



Investment Land Opportunity for Sale

*Boutique Winemakers Dream!*  
**Cottonwood  
Canyon Winery**

3940 Dominion Road, Santa Maria, CA | Santa Barbara County



Offering  
Memorandum

Accelerating success.

**Preston Thomas**

Senior VP & Principal | Lic #01378821  
Office | Industrial | Land | Investment  
Direct +1 805 544 3900  
preston.h.thomas@colliers.com

**Colliers | San Luis Obispo**

1301 Chorro Street  
San Luis Obispo, CA 93405  
Office Line +1 805 544 3900  
colliers.com

*Insert legal name as per local legislation (if required)*

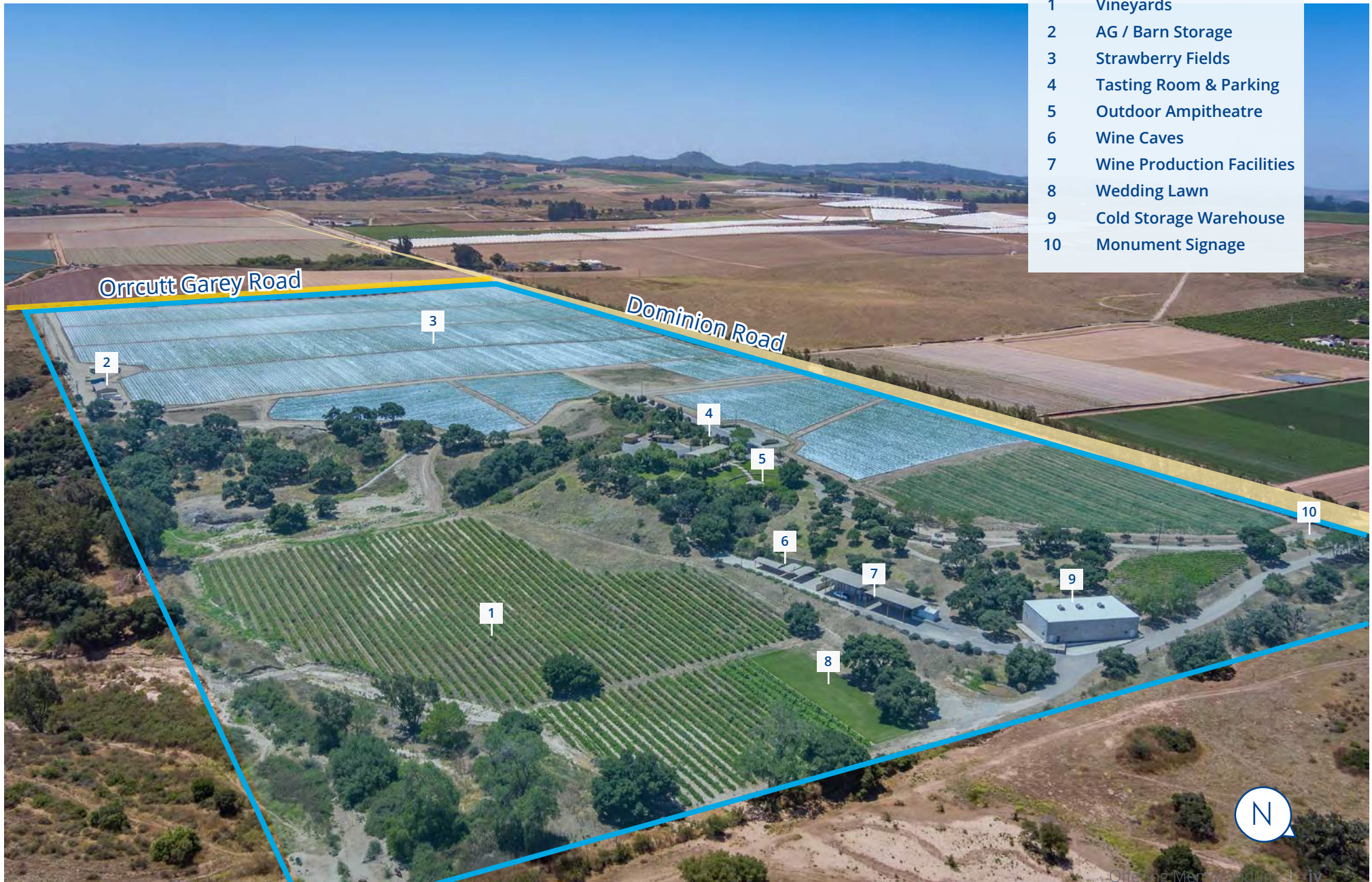
Discover the ultimate winemaking dream at Cottonwood Canyon Winery!

This remarkable 78-acre property features a thriving winery and processing facility, rare wine caves, and 50 acres of sought-after farmland cultivating strawberries. With a prime location on the Foxen Canyon Wine Trail and a 40,000 case winery permit, this turnkey estate presents an exclusive opportunity for boutique winemakers seeking a premier estate in the picturesque Santa Maria Valley.





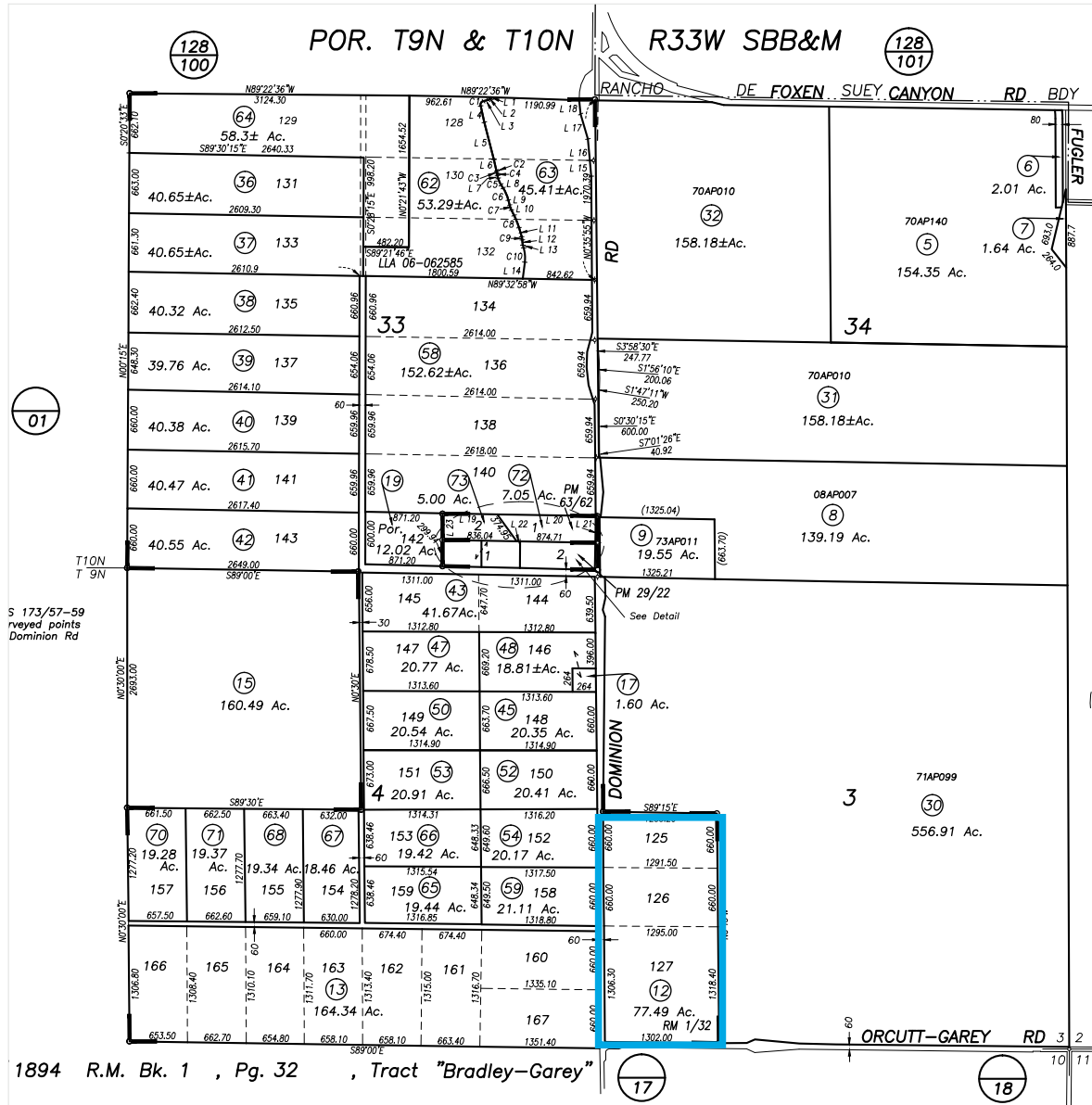
# Site Plan



Map Key	
1	Vineyards
2	AG / Barn Storage
3	Strawberry Fields
4	Tasting Room & Parking
5	Outdoor Ampitheatre
6	Wine Caves
7	Wine Production Facilities
8	Wedding Lawn
9	Cold Storage Warehouse
10	Monument Signage



# Parcel Map



1894 R.M. Bk. 1 , Pg. 32 , Tract "Bradley-Garey"



# Executive Summary





# Introduction

An extraordinary gem in the Santa Maria Valley! Embrace the essence of winemaking excellence with this 78-acre estate, housing a flourishing winery and one of only two wine caves in Northern Santa Barbara County.

With 50 acres of productive farmland, winery permits, and scenic wedding venue areas, this turnkey property offers a unique blend of luxury, tradition, and agricultural abundance.

Once in a lifetime opportunity to own a one of a kind winery and high producing farmland property in the eastern Santa Maria Valley. A perfect temperate climate, this property consists of 78 acres with a full functioning winery and processing facility, 6,000 sf of rare wine caves, and 50 acres of farmland currently in production of strawberry's with strong ag well.

One of only 2 properties in Northern Santa Barbara county to have wine caves, located on the Foxen Canyon Wine Trail. The property has a 40,000 case winery permit, making it a turnkey opportunity for a Boutique Winemakers. Highly developed property with tasting room/office/ residence, outdoor amphitheater, cold storage wine facility, wine production facility, and popular wedding venue area, and not to mention the caves! This is truly a unique one of a kind estate property that only comes along once in a generation.



Tasting room, office,  
& paved guest parking



Turnkey wine processing  
facilities and permits



±5,000 SF cold storage  
building with ±18' clearance



1 of only 2 wine caves in  
North Santa Barbara County



Prime temperate-climate location  
along Foxen Canyon Wine Trail



Wedding venue space, covered  
gazebo & amphitheater



± 50 AC of high-yield berry  
fields; ± 45 AC of Class 1 soils



High-producing AG  
well, refurbished 2022



Strawberry lease in-  
place through Dec 2025

# Investment Highlights



## Prime Location in Wine Country

Positioned along the prestigious Foxen Canyon Wine Trail and within the Santa Maria Valley grape AVA, the estate benefits from a prominent location that attracts wine enthusiasts and tourists, ensuring a steady flow of potential customers. The location offers one of the most temperate climates on the Central Coast.



## Cold Storage Wine Facility

The  $\pm 5,100$  square foot block warehouse building, with controlled temperature and ample clearance, can accommodate up to 25,000+/- cases of wine, offering an ideal setup for long-term storage and potential distribution opportunities.



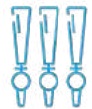
## Diverse Income Streams

The property's strategic location on the Foxen Canyon Wine Trail, coupled with its high-producing strawberry farmland, offers multiple revenue streams from wine production & storage, tasting room sales, weddings, & leasing the agricultural land.



## Established Ag Infrastructure

The property is equipped with 440 v 3 phase power, natural gas supply, two wells with two  $\pm 15,000$ -gallon water tanks, and a recently refurbished ag well with natural gas well pump, offering sufficient capacity to water the strawberry fields.



## Well-Equipped Tasting Room Area

The  $\pm 1,875$  square feet two-story tasting room area is equipped with all necessary amenities, including a kitchenette, wine storage closet, and a well-designed second floor that can be used as an office or 2-bedroom residence, providing flexible usage options.



## Historic and Coveted Wine Caves

The property boasts  $\pm 6,000$  square feet of rare wine caves, one of only two existing in Northern Santa Barbara County, providing an exclusive and atmospheric setting for wine aging and storage, as well as dinner events.

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### Highly Productive Strawberry Farmland

With 50 acres of strawberry fields,  $\pm$ 45 acres of Class 1 soils, and a high-producing, natural gas-powered agricultural well, the farmland component presents a lucrative opportunity for agricultural investors seeking a stable income stream.



### Turnkey Winery & Processing Facility

With a rare permit for a 40,000 case winery, and a fully equipped production facility with destemmer, chillers, and insulated jacket tanks, this estate offers a seamless opportunity for aspiring boutique winemakers to step into a turnkey operation.



### Ideal Microclimate

Nestled in the Santa Maria Valley, the estate benefits from a perfect temperate climate that rarely freezes, with summer temperatures in the 70s-80s, providing the ideal conditions for premium grape cultivation, wine production and row crops.



### Established Brand & Website

Currently known as Cottonwood Canyon Winery, the property comes with an established brand and website (one of the first in North Santa Barbara County), allowing for a smooth transition for potential buyers who may wish to continue the winery's legacy while adding their own touch to this exceptional estate.



### Growth & Expansion Potential

Expired permits for a full restaurant, guest lodge, and two 4-bedroom houses provide exciting growth potential for expanding the property's offerings, catering to a broader clientele, and increasing revenue streams, making it an enticing long-term investment.



### Wedding Venue & Events Space

The property features a picturesque  $\pm$ 10,000 square feet lawn area, complemented by a 500-person grass amphitheater and a covered gazebo, making it an attractive venue for hosting weddings and other events, enhancing potential income opportunities.



# Property Profile





# Property Profile

**Address** 3940 Dominion Road , Santa Maria, CA

**Asking Price** \$8,800,000

**APN & Zoning** 129-020-012 | AGII40 (Rural Agricultural)

**Site Area** ± 78 acres | ± 3,375,464 SF

**Current Establishment** Cottonwood Canyon Vineyard & Winery |

**Utilities** 440 v 3 Phase Power, Irrigation, Well Water, Telephone, Natural Gas, Plumbing, HVAC

**Existing Structures**

Tasting Room & Office Building <i>(2-story structure, ± 1,875 SF per floor)</i>	± 3,750 SF
Cold Storage Warehouse with dock	± 5,100 SF
Wine Caves (Storage & Dining Areas)	± 6,000 SF
Turnkey Wine Production Facility	± 3,800 SF
AG Equipment Storage/Barn	± 1,800 SF

**Land Breakdown**

Leased Strawberry Fields <i>(Class 1 Soil)</i>	± 50 Acres <i>(±45 AC)</i>
Vineyard Land	± 6 Acres
Wedding Lawn Venue	± 10,000 SF

**Proposed Structures**  
*Previously-approved*

Hospitality Facility (Restaurant & Lodge)	± 9,637 SF
Guest Ranch Units (2 4-bedroom units)	± 2,950 SF



# Tasting Room & Guest Venue Improvements & Highlights



**Highlight**

**Details**

**Existing Tasting Room  
& Office Building**

2-Story Tasting Room / Office / Residence Building (± 1,875 sf per floor)  
 1st floor currently built out as a tasting room with tasting area, kitchenette, bathroom, and wine storage closet.  
 2nd floor currently being used as an office, but was designed as a 2 bedroom residence. Includes kitchen, 2 bedrooms, 2 offices, bathroom/shower, deck. HVAC unit per floor. Built in mid 1990's.

**Parking Suitable for  
Events of all Sizes**

2 paved parking areas to accommodate ± 50 paved parking spaces.  
 Additional large gravel lot to accommodate several hundred vehicles.  
 Exterior guest bathroom outbuilding in the parking lot.

**Wedding Venue Area**

± 10,000 square feet of lawn area with 6 acres of vineyard in picturesque setting.

**Additional  
Guest Venues**

± 500 person outdoor grass amphitheatre connected to Tasting Room.  
 ± 300 person covered gazebo area at Wine Cave entrance.  
 ± 30-50 person dining areas within the Wine Caves.

**Potential Development  
Opportunities**

Expired permits for a full restaurant, guest lodge and two guest 4-bedroom houses on-property.

# Restaurant & Guest House Concept Plan





**Highlight** **Details**

**County Permits for Winery Business**

Permit with Santa Barbara County for 40,000 case winery (possibly expandable).

**Turnkey Wine Production Facility**

Production area includes two steel metal covered areas totaling 3,800 square feet of area. Includes destemmer, chillers, numerous tanks including 5 insulated jacket tanks: (3) 3,000 gal; (1) 4,300 gal; (1) 1,500 gal. Additional (5) portable tanks: each 400-500 gal, and hard-to-obtain crush pad with 9,000 lb press.

**Cold Storage Building**

± 5,100 SF block warehouse building for cold wine storage. Designed for up to ± 25,000 cases; built mid-1990's. Controlled temperature with 3 a/c units and sprinkler system. 18' ceiling clearance with fork lift & roll up doors. Loading dock with load leveler.

**Historic Wine Caves; Rare Event Space & Storage Facility**

First Wine Caves in North Santa Barbara County; 1 of only 2 existing now ± 6,000 SF | ± 13-16' diameter caves | Constructed in 1990's Includes restrooms, power, and plumbing; with dining area for ± 30-50 people Designed for up to 750 barrels of storage; 3 entrances.

**Cave Patio**

Covered gazebo area at cave entrance which seats ± 300.



# Wine Processing Improvements & Highlights



# Wine Processing Equipment List



## Winery Equipment

Product type	Purchase	Manufacturer	Product Details	Price
<i>Tanks &amp; Storage</i>	Jan 1991	Santa Rosa Stainless Steel	3,000 gallon tank	\$5,550.00
	May 1991	Santa Rosa Stainless Steel	4,527 gallon tank	\$4,527.00
	Feb 11996	Howard	1,470 gallon tank	\$7,600.00
	July 1997	Mueller	535 & 435 gallon portable tanks	\$7,185.00
	April 1999	Santa Rosa Stainless Steel	3,000 gallon tank	\$7,141.00
	April 1999	Santa Rosa Stainless Steel	3,000 gallon tank	\$7,141.00
	June 1999	Santa Rosa Stainless Steel	849 gallon tank	\$4,780.00
	Sept 2002	Santa Rosa Stainless Steel	1,500 gallon open-top tank	\$5,220.00
	Sept 2002	Santa Rosa Stainless Steel	1,500 gallon open-top tank	\$5,220.00
	Sept 2002	Santa Rosa Stainless Steel	1,500 gallon open-top tank	\$5,220.00
	Aug 2005	Santa Rosa Stainless Steel	1,500 gallon open-top tank	\$6,310.00
	Aug 2005	Santa Rosa Stainless Steel	1,500 gallon open-top tank	\$6,310.00
	Mar 2006	Santa Rosa Stainless Steel	500 gallon open-top tank	\$4,520.00
<i>Processing Equipment</i>	1998	Europress	4,000 liter (8-11.5 tons)	TBD
	1996	Idropress		\$2,000.00
	1998	Della Toffola	Plate & Frame Filter	\$6,840.00
	2000	G&D Chillers	Chiller	\$14,000.00
	2001	Diemme	Crusher & Destemmer	\$18,445.00
	1997	Teledyne Laars	Water Heater	\$6,800.00
	TBD	TBD	2 Forklifts (1 Electric, 1 Propane)	
<b>Equipment Value</b>				<b>\$124,809.00</b>



# Farmland Improvements & Highlights



Highlight	Details
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**Highly Sought-After Santa Maria Strawberry Land**

± 50 AC of strawberry fields with ± 45 AC of Class 1 soils. Currently leased to 12/31/25 with 3 year option to extend. Current rent \$2,800/AC (\$140,000/yr) plus water (up to \$19,500/yr).

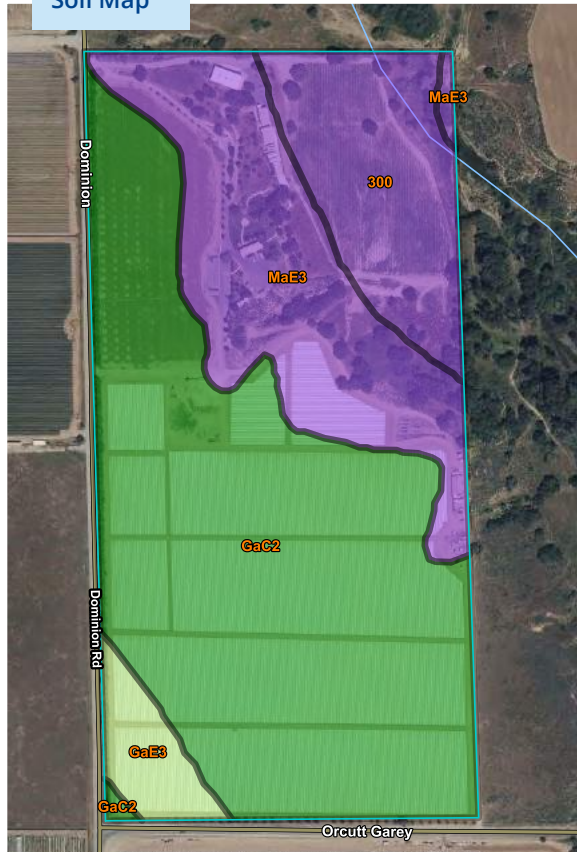
**High-Producing AG Well; Seperate from Domestic Well**

Natural gas powered well, refurbished in 2022. ± 700' depth; Sufficient to water ± 50 AC of strawberries

**Perfect Local Microclimate & Growing Conditions**

Located in Santa Maria Appalachia, where the warm season lasts ~4 months (June to October), with avg.daily high above 73°F. The hottest month of the year is August, with an avg. high of 75°F and low of 56°F.

Soil Map



Soil Conditions Map (See Figure on Left)

Label	Map unit name	Rating	Component %	AC in AOI	% of AOI
300	Corducci & Typic Xerofluvents, 0 - 5 % slope, occasionally flooded, MLRA 14	Grade 3 Fair	Corducci (50%); Typic Xerofluvents (30%); Tujunga, very rarely flooded (5%); Xeropsamments, frequently flooded (5%)	11.1 AC	14.4% of Subject Property
GaC2	Garey sandy loam, 2 to 9 percent slopes, eroded	Grade 1 - Excellent	Garey (85%)	44.1 AC	57.2% of Subject Property
GaE3	Garey sandy loam, 5 to 30 percent slopes, severely eroded	Grade 2 - Good	Garey (85%)	3.1 AC	4.1% of Subject Property
MaE3	Marina sand, 9 to 30 percent slopes, severely eroded	Grade 3 - Fair	Marina (85%)	18.7 AC	24.3% of Subject Property





# Strawberry Farm Lease Abstract

## Lease Details

<b>Lessor</b>	Cottonwood Canyon
<b>Area</b>	+ 50 acres
<b>Commencement</b>	January 2022
<b>Expiration Date</b>	December 2025
<b>Term</b>	4 years
<b>Options</b>	3 year option to renew
<b>Rent</b>	\$2,800 per acre / per year
<b>Plus Water</b>	\$19,500 per year
<b>Increases</b>	Flat; CPI increase on option
<b>Permitted Use</b>	Strawberry farming

## General Operations

Lessee and the Lessee's employees will access from Orcutt-Garey Road. Storage of necessary supplies and equipment must not be visible from access road, Dominion Road or Orcutt-Gary Road. Lessee agrees to have all chemical applications approved by Lessor prior to use.

## Soil Upkeep

Lessee to return property free of all weeds and crops, with the soil prepared for continual farming.

Payment Schedule						
Payment Due	Through	Per acre	Rent Due	Plus Water	Total Due	
1-1-2022	6-30-2022	\$2,800	\$70,000	\$9,750	\$79,750	
7-1-2022	12-31-2022	\$2,800	\$70,000	\$9,750	\$79,750	
1-1-2023	6-30-2023	\$2,800	\$70,000	\$9,750	\$79,750	
7-1-2023	12-31-2023	\$2,800	\$70,000	\$9,750	\$79,750	
1-1-2024	6-30-2024	\$2,800	\$70,000	\$9,750	\$79,750	
7-1-2024	12-31-2024	\$2,800	\$70,000	\$9,750	\$79,750	
1-1-2025	6-30-2025	\$2,800	\$70,000	\$9,750	\$79,750	
7-1-2025	12-31-2025	\$2,800	\$70,000	\$9,750	\$79,750	
<b>2022-2025 Rental Income</b>			<b>\$560,000</b>	<b>\$78,000</b>	<b>\$638,000</b>	

**\*Additional 3 year option thereafter; with rent to be increased by CPI based from 2022**

Lessee agrees to fertilize the soil returning it to the condition that allows continual farming without adding any nutrients by Lessor. Lessor will reserve the right to bill Lessee should the condition of the land not meet this standard of removal of all weeds, level and sprinklers fully operational and the soil properly enriched.

## Water & Irrigation

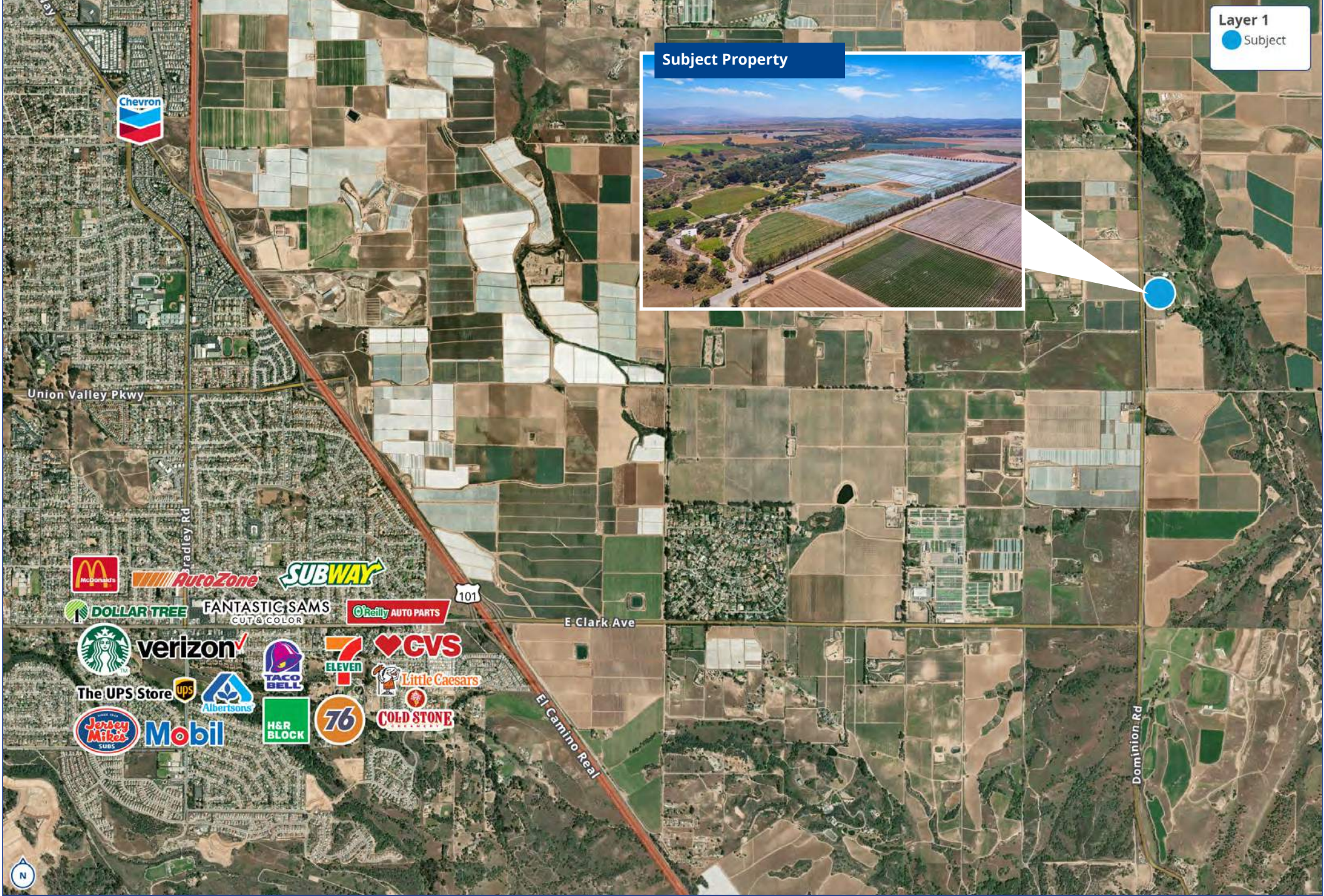
Lessee has inspected the irrigation system and it meets his requirements. Lessee at his expense,

may install a drip irrigation system provided and maintained by Lessee. Lessee agrees that he has inspected the sprinkler system and it is completely operational and it will be returned to this condition prior to vacating the property. Water usage will be controlled by Lessee when water is required. Water utility payment will be \$19,500 per year, with costs to be reviewed prior to renewal and adjusted as appropriate.

# Local Overview



Subject Property



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# Local Viticulture

Located in the Santa Maria Valley AVA, the property occupies a prime position in one of California's most dynamic wine-growing regions. With 7,500 vineyard acres and a diverse range of varietals, the Santa Maria Valley is celebrated for its complex and exquisitely balanced grapes. With 34 tasting rooms within a 30-minute drive and the popular Santa Maria Valley Wine Trolley, exploring the region's wines is a delightful experience. The wines of the Santa Maria Valley have gained international acclaim, earning prestigious accolades from Wine Spectator and recognition as one of the Best Wine Regions by USA Today.

The property's location within proximity to the renowned Foxen Canyon Wine Trail allows wine enthusiasts to embark on a captivating journey through 30 miles of meandering roads, connecting Santa Maria Valley to Los Olivos, and unveiling 14 tucked-away vineyards along the way. Here, wine lovers can indulge in the region's flagship varietals, including cool-climate Pinot Noir, Chardonnay, and Syrah, as well as Bordeaux-style wines from neighboring regions, providing a diverse and enriching wine-tasting experience for all connoisseurs.



An aerial photograph of a large property. In the foreground, there is a well-maintained lawn with a set of concrete stairs leading down. To the left, a yellow house with a flat roof is partially visible, surrounded by lush greenery and a vineyard. In the middle ground, a large, open green field stretches out, possibly a golf course or agricultural field. The background shows a line of trees under a clear blue sky.

**Colliers**

**Preston Thomas** <sup>SIOR</sup>  
Senior VP | Principal  
CA License #01378821  
Direct +1 805 544 3900

**Colliers | San Luis Obispo**  
1301 Chorro Street  
San Luis Obispo, CA 93405  
Direct +1 805 544 3900  
**colliers.com**

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