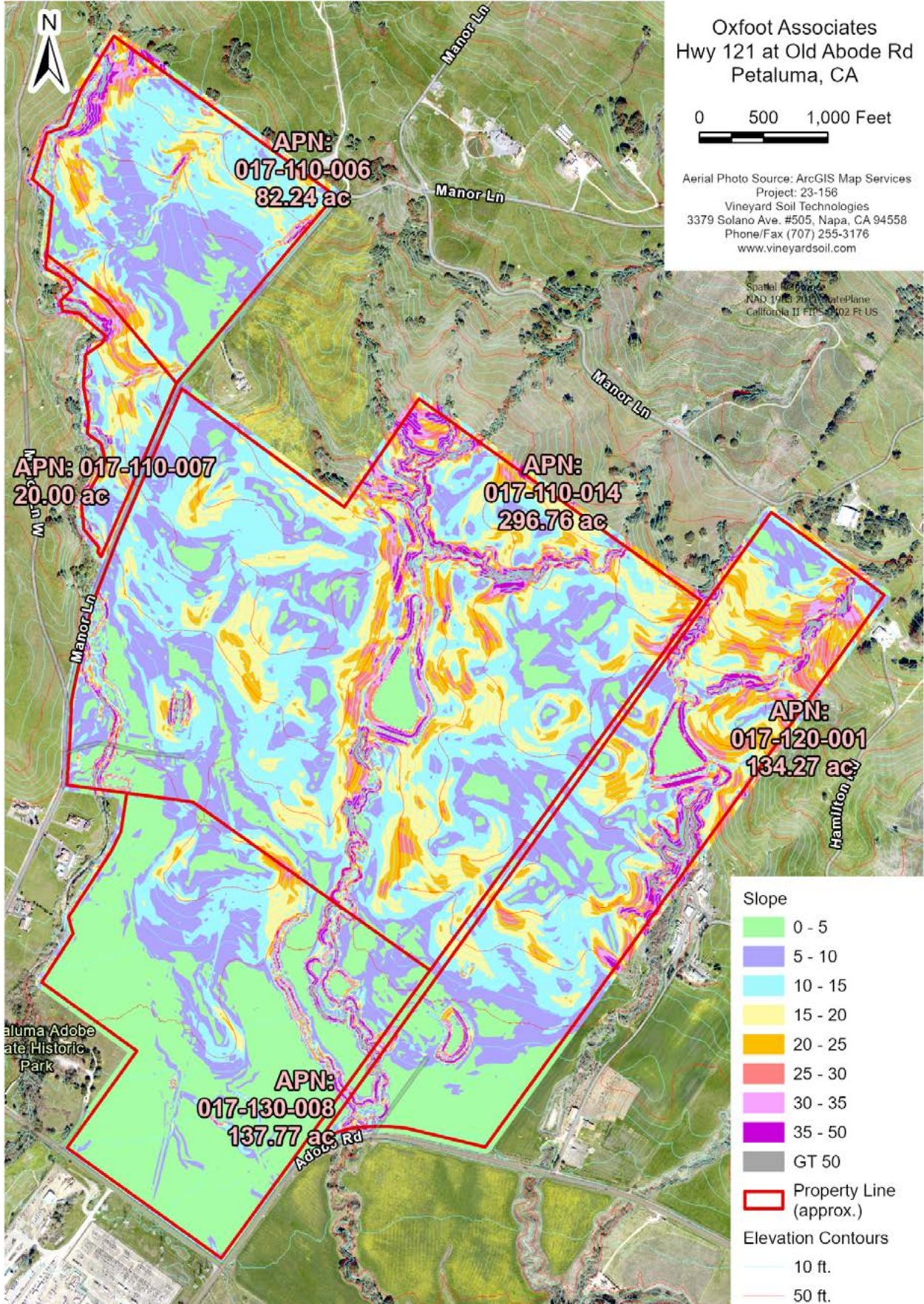


# Soil Map



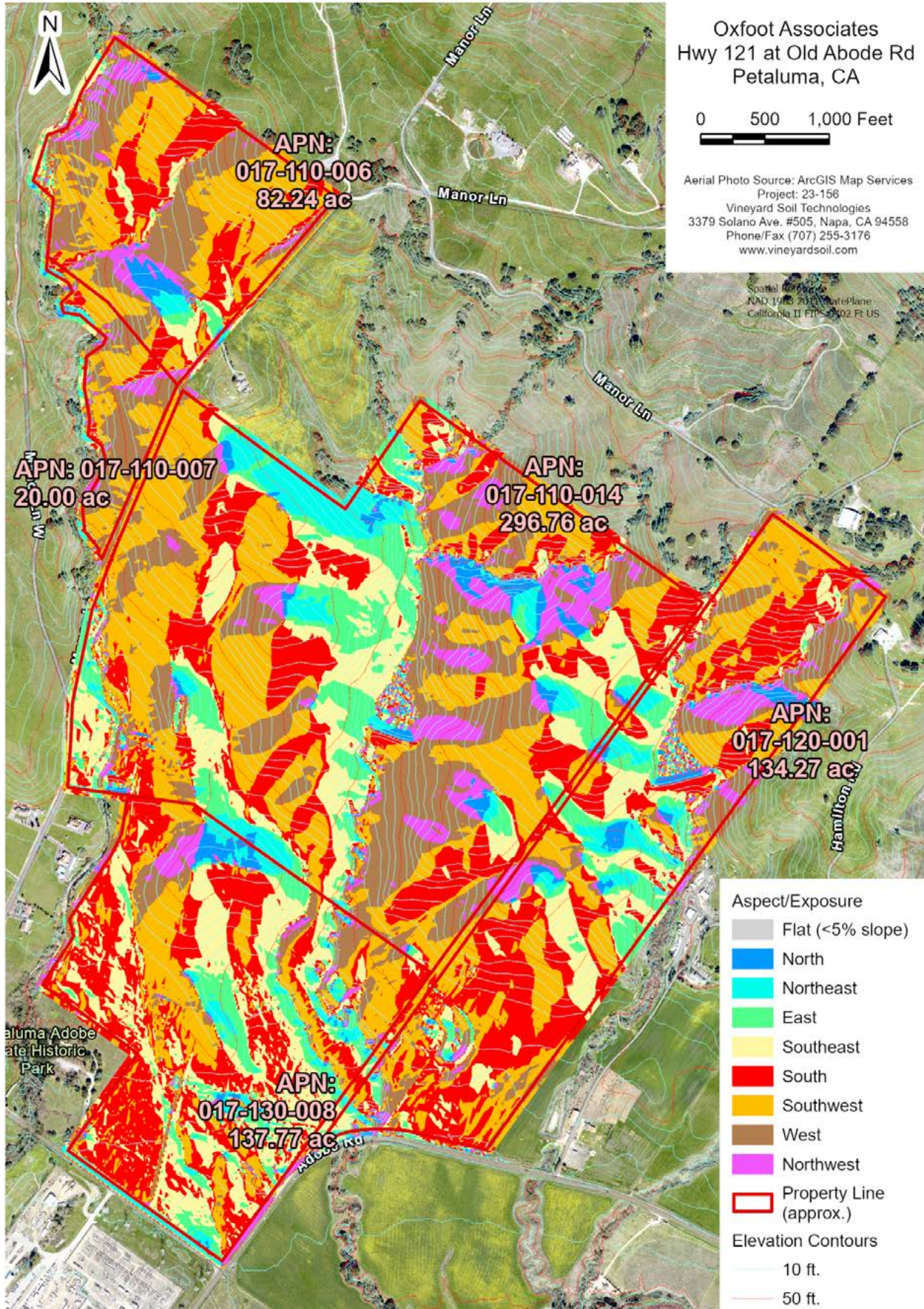


# Slope Map



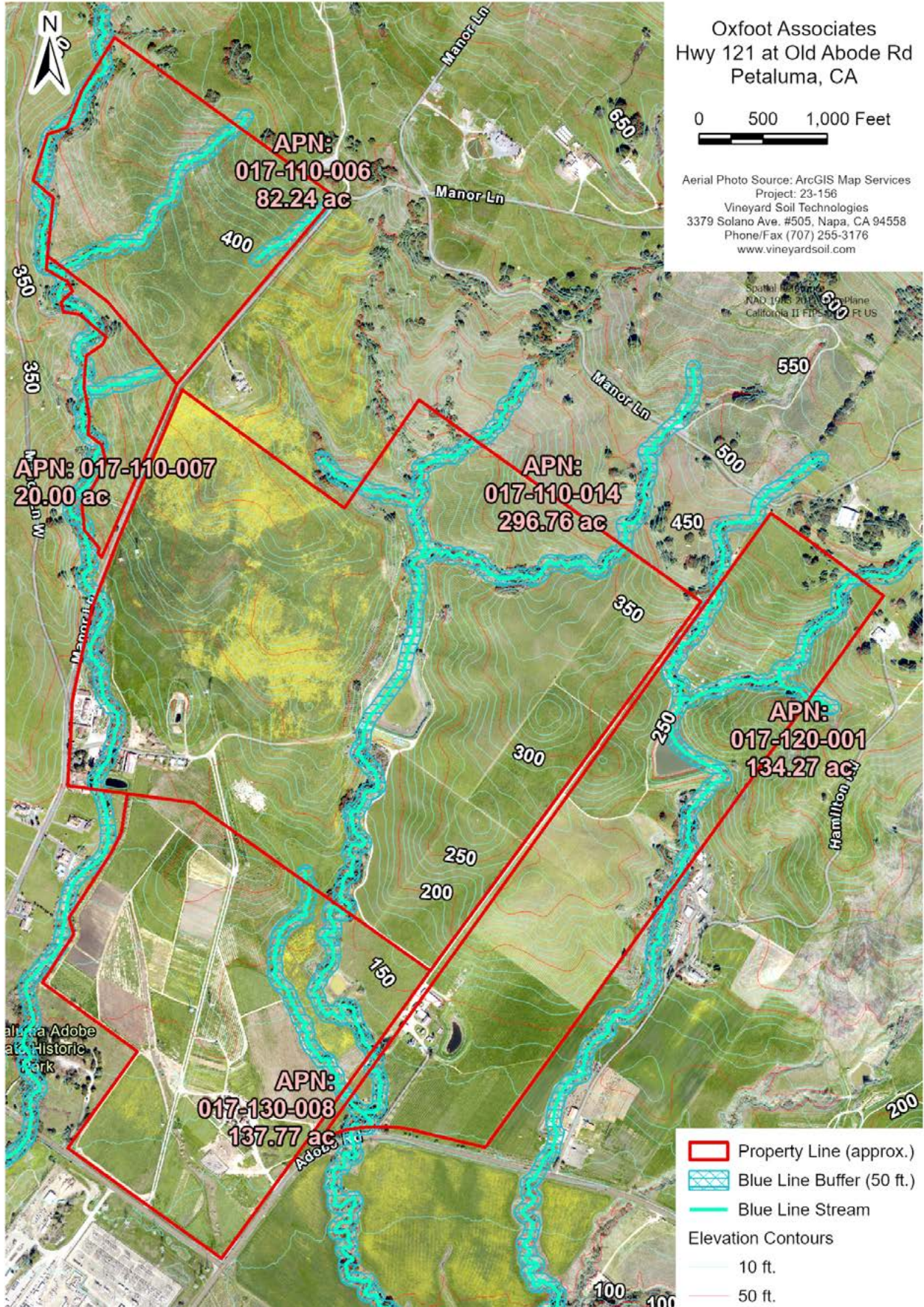


# Aspect Map



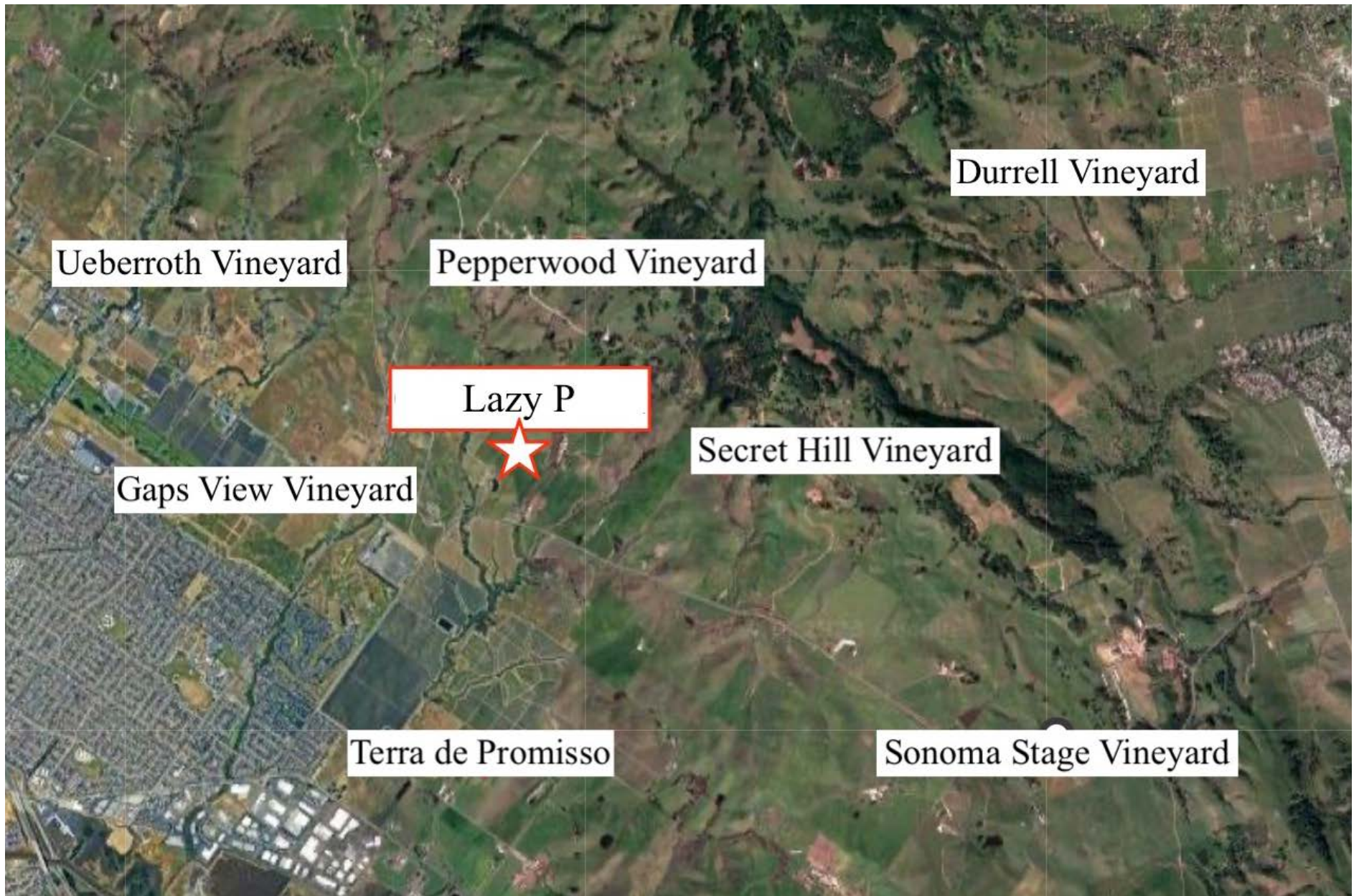


# Topo Map





# Vineyard Neighbors Map





# Well and Water Summary

The Cline Family of Ranches has multiple sources of water serving the various parcels as outlined to the right. This water comes in the form of Well(s), Water Rights, reservoirs, storage ponds and even city water for domestic use on K & G.

## Recycled Water

In addition to the water that currently serves the ranch, there will be future delivery of City of Petaluma Recycled Water. The water will be delivered through connections on Lazy K, G and P as outlined in the map that follows. Target delivery date for connections and recycled water is 2024.

This water will be stored in Reservoirs A and B (to be built on Lazy K and Lazy G respectively) – those reservoirs are currently going through the permit process. Each reservoir is designed to hold 49.5 acre-feet of water.

## Water Rights

The Lazy P and Lazy G Ranches have diversion rights with the State of California Water Resources Control Board providing for the diversion of 35 and 33 acre-feet respectively. This water is stored on-stream reservoirs noted as P2 and G on the map on page 22.

# Individual Ranches

## Lazy P Ranch

Well 1 – 11 GPM, 220' deep, 6" PVC,  
5 HP Pump  
Well 2 – 6 GPM, 95' deep, 8" Steel,  
1 HP Pump  
Water Right: S022936 – 35 ac. ft.  
1 Reservoir – 35 ac. ft.  
2 Ponds - Est. 1.0 and .25 surface acs.

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## Lazy G Ranch

Well 1 – 8 GPM, 360' deep, 6" PVC, 2 HP  
Pump  
Water Right: #11892 – 18 ac. ft.  
Water Right: #11893 – 15 ac. ft.  
1 Reservoir – Est. 6.0 surface ac.  
1 **Proposed** Reservoir - 49.5 ac. ft.  
2 Ponds  
City water for domestic use

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## Lazy K Ranch

Well 1 – 22 GPM, 300' deep, 5" PVC,  
5 HP Pump  
Well 2 – 8 GPM, 280' deep, 5" PVC,  
2 HP Pump  
Well 3 – 42 GPM, 280' deep, 5" PVC,  
5 HP Pump  
1 **Proposed** Reservoir - 49.5 ac. ft.  
1 Pond  
City Water for Domestic Use

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## Manor Lane Ranch

Well 1 – To be tested the week of December 4th.  
Well 2 – Pump reported to be non-functional.



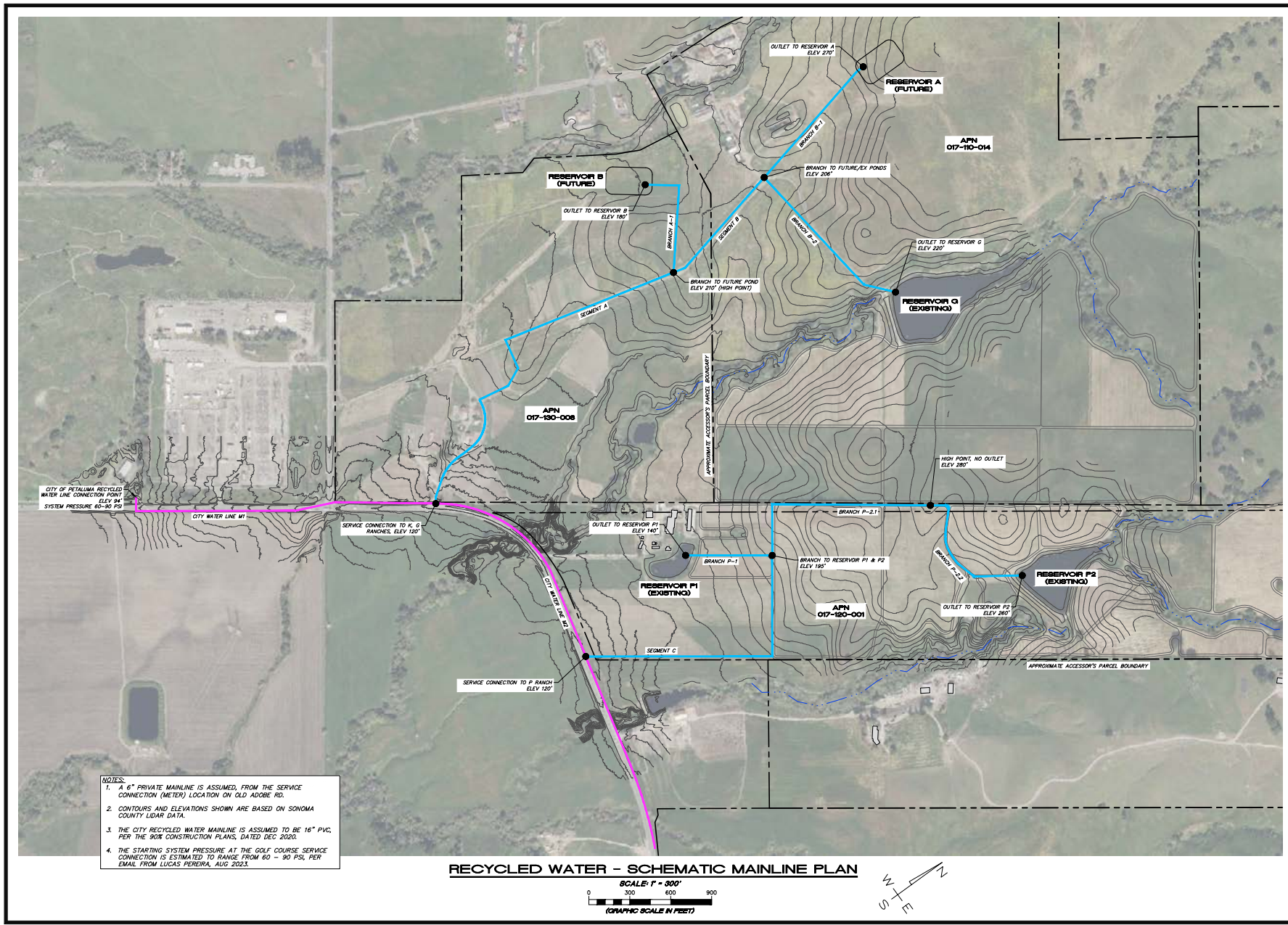
# Well Map





# Recycled Water Map

P:\VICE - 0851\2023\177-23 CLINE - LADY P. VESCO\CALCS\RECYCLED WATER LINE CALC.DWG 8/29/2023 9:57 AM CA



REVISION	DESCRIPTION	DATE

**MUNSELLE CML ENGINEERING**  
 CONSULTING ENGINEERS & SURVEYORS  
 830 CENTER STREET  
 P.O. BOX 100  
 PETALUMA, CA 94948  
 (707) 262-0200

**CLINE VINEYARDS**  
 RECYCLED WATER MAINLINE PLAN  
 (APN 017-120-001 AND 017-120-004)  
 3800 OLD ADOBE ROAD  
 PETALUMA, CA 94954

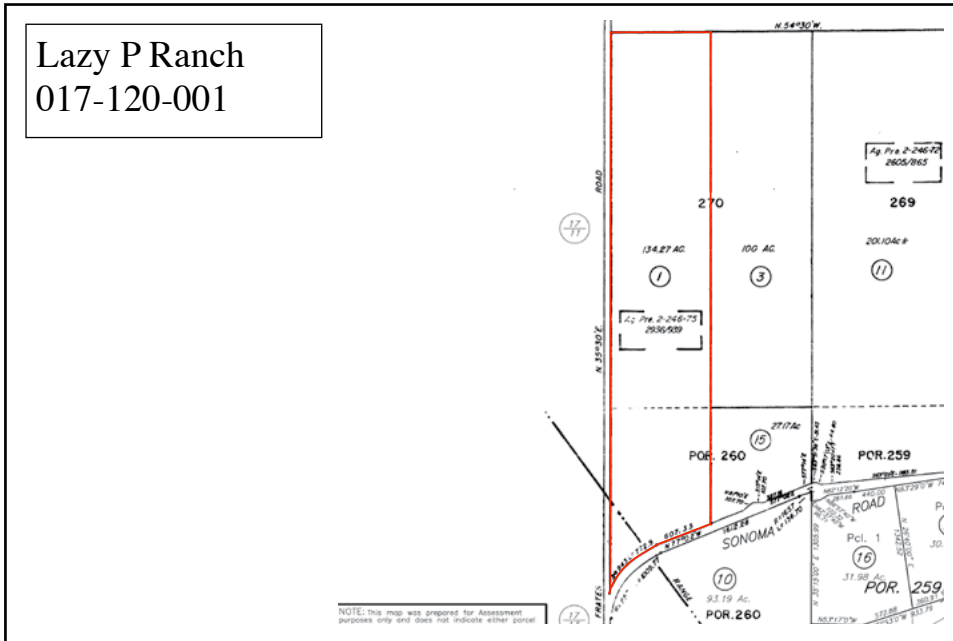
AUG 24, 2023  
 JOB NO. 177-23  
 SHEET NO. 1

OF 1 SHEETS

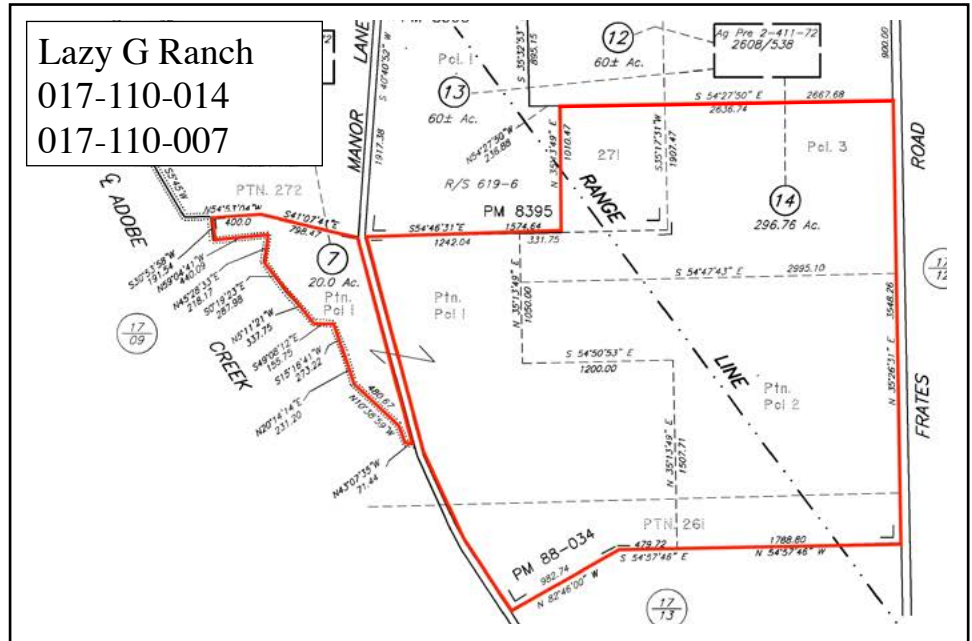


# APN Maps

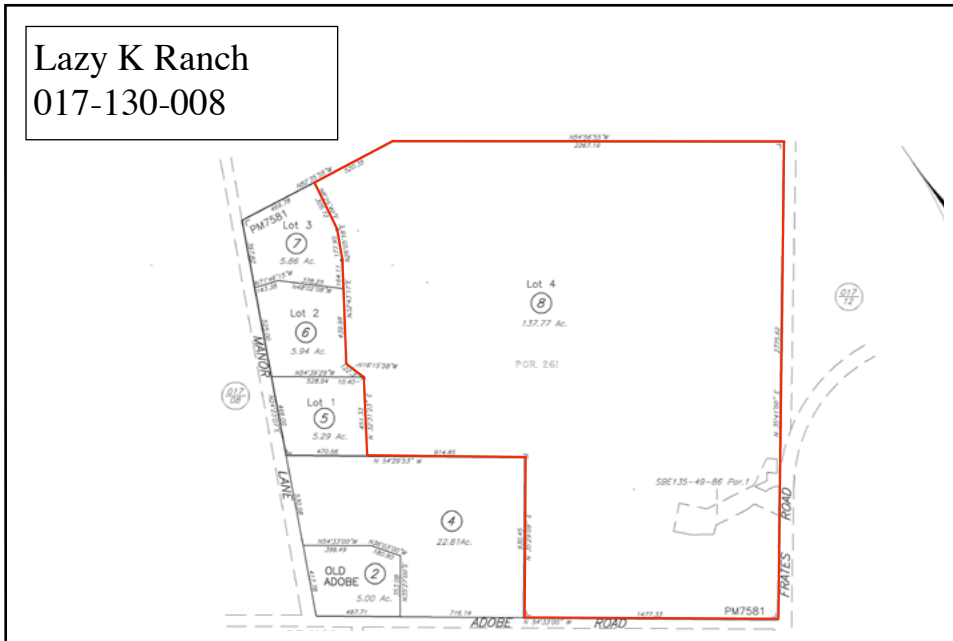
Lazy P Ranch  
017-120-001



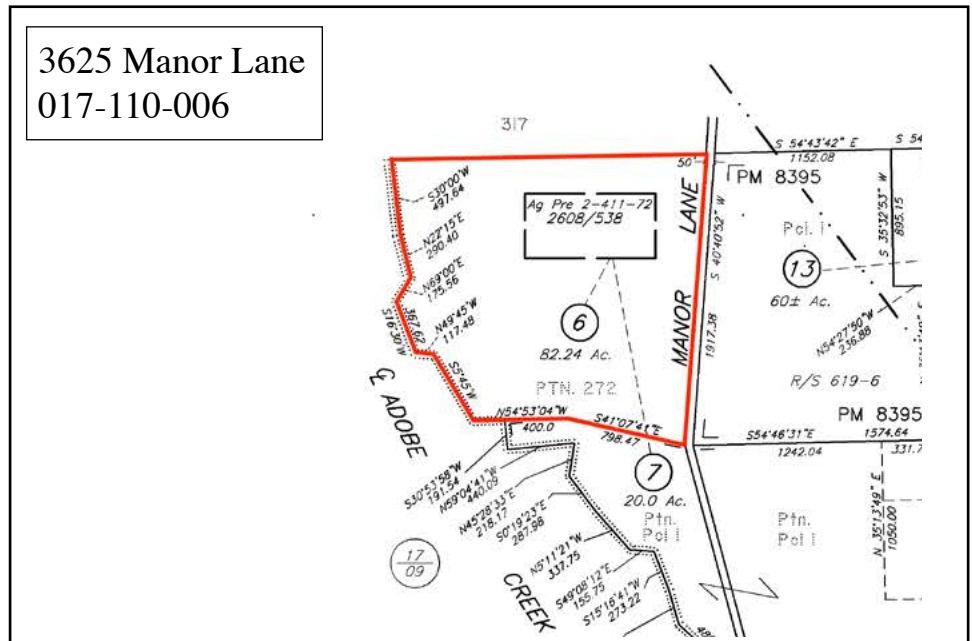
Lazy G Ranch  
017-110-014  
017-110-007



Lazy K Ranch  
017-130-008



3625 Manor Lane  
017-110-006





# About Cru Land Company

At Cru Land Company we have a fluency in the vineyard and ag space born from experience that goes far beyond transactional Real Estate. Collectively the team at Cru Land Company has firsthand wine industry experience in the vineyards and in production, with sales and marketing, and finance and accounting.

With all that said, we are a Real Estate brokerage and advisory firm at our core, and to that end we successfully closed a compelling portfolio of agricultural real estate transactions for a broad range of clients including landowners, private and institutional investors, farmers and vertically integrated wine-producers.

David J. Carciere is the principal of Cru Land Company. Cru is the culmination of more than 15 years of wine-industry and agricultural Real Estate experience.

## David J. Carciere

David's Real Estate career began as a California Certified General Appraiser with a focus on recreational and agricultural land. In 2010 he was a founding partner at First Leaf Land Acquisitions where he spent a decade brokering agricultural and vineyard land sales. During that period, he also had first-hand experience on the wine-production side with his family's wine label, Suacci Carciere Wines, as well as on the grower side operating the Donnelly Creek Vineyard in Anderson Valley.

Understanding the intersection of the Real Estate, growing and production sides of agriculture gives David a unique perspective when both evaluating vineyard and agricultural land and, as importantly, analyzing potential investment opportunities.

David holds a Bachelor of Science degree in Industrial Engineering from Cal Poly San Luis Obispo and a master's degree in Land Economics and Real Estate from the Mays Business School at Texas A&M where he worked as a graduate assistant under research economist Dr. Charles Gilliland. He is a licensed Real Estate Broker in the state of California and is active in the California Association of Farm Managers and Rural Appraisers, as well as the Sonoma County Farm Bureau.

## Bonnie Burnett

Bonnie Burnett is the supporting agent and marketing specialist at Cru Land Company. Bonnie grew up in Alexander Valley where she developed a love and fascination with the wine industry. In 2007 she graduated from Sonoma State University with her Bachelor of Science degree in Wine Business. After graduation, she worked for Quivira Vineyards and Winery in the Dry Creek Valley where she spent several years as their accountant learning the intricacies on the financial side of winery operations.

Bonnie began her Real Estate Career in 2017, when she was asked to join NorCal Vineyards as their supporting agent. She spent her time at NorCal focused on creating high-end marketing materials and successful internet marketing campaigns, while also showing vineyards and wineries and managing all open escrows.

In her first year in Real Estate, she won the Rookie of the Year Award generating the largest gross sales of new agents in the entire brokerage. In her second year of being licensed, she was awarded the most Real Estate Transactions in the entire office. Bonnie is also a Certified Transaction Coordinator, TCing over \$83,000,000 in Gross Sales for Winery, Vineyard and Agricultural Land.

With a background in the wine industry and having cultivated an exceptional understanding of Real Estate's role in industry during her years spent with NorCal Vineyards, she was invited to join Cru Land Company.

# Vice Properties

Established in 2004, Vice Properties, Inc. is a full-service brokerage with more than 75 years of combined working experience in the North Bay real estate market. Working hand in hand with Vice Appraisal Company, Vice Properties offers complete sales and listing services with unique knowledge of large acreage ranches, vineyard land, commercial and residential properties. Drawing upon years of expertise in the valuation of North Bay properties, our comprehensive real estate and investment services include:

## Northern California Ranches & Vineyards

Specializing in Northern California ranches, including rural and recreational properties, developed vineyards and land suitable for vineyard development, our team offers targeted expertise to both buyers and sellers. Knowing that quality ranch and vineyard properties in Sonoma, Napa, Marin, Lake and Mendocino Counties often change hands without exposure to the open market, our relationships with industry leaders and market participants allow us identify potential properties and conduct transactions to meet your specific needs.

## Commercial Properties

Our experience in the office, retail and industrial markets throughout the North Bay allows us to meet the specific demands of the selling, buying and leasing of single-tenant and multi-tenant properties. In addition to owner-user opportunities and income producing investments, we specialize in putting deals together between landowner and developer.

## Investment Properties

Vice Properties provides advisory and consulting services on your existing investment properties, or potential acquisition of investment properties. We will seek to understand your goals and objectives as an investor to ensure we position you in a property consistent with those goals and objectives.

## Residential Properties

As an extension of our appraisal work, our team has been working within the North Bay residential market since 1964. We know the ins and outs of this volatile market and can help both buyers and sellers get the best deal possible.

## Darryl Vice

With diverse experience valuing large rural, residential and commercial properties throughout the North Bay, Darryl specializes in ranches, vineyards, investment properties and development projects.

Born in Santa Rosa, Darryl Vice has lived in the North Bay all his life. He attended Cardinal Newman High School before moving on to University of California, Berkeley, where he played second base and shortstop for the Cal Baseball Team, including a trip to the College World Series in 1988 with future San Francisco Giants players Jeff Kent and Darren Lewis. After college, Darryl was drafted by the Oakland Athletics organization and went on to play for both the Oakland A's and Chicago Cubs reaching the AAA level.

Darryl returned to Sonoma County in 1993, and became a teacher and coach at Cardinal Newman High School. In 1998, he joined his father Gary Vice at Vice Appraisal Company, and began training for his General Appraisers License. In 2004, they were joined by Darryl's brother Ryan Vice in forming Vice Properties, with the goal of providing complete real estate services to their clients.

Darryl has more than 25 years' experience as a California licensed real estate appraiser with Vice Appraisal Company, and 20 as co-founder, owner and licensed salesperson of Vice Properties, Inc. With diverse experience valuing large rural, residential and commercial properties throughout the North Bay, Darryl specializes in ranches, vineyards, investment properties and development projects. Through his national network, Darryl is responsible for identifying potential opportunities, site evaluation, acquisition and disposition.



# Disclaimers

**Seller, Landlord or Lessee Rights:** Seller reserves the right in its sole discretion to accept or reject any offer, terminate negotiations, withdraw the Property from market without notice, amend the price, terms, conditions, and acreages being offered, and negotiate with multiple prospective purchasers concurrently until a definitive, legally binding Purchase and Sale Agreement is fully executed by Seller and Buyer. Seller also reserves the right to accept back up offers until the close of escrow.

**Sellers Disclaimers:** This Offering Memorandum has been prepared for Buyer and Buyers Representatives' use in considering the Property for a potential future acquisition, and contains only a general overview of the Property. Although information herein and subsequent information provided are from sources deemed reliable, neither Seller, nor Broker makes any warranties or representations, express or implied, as to the accuracy and completeness of the enclosed Property information. It is the Buyer's sole responsibility to conduct an independent investigation and due diligence of the Property and its attributes and characteristics in its entirety. Buyer is strongly advised to use qualified industry professionals to determine the suitability of the Property for Buyers intended use. Buyer is also advised that this Property Offering information is dated, and that changes may have occurred prior to, during and after the time that it was prepared. The Property is being sold in its present As-Is condition, subject to the terms and conditions of a fully executed, definitive Purchase and Sale Agreement.

**Communications, Offering Process, Viewing of Property:** All communications, letters of intent, offers, requests for additional copies of this Property Offering and viewing the Property shall be made directly by contacting: David Carciere at 707.479.2199.

