



Estate Vineyard & Winery for Sale

CONFIDENTIAL

DOUKÉNIE WINERY

Presented By



ACRES

Agri-CULTURE Consulting
& Real Estate Services

14727 Mountain Road
Hillsboro, VA 20132

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Table of Contents

Introduction

02

Offering Summary

03

Location, Map & Appellation

04

Property Highlights

05

Property Description

06

Property Boundaries

07

Doukénie Winery

08

Vineyard Blocks & Varietals

14

Property Photography

15

The Opportunity

21

About ACRES

25

Contact Info

26



INTRODUCTION

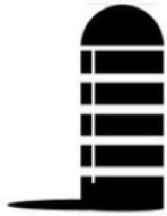
The first winery opened in Loudoun County in 1984. Doukénie Winery (under its original name, Windham Winery) began growing grapes in 1985, and opened a commercial tasting room in 1995. It was the 43rd farm winery licensed in Virginia. Today there are more than 300 wineries in the Commonwealth, and nearly 50 in Loudoun County.

Common varieties grown in the region include Cabernet Franc, Cabernet Sauvignon, Chambourcin, Chardonnay, Malbec, Merlot, Norton, Petit Manseng, Petit Verdot, Sauvignon Blanc, Seyval Blanc, Traminette, Vidal Blanc, and Viognier.

The wine industry is heavily marketed by the Virginia Wineries Association, the Virginia Wine Marketing Office, the Loudoun Convention and Visitors Association (Visit Loudoun), and Loudoun County Department of Economic Development.



OFFERING SUMMARY



DOUKÉNIE
WINERY

Sale Price:
\$10,000,000

Welcome to one of the most expansive, scenic, and productive estate properties in affluent Loudoun County, Virginia. Offered is Doukénie Winery, a venerable western Loudoun vineyard, winery, and working farm nestled in the foothills of the Blue Ridge Mountains and located just minutes from the quaint town of Hillsboro. In operation for more than 28 years, Doukénie Winery is an anchor in the Northern Virginia Wine Region. Enjoy breathtaking views of vineyards, mountains, farmland, pastures, and ponds while sipping on award-winning wine grown, produced, and bottled on site.

With more than 4,000 feet of road frontage on Mountain Road, 26 acres of mature vines, and just over 300 acres in permanent Conservation Easement, the property is ideally suited as a country estate for the wine aficionado, equestrian, or farmer, and someone looking to significantly increase their landholdings.

- Property and business for sale (includes vineyard and winemaking equipment, winery furniture and fixtures, wine inventory, and goodwill)*
- Lot Size: ~318 acres (Parcel IDs 481192695000, 481471469000, 481470655000, 481469842000, 481468732000, 481467920000)**

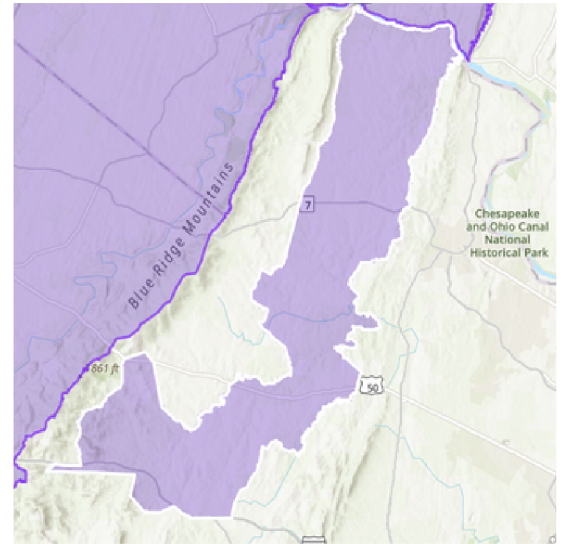
*The Seller is not responsible for rollback taxes.

**The acreage does not include an approximate 33-acre section in the northeast area of the property, which is undergoing a boundary line adjustment with a neighboring property.

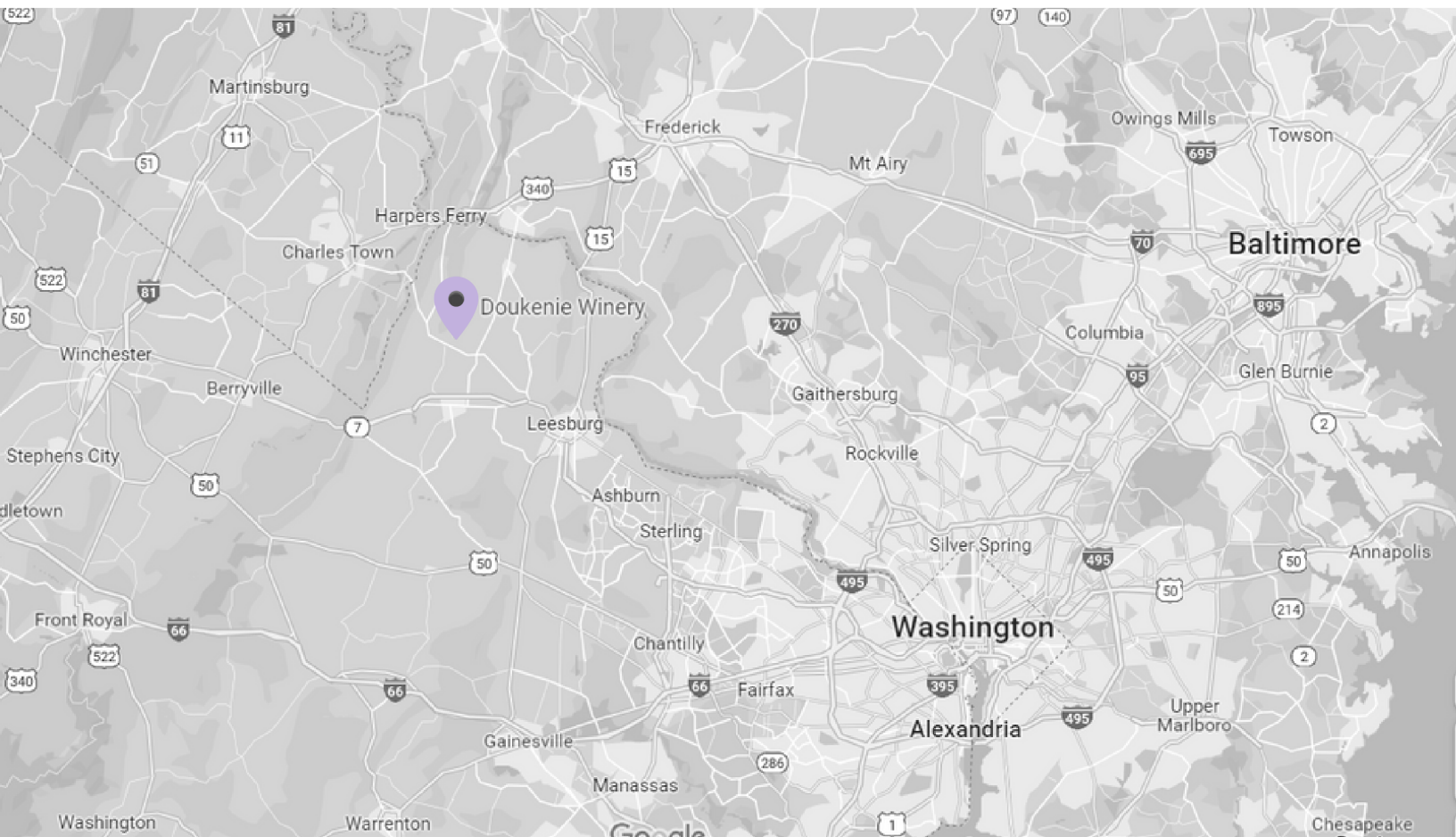
LOCATION, MAP & APPELLATION

Doukénie Winery is located just off the desirable Route 9 corridor in the Loudoun Heights Winery Cluster, one hour (52 miles) from Washington, DC.

The winery lies within the Middleburg, Virginia American Viticultural Area (AVA) which encompasses the Town of Middleburg, and is bounded by the Potomac River to the north and mountains to the east, south, and west. The AVA covers approximately 198 square miles (126,720 acres) and contains 229 acres of commercial vineyards and 26 wineries.



Middleburg, VA AVA

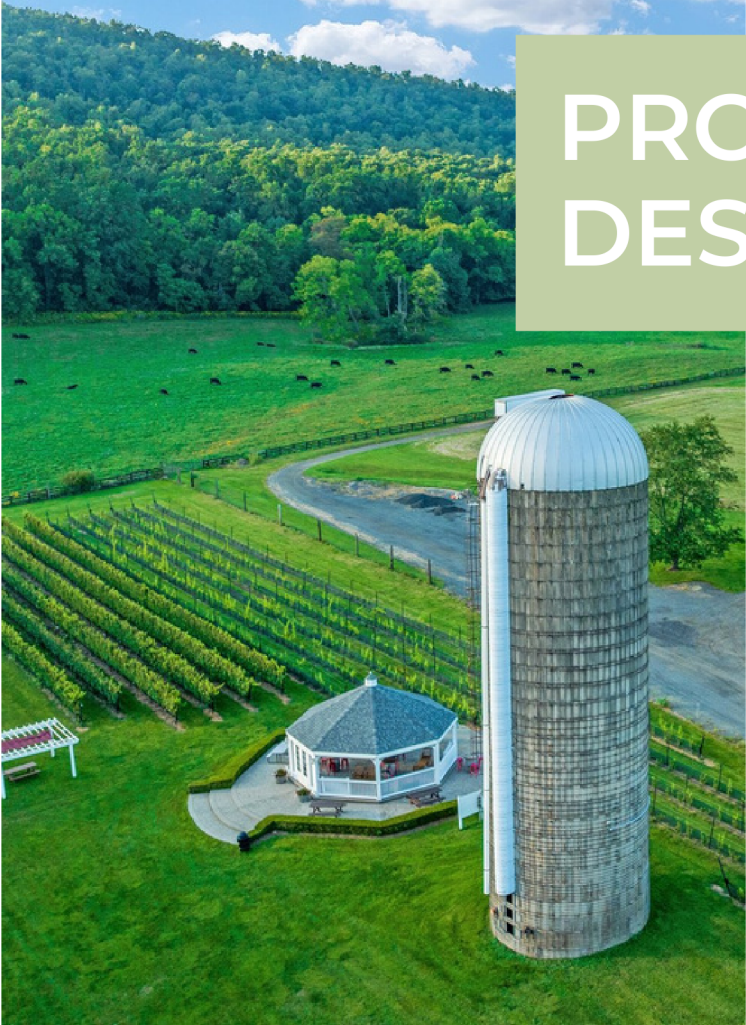


PROPERTY HIGHLIGHTS

Sale Type	Investment or Owner User	Winery Building Size	3,396 SF
Property Type	Specialty	1-BR Apartment	1,464 SF
Property Subtype	Winery/Vineyard	Year Built	2000
Zoning Code	AR1 – AGRICULTURAL RURAL	Residence Size	4,226 SF
Land Use Status	Open Space	No. Stories	2
Acres Under Vine	26	Year Built	1840

- 4,000 cases / 48,000 bottles annual wine production with room to increase
- 50+ acres of prime land for vineyard expansion or other agriculture
- Award-winning wines
- ~12 varieties of wine
- Tasting Room and extensive outdoor covered and uncovered seating areas
- 2-acre Pond





PROPERTY DESCRIPTION

The property is ~318 total acres: ~277 acres in one parcel that contains the entirety of the winery, estate house, and vineyards; and five wooded lots ranging from 8.25–8.5 acres that run from the base and up Short Hill Mountain.

The farm itself is called Windham Farm. Beautiful and serene, the estate includes acres of private wooded land, a large pond, four smaller ponds, creeks and springs throughout and, of course, extensive vineyard acreage.

Much of the remaining land is actively farmed, with corn, soy, and hay crops, as well as grazing pastures for Black Angus cattle.

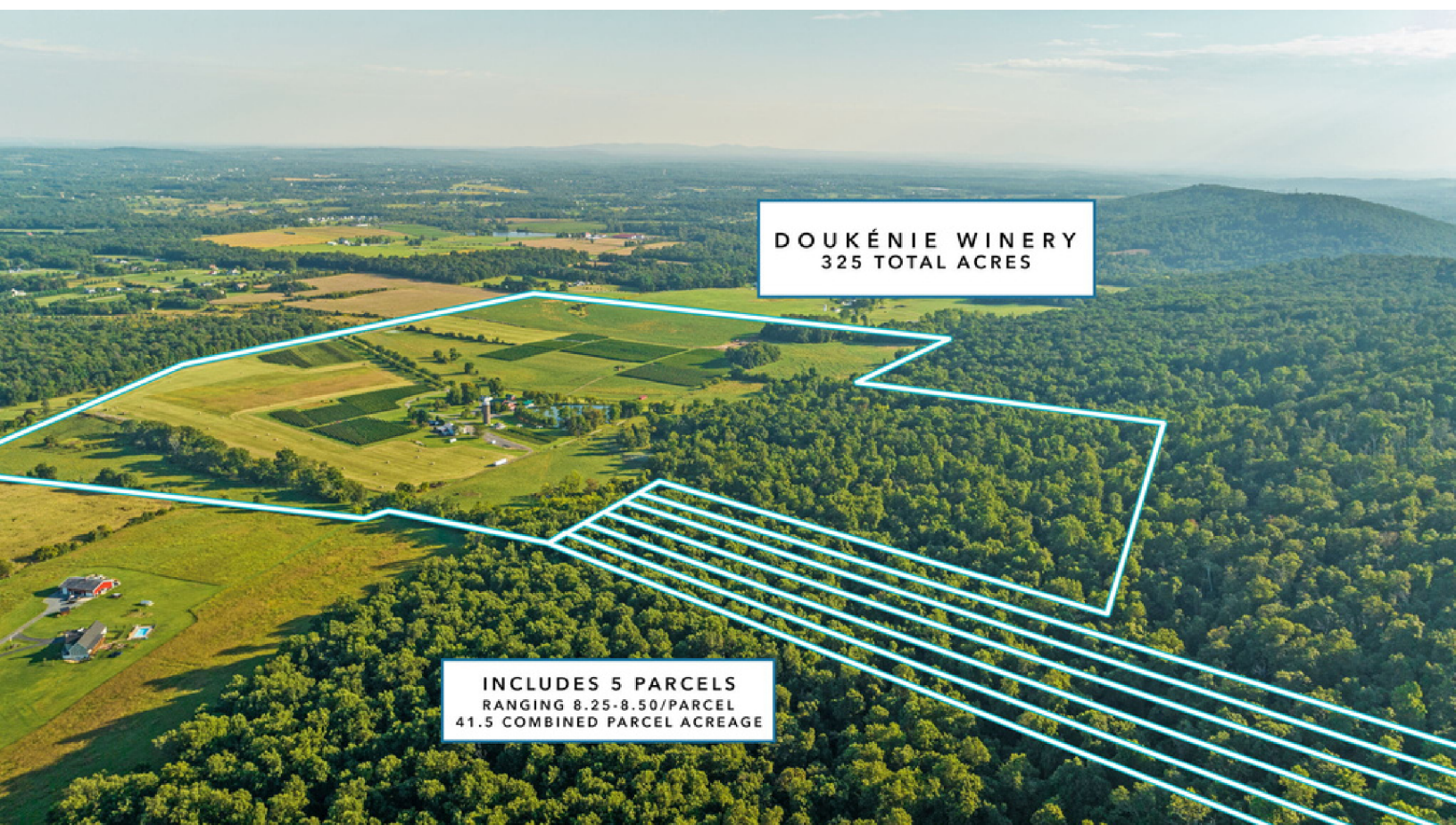
The improvements consist of a two-story winery building with tasting bars, event rooms, rest rooms, an apartment on the second floor, and basement for wine production and storage. This high-production facility produces more than 12 different varietals as well as a number of blends. There is a large utility building for equipment and bonded wine storage, a pavilion, gazebo, silo, and extensive landscaping. There are approximately 26 acres of mature planted grape vines.

Other improvements include a residence built in 1840, a stone building, two garages, a two-story, one-stall stable, horse paddock, and feed lot.

There is a perpetual Deed of Gift of Easement between the owners and the Land Trust of Virginia. There are no restrictions on planting additional acreage of grapes or other agricultural products, or improving the property further within the terms of the easement. Two of the five small wooded lots are not included in the easement.

The property lies adjacent to land under conservation or open-space easement, offering protection from future development. Few parcels of this magnitude remain in Loudoun County.

PROPERTY BOUNDARIES



DOUKÉNIE WINERY

The long, storied history of Doukénie Winery is one of producing quality fruit, delicious wines, sharing the love of the grape, and creating a loyal following of wine club members. As one of Loudoun's oldest and longest running wineries, Doukénie Winery enjoys a solid foundation of ongoing success.

The winery is a turn key operation and a Loudoun County landmark. Join us to learn more about this amazing story and how a new owner can take Doukénie Winery into an exciting and robust future.

A new owner could simply step in, maintain the status quo, and benefit from the existing operation. Or they could take the existing operation and expand it into new and exciting directions that include weddings and private events, expanded fruit sales and farming activities, equestrian use, and more.

A RICH HISTORY

Dr. George and Nicki Bazaco began their wine-growing journey in 1985 after George's grandmother, Doukénie (Greek for Duchess), suggested they plant grape vines in addition to their other crops (soy beans, corn, and livestock) on their recently acquired farm, purchased in 1983 from one of the Legard families who owned land in this area for several hundred years.





George & Nicki Bazaco

The first block of vines was planted in 1985, and now there are approximately 26 acres under vine. The Bazacos sold their fruit for the first 10 years. In 1995, they applied for a Virginia Farm Winery license as Windham Winery and opened the Tasting Room. In 2007, the name changed to Doukénie Winery.

The business evolved slowly and with purpose over the years, with the emphasis not on being the biggest, but being one of the best. With a focus on estate-grown and -vinified wines, Doukénie Winery has earned its stellar reputation.

THE WINERY & WINES

Known for award-winning wines, large established wine club, and spectacularly pastoral setting, Doukénie Winery is a favorite among wine enthusiasts, Tri-State-area visitors, and locals who want to experience a true Virginia farm winery. Guests are welcomed in by reservation and provided table-side service in the Tasting Room and grounds.



The inviting Tasting Room with ample seating, the expansive Bistro area, climate-controlled Pavilion, Deck, and Terrace are offered as adult-only spaces. The grounds surrounding the pond, Adirondack chairs, picnic tables, and climate-controlled Gazebo welcome children and leashed dogs.



DOUKÉNIE HERITAGE CLUB

The center of Doukénie Winery's business model is their robust and flexible wine club in which members receive discounts on wine, complimentary tastings, and exclusive member-only experiences and wine offerings throughout the year. Boasting more than 1,500 members—unquestionably one of the largest Wine Clubs in Loudoun County—Doukénie Winery enjoys loyalty like no other similar establishment in this region.

54% of memberships are 4+ years; 18% of memberships are 2-4 years; and 28% of memberships are less than 2 years.



RECENT GOLD MEDAL AWARDS

San Francisco Chronicle Wine Competition (International)	Virginia Governor's Cup (State)	Loudoun Wine Awards (County)
Gold – 2020 Sauvignon Blanc	Gold – 2017 Sauvignon Blanc	Gold – 2020 Viognier
Double Gold – 2016 Dionysus	Gold – 2016 Vintner's Reserve	Gold – 2020 Sauvignon Blanc (Best in Category)
Gold – 2015 Chardonnay	Gold – 2015 Petit Verdot	Gold – 2017 Chardonnay (Best in Category)



PRODUCTION

Below the Tasting Room is the Production Facility, Barrel Rooms, and Tank Room. The winery is outfitted with state-of-the-art processing equipment by Scharfenberger. The sorting table, elevator, destemmer crusher, press, and peristaltic pump are all relatively new and professionally maintained. The 18 stainless steel, jacketed tanks have more than 11,500 gallons of capacity. There is opportunity to expand the production facility.

Doukénie Winery is currently growing varieties that include: Cabernet Franc (3.01 ac.) Cabernet Sauvignon (3.43 ac.), Chardonnay (4.18 ac.), Merlot (3.85 ac.), Petit Verdot (2.36 ac.), Sauvignon Blanc (2.06 ac.), Seyval Blanc (1.0 ac.), Syrah (1.0 ac.), Tannat (1.0 ac.), Traminette (1.0 ac.), and Viognier (1.0 ac.)

Annual bottlings typically occur in February and May.

Annual Production Capability	6,000 cases / 72,000 bottles
Bottled Wine Inventory as of 12/31/23	4,400 cases
Bulk Wine Inventory as of 12/31/23	4,800 case equivalent in gallons
Average Bottle Price	\$36

THE WINEMAKER

Michael Shaps enrolled in the Lyée Viticole de Beaune in Burgundy, France in 1990 and interned at the esteemed Maison Chartron et Treuchet in Puligny Montrachet. In 1995, Michael moved to Virginia where he spent six vintages making wine for Jefferson Vineyards. He broke out on his own and made award-winning wines under his own label and, during this time, developed a consulting winemaking company, Virginia Wine Works. Shaps currently serves 17 Virginia clients with winemaking and viticulture services, including Doukénie Winery.



THE VINEYARDS

The vineyards at Doukénie Winery are impressive, well-established, maintained, and productive. The current 26 producing acres yield approximately 90 tons, and the prospective buyer can realize ~6,000 cases of estate-grown and -produced wine annually. If the prospective buyer wishes to expand, there are more than 50 acres of prime vineyard space available to plant. This acreage is on some of the best soils possible (23B and 17B) and in easily accessed/worked areas.

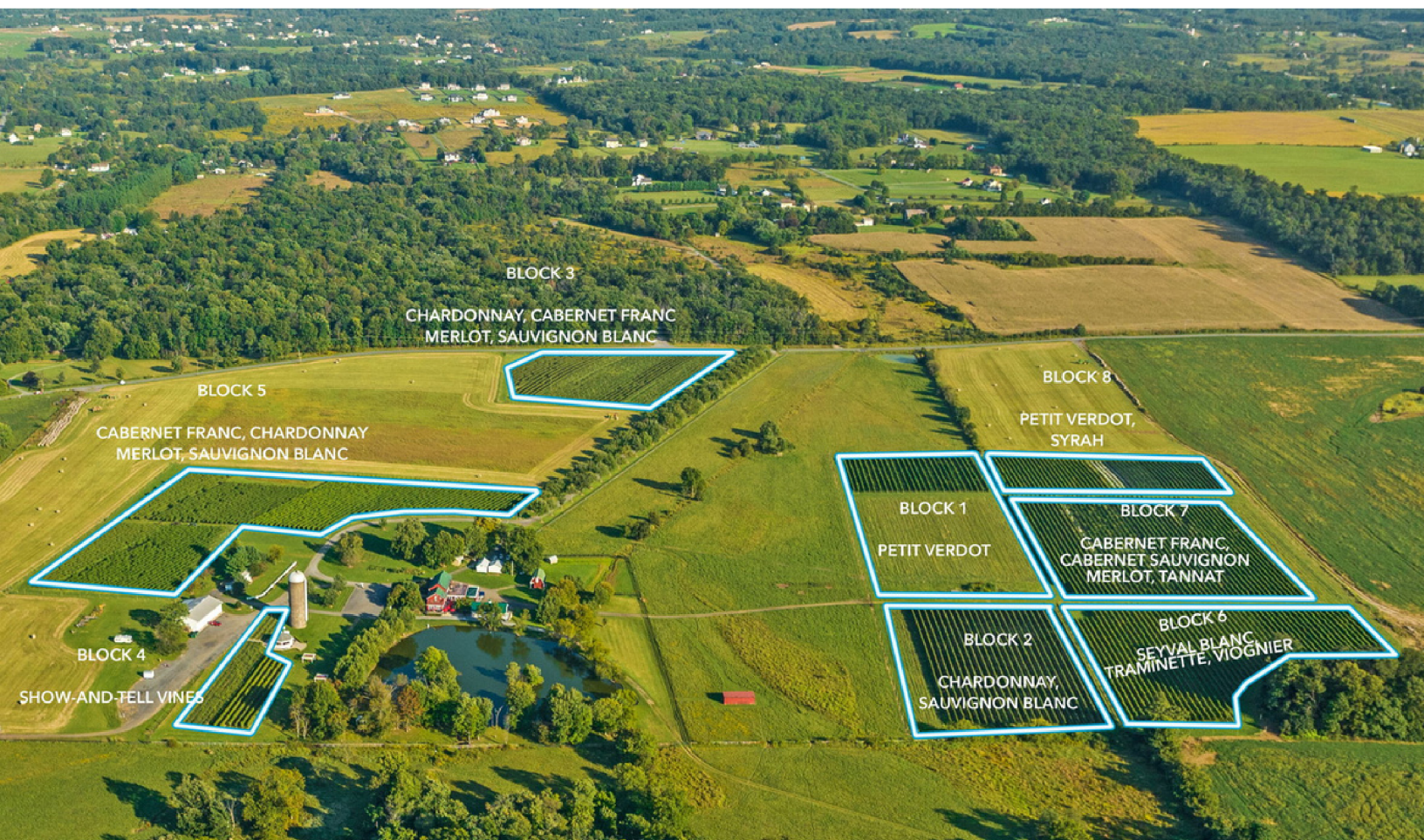
The vineyards are exceptionally cared for and extremely healthy. In fact, much of the labor crew has worked these vineyards for years. The crew leader started work at Doukénie Winery more than 20 years ago.

2023 HARVEST

The 2023 harvest season at Doukénie Winery saw tremendous yields of spectacular fruit. The winery brought in more than 63 tons of vinifera for its own use. At approximately 63 cases of wine per ton of fruit, the winery will produce ~4,000 cases in 2023. It was an exceptional vintage in Virginia and the wines aging in the cellar now are testament to this excellent year.

For only the third year, Doukénie Winery sold fruit to nearby Virginia wine industry colleagues. In 2021 the winery sold ~32 tons of fruit, and ~15 tons in 2022 and 2023.

VINEYARD BLOCKS & VARIETALS



BLOCK 1	Petit Verdot
BLOCK 2	Chardonnay, Sauvignon Blanc
BLOCK 3	Cabernet Franc, Chardonnay, Merlot, Sauvignon Blanc
BLOCK 4	Show-and-Tell Vines
BLOCK 5	Cabernet Franc, Chardonnay, Merlot, Sauvignon Blanc
BLOCK 6	Seyval Blanc, Traminette, Viognier
BLOCK 7	Cabernet Franc, Cabernet Sauvignon, Merlot, Tannat
BLOCK 8	Petit Verdot, Syrah















TURNKEY OPERATION

Doukénie Winery is a true turnkey operation. The winery facilities, vineyard, and farm equipment are fully operational and in excellent condition for continued grape growing, harvesting, processing, winemaking, and wine sales.



THE OPPORTUNITY

The winery's experienced, long-time staff have built a rapport with Heritage Club members and the general public, and nurtured the special ambiance and experiences they enjoy at the establishment, resulting in a business that is highly regarded and well known in the region and throughout the Commonwealth.

CONTINUITY OF PRODUCT

With more than 4,400 cases of finished wine and an equivalent 4,800 cases in bulk wine (as of 12/31/23), the prospective buyer has approximately two years of product on hand. This allows a new owner to move forward with confidence in continuity of product, allowing, at the same time, opportunity to develop new wines under their own brand if desired.

ADDITIONAL USES & REVENUE STREAMS

Even with Doukénie Winery's long-standing success and customer loyalty, the prospective buyer has significant opportunity to expand the business and enjoy additional revenue streams from fruit sales, farming, private events and weddings.

FRUIT SALES REVENUE

As mentioned, there is ample room within the property to expand the vineyard acreage on some of the best soils for grape growing in this area. The Commonwealth's vineyards have not kept up with increasing consumer demand for Virginia wine. Planting new vines takes investment, along with time for the vines to mature (3-4 years), but once bearing usable fruit, there is excellent opportunity to realize sizable income from fruit sales to wineries across the state. With an industry standard yield of 3 Tons/acre and \$3,000/Ton for vinifera grapes, there is gross revenue potential in excess of \$450,000 in fruit sales annually. This is in addition to the fruit sales revenue Doukénie Winery saw the last two years.



FARMING REVENUE

Portions of the estate are actively farmed today. Local farmers grow corn, hay, and graze cattle in the pastures and in the feedlot. The owners do not currently see any financial benefit from non-vineyard farming. They have provided their land for these activities at no cost for many years. The purchaser, however, should they continue to allow farming, could see significant revenue from local growers and/or cattle owners.

EVENT SALES REVENUE

A renovated estate house would make for an elegant space that Heritage Club members or the general public could reserve for private events. Likewise, the apartment above the Tasting Room might be converted to a private event space. The view from the upper deck is stunning, especially at sunset, and the entire space lends itself well to daytime and evening events. Both spaces would offer additional revenue in the form of facility use fees and associated required minimum wine sales from those private events.

Doukénie Winery currently closes at 6:00 pm on weekends. The winery hosts limited private events and does not do weddings at this time. The Tasting Room and/or Pavilion could be turned over as a private event space after regular business hours with little disruption to the enjoyment of customers. In fact, multiple simultaneous events could occur at the facility after hours. Market research indicates that nearby wineries are seeing rental fees for weddings in the \$6,000–\$15,000 range. Popular wedding venues in the area regularly book 20–50 weddings annually, in addition to dozens of smaller private events. This area of revenue growth is truly untapped and could potentially add a sizable profit to the bottom line. It may be possible, also, to construct a new and separate building in which to conduct private events, pending research with the Land Trust of Virginia, the Agriculture and Business Services Team at Loudoun County Department of Economic Development, and other entities.



EQUESTRIAN USES

The property's size is ideally suited to those involved in equestrian pursuits. There is ample room to add a riding arena(s) and stables for personal use, or to board horses and/or allow owners to use rideout areas around the property.

OTHER USES

There may be opportunity for revenue from other uses on the property such as a brewery or other farm-related activities, and the prospective purchaser should do their due diligence with the Land Trust of Virginia, which holds the Conservation Easement, and the Loudoun County Department of Economic Development.



SUMMARY

Doukénie Winery, set on its pristine and pastoral 318 acres, offers an unparalleled opportunity for the qualified winery and vineyard estate purchaser. A parcel this size in Western Loudoun County is extremely rare and would be the crown jewel in anyone's real property portfolio. The gorgeous and abounding views are like no other winery's in the Commonwealth. Add the well-respected, established, turnkey winery operation, in-house production facilities, and ability to realize several additional revenue streams, and Doukénie Winery's next owner has a truly unique opportunity to make their mark in the Virginia Wine Industry.



ABOUT ACRES

ACRES (Agri-CULTURE Consulting & Real Estate Services, LLC) is a team of seasoned professionals who provide end-to-end real estate services, consulting, and management to Virginia's agritourism industry.



Sydney Smith-Marlowe

Sydney has 20 years' experience in the wine industry. She was the General Manager and Executive Director of a Loudoun County winery for 10 years, and is a licensed Realtor® focused on wineries and other agritourism properties.



Mike Wagner

Mike has more than two decades of experience as a real estate broker, and has several years working in the wine industry. He spent nearly 20 years in the hospitality industry as events director and manager of food and beverage.



Ben Renshaw

Ben launched his career in the wine industry in 1998 with a custom vineyard management, installation, and winemaking company. In 2007 he began making wine under his own label and was the owner, winemaker, and viticulturalist of a Loudoun County winery for 11 years. He is a well-respected winegrower in the region.

DOUKÉNIE WINERY

14727 Mountain Road, Hillsboro, VA 20132

All information is strictly confidential. Real Estate Agents may not show the property without an appointment.

PROSPECTIVE BUYERS MUST SIGN AN NDA AND SHOW PROOF OF FUNDS PRIOR TO SHOWINGS OR RECEIVING FINANCIAL INFORMATION.

CONTACT

Sydney Smith-Marlowe

sydney@agri-cultureconsulting.com
301.873.9600

Mike Wagner

mikew@agri-cultureconsulting.com
703.606.7277



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