

SOUTH RIVER VINEYARD INFORMATION SHEET

The majority of the vineyard work is done by a contractor, Humberto and his crew. Humberto has been with the seller for over 20 years and they see no reason why he would leave. Humberto knows about the sale of the property, but, because of the language barrier it might be a challenge on the phone to discuss with him. We would suggest serious interested parties arrange a time to come to the farm and meet Humberto. The Auction Company and the Seller would be glad to arrange a time that would work for everyone's schedule. At the meeting they can go over all the duties and perhaps what a new owner would like. The Seller believes that Humberto is looking for more work so this could benefit everyone. Mr. Sullivan (Seller) is also willing to help out as a consultant to the new owner until the harvest is completed this fall.

The Vineyard process:

January-March is the pruning season and is taken care of by Humberto and his crew. April to August is the growing season. Humberto manages the vines, positions the shoots, and pulls leaves to ensure the correct amount of sun for the growing grapes. The majority of the vineyards are irrigated and Foothill Irrigation turns the system on and off and does repairs if needed.

During this time, Mr. Sullivan will spray the grapes as needed based on the weather. This can be Humberto's responsibility for a new owner.

In August Mr. Sullivan starts taking grape samples to the purchasers to determine approximate time for harvest.

September is when the harvest schedule is developed. Mr. Sullivan coordinates with buyers on tonnage desired and when they want to pick up. Humberto consults with Mr. Sullivan on the amount of grapes available and provides the workers to do the harvest. As the vineyard supervisor he oversees the work of the pickers and makes sure everything is done on time.

Routinely the wineries come and pick up the grapes.

The Seller's tenant has mowed the vineyard and fields. However, with his recent exit, Humberto could possibly take care of this.

If the new owner is not familiar with vineyard operations, it would be best to hire a vineyard consultant to help guide and understand the process. Chris Hill 434-296-3438 and Paul Mierzejewski 434-981-7656 have assisted with South River Vineyard. Chris Pearmund 540-347-3475 is who we sell our grapes to and he often comes out and helps. Tony Wolf with Virginia

Tech at virtis@vt.edu is a great resource for getting started, along with the Virginia Vineyard Association. Robbie Corpora has been a recent vineyard consultant and he can be reached at hicorpora@yahoo.com and also Bill Freitag at bill@tollgatefarm.com

The seller's sold their grapes in 2015 and 2016 to: Pearmund Cellars (Award Winning Petit Mensang), Gadino Cellars, and Wistera Vineyard.

The Petit Mensang that Pearmund produced received 92 points from Robert Parker, the Wine Advocate. It was the highest rated wine in Virginia in 2015. The Sellers have been selling to these wineries for almost 10 years. Each year they take all of their crop.

The lugs which are used for harvest can be purchased from the seller and can be moved from storage to the little house garage if a new owner wants a turnkey operation with all the equipment and Humberto.

Expanding the vineyard is possible. There is space on the left side of the driveway for vines that are late budding. Also as you go up the hill on the left is another location. Beyond the pond is also another location. Interested parties should engage a vineyard consultant.

The main home has recently been used for vacation rentals at \$400 per night with a three night minimum. Lydia Mountain Lodge and Log Cabins manages the rentals and takes care of all cleaning, linens, towels, etc. Lydia Mountain gets the first night's rent and the owner gets the remainder.