



CLOS LACHANCE
WINERY



THE VINEYARD AT COMMUNICATIONS HILL

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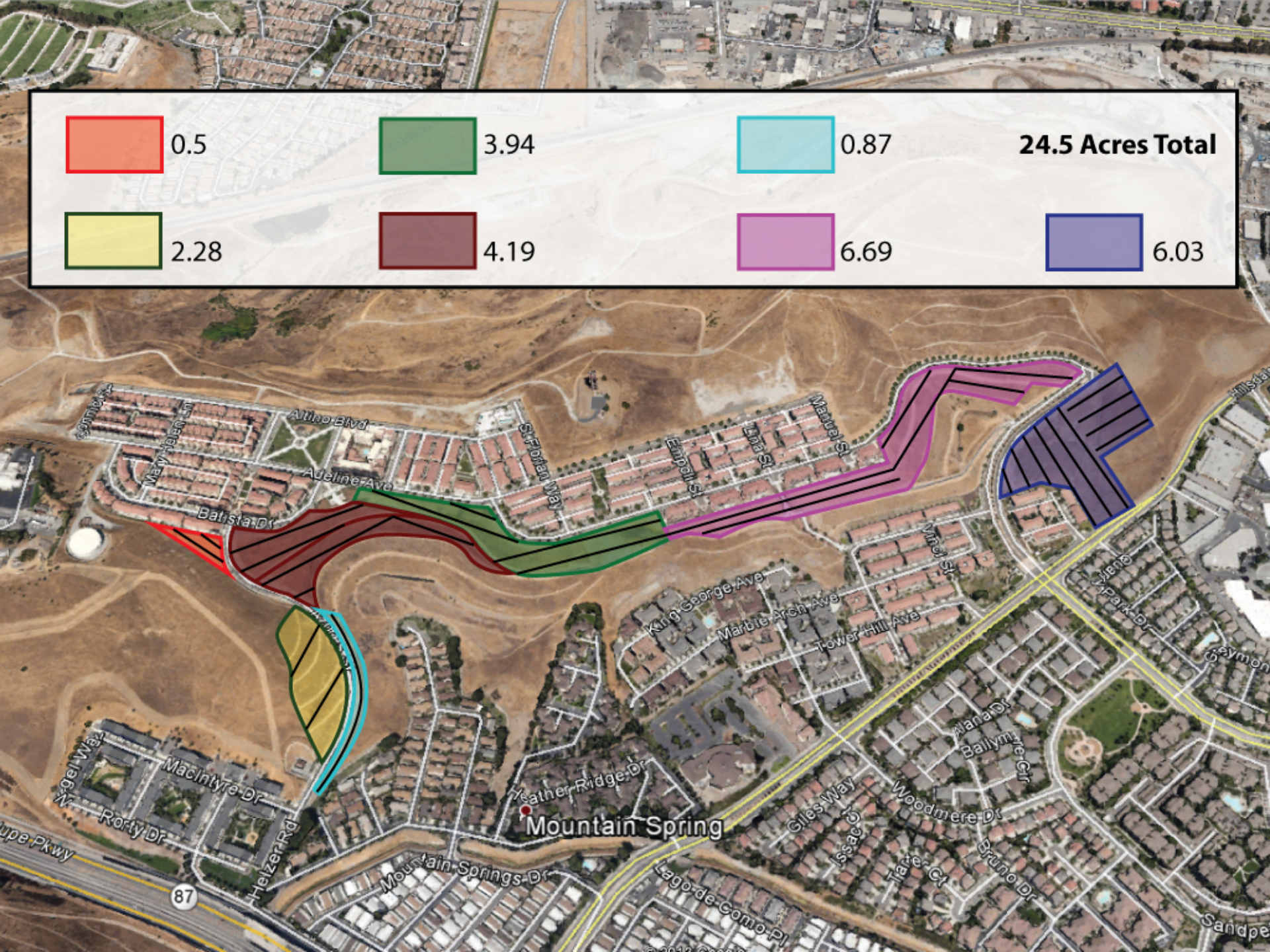
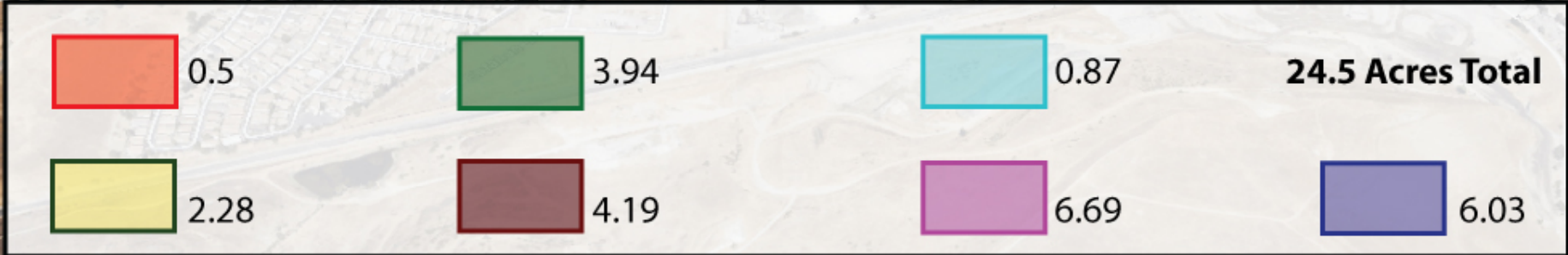
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BACKYARD STANDARDS

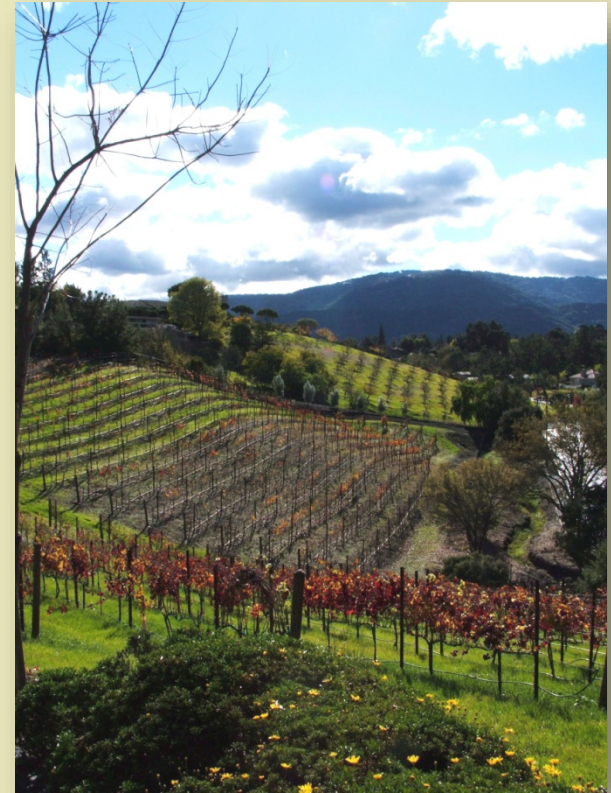
- Clos LaChance and CK Vines
- Premium wine-producing grapevines
 - (more than just landscaping)
- “Soil to sipping” mentality: full service
- Experience:
 - 2016: 15 current accounts in the local vicinity
 - 15 Years of installation and maintenance experience



Mountain Spring

INSTALLATION PROCESS

- **Land Prep**
 - Up to 10 soil tests
 - Mowing
 - Disking
- **Layout**
 - Marking vines and rows with irrigation mainlines
- **Trellis**
 - End-posts
 - Line stakes and anchors for each row; 6 wires for trellis.
 - Holes drilled 3 feet deep
- **Irrigation**
 - Trenching
 - Mainlines
 - Automatic valves
 - Drip line and emitters
 - Filter station with back flow prevention and regulated pressure
- **Planting**
 - Soil amendments added
 - Pre-plant fertilizer
 - Vines planted and protective grow tubes placed on the new vines.



ANTICIPATED RETURNS

- 24.5 Total acres
- \$40K/acre installation - **\$980K Total**
- Year 1 Maintenance - \$3.5K/acre = **\$85.75K Total**
- Year 2 Maintenance - \$4.5K/acre = **\$110.25K Total**
- Year 3 Maintenance - \$6.5K/acre = **\$159.25K Total**
- Year 4-10 Maintenance - \$7.0K/acre = **\$172K Total**

- Expected yield = 5 tons/acre = **122.5 Tons Total**

- Average price per Ton = \$1468 = **\$180K Total value**

- Annual out of pocket expense after year 4 - \$172K(maintenance) - \$180K(Grape Credit) = **8k profit**

10 YEAR PLAN

	March	April/May	June/July	August/Sept
Year 1 \$3.5K/acre	-Pruning/Tying	-Nutrition management -Irrigation scheduling -Vineyard floor maintenance -Replants	-Irrigation scheduling -Vineyard floor maintenance -Replants	-Vineyard floor maintenance -Nutrition management /crop protection application -Shut off water -Seed cover crop
Year 2 \$4.5K/acre	-Pruning/tying/ brush removal	-Nutrition management -Irrigation Implementation -Vineyard floor maintenance	-Second emitter installation -Vineyard floor maintenance -Petiole analysis	-Vineyard floor maintenance -Nutrition management /crop protection application -Seed cover crop -Shut off irrigation
Year 3 \$6.5K/acre	-Pruning/tying/ training/brush removal	-Nutrition management -Irrigation implementation -Vineyard floor maintenance -Suckering/shoot positioning	-Vineyard floor maintenance -Petiole analysis -Canopy work – tucking shoots	-Vineyard floor maintenance -Nutrition management /crop protection application -Seed cover crop -Shut off irrigation
Year 4+ \$7K/acre	-Pruning/tying/ training/brush removal	-Shoot thinning/shoot tucking/shoot removal (canopy management) -Fungicide application (April-June: every 2 weeks) -Nutrition management -Irrigation implementation -Vineyard floor maintenance	-Canopy management -Crop protection application -Vineyard floor maintenance	AUGUST -Canopy management -Adjust irrigation -Install bird netting SEPTEMBER -Sugar sampling -Bird net removal -Harvest

VINEYARD BENEFITS

- Esthetics
- Fire Control
- Erosion
- Sustainability



HOME OWNERS' BENEFITS

- Discounts on wine
- Free tastings
- Access to winery functions
- Exclusive CH Wine Club
- Part of the Clos LaChance community



INSTALLATION TIMELINE

- **January/February** - soil analysis, order trellis materials and vines
- **March/April** – Land prep and Layout rows and vines, irrigation mainlines
- **April/May** - Trenching for irrigation/start trellis
- **May/June** - Trellis continued/irrigation continued/drill vine holes
- **July** - Finish trellis, irrigation, soil amending
- **July/August** - Plant Vines

CK VINES CLIENTS



NEXT STEPS

- Homeowner buy in
- City buy in
- Negotiate and finalize contract
- Start work

