



Request for Ideas

Use of Huichica Creek Vineyard Property



Announcement Date: May 8, 2023

Responses Due: June 30, 2023

1. Introduction & Overview

[Napa County Resource Conservation District](#) (Napa RCD) invites individuals, for-profit businesses, and non-profit organizations to propose ideas for using its Huichica Creek Vineyard (HCV) in the Los Carneros AVA in Napa County, California.

Napa RCD intends for its property to be used to educate and influence the community towards sustainable stewardship of land and natural resources. Napa RCD is currently unable to maximize use of the HCV property for these purposes. Thus, Napa RCD seeks proposals from those interested in medium- to long-term use of the property that meets the objectives of both Napa RCD and the proposer.

One or more proposed ideas will be selected by the Board of Directors of the Napa RCD for further discussion. If the use is determined to be compatible with Napa RCD's objectives, the Napa RCD and the proposer(s) will refine the proposal and negotiate an agreement for use of the HCV property. The lease rate will consider the benefit of the project to Napa RCD's mission.

This process may result in one agreement for use of the full property, or multiple agreements for compatible uses.

2. Property Description

HCV is a 20.63-acre property in the Los Carneros AVA in Napa County. Currently, the property contains 3.0 acres of Chardonnay winegrapes, 1 acre of cider apples, and the remaining acres are previously farmed and currently cover cropped areas as well as wetland and riparian areas. The property's eastern and southeastern borders are roughly formed by Huichica Creek. Winegrapes were previously planted on the remaining acres and were removed approximately one year ago.

A detailed description of the HCV may be found in Appendix A, which is an excerpt from an Appraisal report completed in 2021. Important information presented includes: Physical Description, Maps, Legal Description, Easements, Encroachments, Current Use, Water Resources, Soil Analysis, Grape Pricing, Zoning, Flood Hazard Information, and more.

Here is a summary of some key parameters for your consideration. For more information, please review Appendix A (however, please note that the property description below contains the most current information).

- **Zoning and Other Restrictions:** The property is zoned AW (Agricultural Watershed District). Napa RCD has worked hard to restore the riparian forest corridor along Huichica Creek, as well as a seasonal wetland area, and desires to continue the protection and enhancement of these resources.
- **Water Resources:** The property receives up to 9.5-acre feet of water annually from a 100-gpm well that is on the adjacent parcel between March 1 and October 31. The well has issues with salinity, which can be harmful in vineyards. Additionally, the

property receives up to 7-acre feet of treated wastewater annually from Sonoma Water typically between May 1 and October 31. Additional water may be available at other times of the year, and Sonoma Water is not obligated to deliver water if there is a shortage or other unforeseen events.

- **Soil Analysis:** The soil type underlying most of the property is Haire loam (0-2% slopes). The Haire loam soil type is moderately well-drained, and vineyards on this soil have average production and produce good quality fruit.
- **Access and Infrastructure:** The property has access off Duhig Road via a one lane shared gravel road. Duhig Road is a county-maintained two-lane paved road. Onsite vineyard access is via gravel and dirt roads. Overhead electric power is developed at the subject eastern property line. The site improvements are minimal, and consist of the shared driveway, dirt/gravel vineyard roads, developed underground wastewater pipe and connection, as well as some fencing with gates.

3. Our Objectives

Napa RCD seeks ideas for use of the HCV property that achieves one or more of the following objectives:

- **Increase appreciation and understanding within the winegrape industry of how to coexist with and enhance the natural environment.** Examples:
 - Demonstrate practices that manage and gain from the vineyard-wildlands interface.
 - Demonstrate climate-adaptive practices.
 - Demonstrate cultural and labor practices that support the health and well-being of individuals, families, and communities.
- **Demonstrate the feasibility and value of diversified agriculture in the Napa Valley in the face of increasing climate-related soil salinity and drought.** Examples:
 - Demonstrate cultivation of food and/or fiber crops alongside or within vineyards.
 - Demonstrate regionally appropriate methods for dry-farming food and/or fiber crops.
 - Demonstrate methods for farming food and/or fiber crops that can withstand increasing salinity.
- **Engage the community to increase understanding of ecological resilience, watershed function, sustainable agricultural practices, etc.** Examples:
 - Create opportunities for connection and learning around restoration of streams and creeks.

- Create opportunities for the public to understand sustainable and/or innovative agriculture practices.
- Create access to agricultural or vineyard career exploration for people from traditionally marginalized identities or communities.

Proposals for uses of the HCV property must also:

- Be financially sustainable independent of Napa RCD.
- Adhere to the stewardship principles outlined in the [Napa Green](#) certification for vineyards or USDA-NRCS sustainability guidelines.
- Maintain or enhance the ecosystem benefit provided by Huichica Creek.
- Avoid adverse impacts on neighboring properties.
- Consider that if specific permits are required for the proposed project, they must be pursued and paid for by the proposer and any risks associated with that permitting process are also of the proposer.
- Operate within the property constraints (See Section 2).
- Agree to provide Napa RCD with access for occasional public events, such as tours and workshops, which do not unreasonably impede operations or marketability of products.
- Agree to provide Napa RCD to establish research and demonstration projects which do not unreasonably impede operations or marketability of products.
- Agree to participate with Napa RCD in publicity and marketing, such as listing on website, e-news, and social media.

4. Submittal Requirements

Your proposal should, at a minimum, provide the following information in no more than 6 pages:

- i. Cover Letter
- ii. Statement of Interest
 - a. Describe your idea for the HCV property, including what parts of the property would be used, what infrastructure would be required, desired lease term, and any ongoing support from Napa RCD that would be needed for success,
 - b. Provide a brief description of how your idea aligns with Napa RCD’s objectives.
 - c. Provide a brief description of how your idea can be carried out with minimal oversight from Napa RCD.
 - d. Describe how your idea is financially sustainable, independent of Napa RCD.

- iii. Proposer Experience and Resources
 - a. Describe yourself and/or your organization/team, including any partners. If your proposal includes multiple uses conducted by multiple partners, describe how you will provide oversight and management of this.
 - b. What type of services or experiences do you provide currently? What type of resources would you bring to the Idea?
- iv. Proposer Contact Information

5. Submittal Instructions

Proposals are due Friday, June 30, 2023 at 6 P.M. Submit proposals electronically to Lucas@NapaRCD.org. Napa RCD reserves the right to extend the deadline. If an extension is issued, all submitted proposals will be provided the opportunity to update and resubmit according to the new deadline.

6. Site Visits & Contact Information

An optional pre-submittal site tour will be on Friday, May 26, 2023 at 1:00-3:00 P.M. at Huichica Creek Vineyard, located at the corner of Duhig Rd and Ramal Rd in Napa County. An optional pre-submittal virtual meeting will be scheduled with interested proposers.

You may contact the Napa RCD to RSVP for the site tour and/or virtual meeting:

Miguel García, Sustainable Agriculture Project Manager
1303 Jefferson Street, Suite 500B, Napa, CA 94559
707-690-3122, Miguel@NapaRCD.org

7. Requests for Clarification

Any formal request for clarification may be emailed to: Lucas@NapaRCD.org

8. Review of Responses

Proposal submittals will be reviewed by Napa RCD staff and board members, and responses will be made no later than 60 days after the final deadline.

Napa RCD reserves the right to begin refining a submitted proposal with one proposer for use of the full property, or multiple proposers having compatible uses.

Appendix A
Property Parameters
(See following pages)

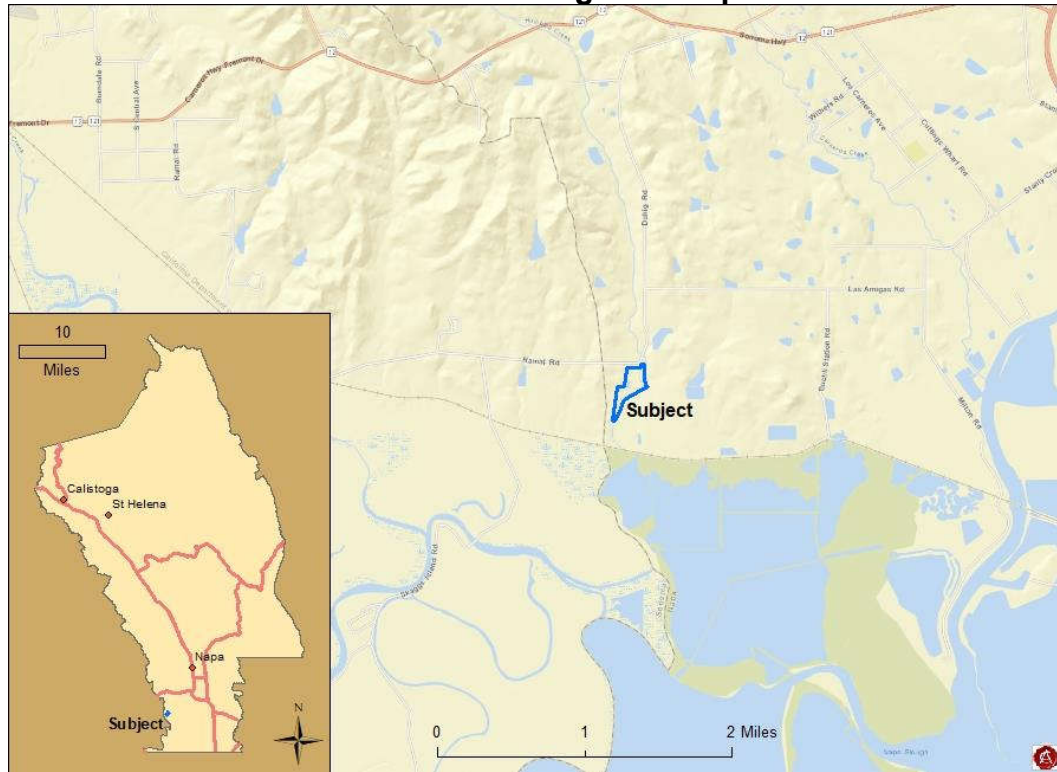
PROPERTY DESCRIPTION

Identification / Physical Features:

The subject property is identified as Assessor Parcel Number 047-320-024. The property is located approximately 7 miles southwest of downtown Napa, in southwestern Napa County and lies within the Los Carneros AVA. The subject lies just to the east of the Napa/Sonoma County line. The Los Carneros AVA encompasses portions of both Napa and Sonoma Counties that share similar attributes.

The subject property totals 20.63 acres developed with 10.52 net-acres of vineyard (of which 8.77 are considered plantable), an additional 1.8 acres considered plantable (previously planted, but removed in 2019), with 8.31 acres for site and vineyard support. Views are of the surrounding area, neighboring vineyards, as well as the subject vineyard. Topography is relatively flat to gently sloping, with elevations ranging from approximately 27 feet above sea level at the northwest corner, to six feet above sea level along the southeastern border. The subject's eastern and southeastern borders are roughly formed by Huichica Creek. The subject has average seclusion due to surrounding vineyards, and riparian growth along Huichica Creek. There are numerous vineyard and rural properties surrounding the subject. The area to the south of the subject is primarily low-lying marshland and a large slough that make up Napa Sonoma Marshes Wildlife Area on the northern end of San Pablo Bay. The subject has limited homesite appeal due to the low-lying topography and the restrictions of the conservation agreement. However, a home could likely be built on the higher portion of the property as there are neighboring properties with building development.

Location and Regional Map



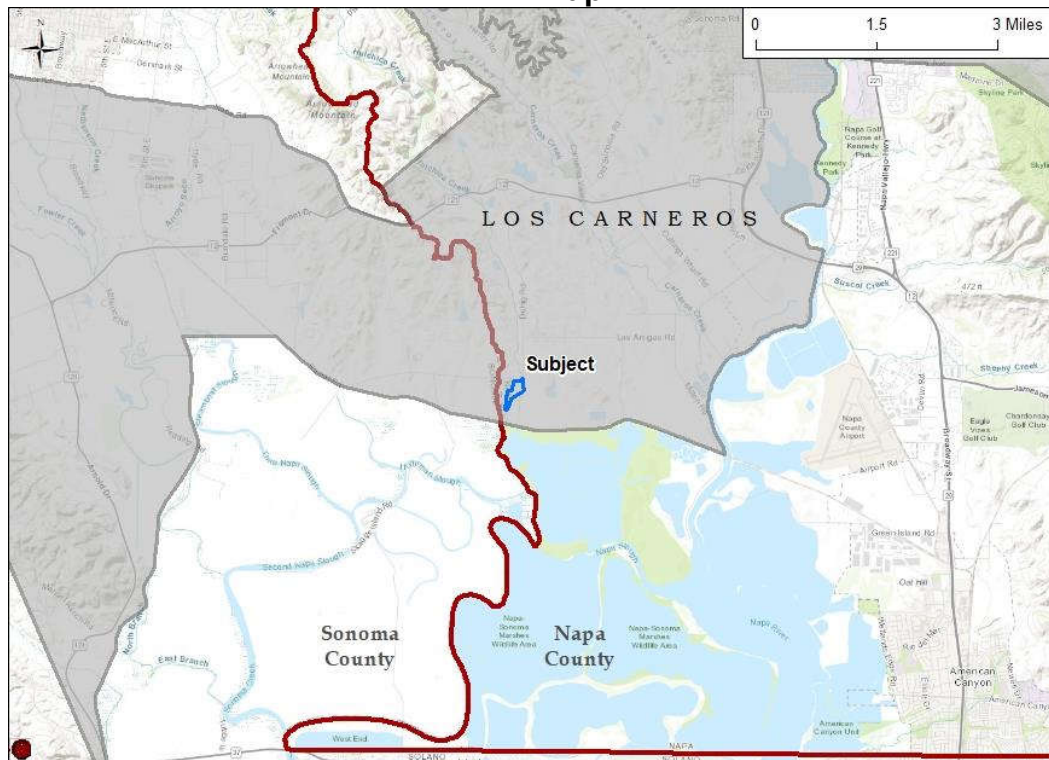
Aerial Photograph



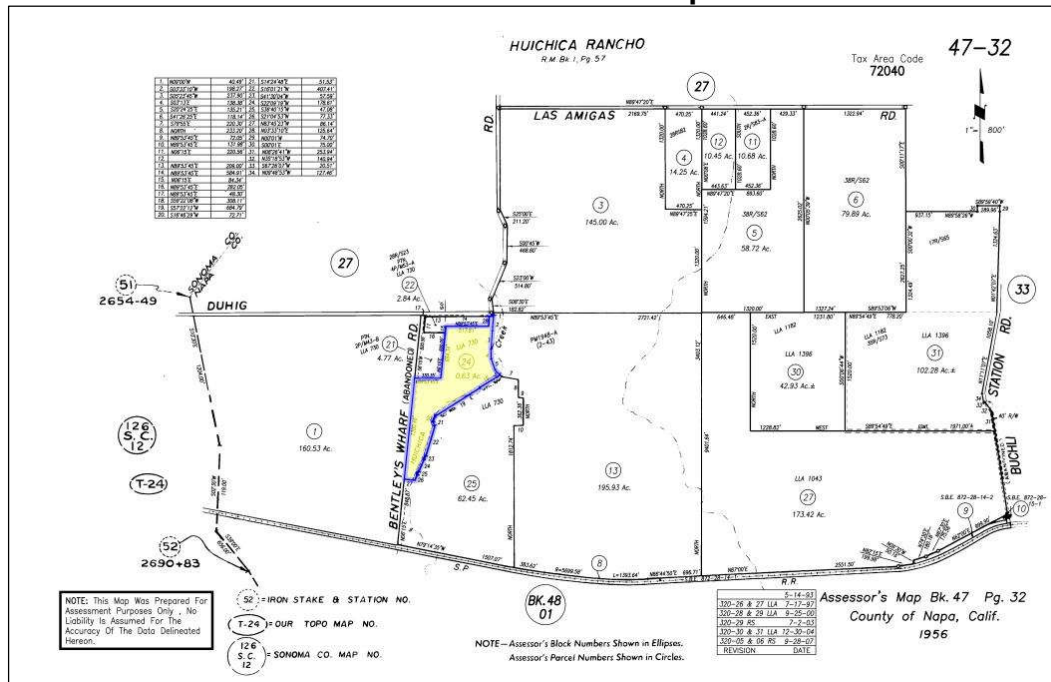
Topo Map



AVA Map



Assessor's Parcel Map



Legal Description, Easements and Encroachments

A current title report was not provided. This appraisal is based on the extraordinary assumption that anything identified in a title report would have no effect on the value of the property. A legal description was provided, and appears to describe the subject. Contiguous parcel #047-320-025 belonging to the State of California appears to use the road that passes along the eastern boundary of the subject for access.

The subject property is under an agreement with the State Coastal Conservancy that was made on May 20, 1991 and runs through December 31, 2023. The agreement states that the Conservancy grants to the Napa County Resource Conservation District (RCD) an amount not to exceed \$355,000 subject to terms and conditions, which state that the RCD must purchase a parcel of land (specified in the agreement) at a price not to exceed fair market value, that is to be used to establish a demonstration vineyard. After purchase the property cannot be sold or used as security without the consent of the State of California along with other restrictions per the terms of the agreement, while the agreement is in place.

A road, utility, and water pipeline easement is described in the legal description section of the agreement with the State Coastal Conservancy, and identified as Parcel Two. This easement occurs along the eastern property line of the subject, and appears to benefit the parcel to the southeast of the subject (047-320-025). Additionally, the subject appears to benefit from a well on this same parcel that is described as Parcels Three, Four, and Five in the same agreement. No other easements, encroachments, or restrictions were noted or reported.

Ownership History / Sale History:

The subject is vested in the name of the Napa County Resource Conservation District, and has been under the same ownership for many years. No sales, listings, or offers of the subject property within the last three years were reported, discovered, or identified. The agreement with the State Coastal Conservancy prohibits any sale of the subject without the consent of the state.

Present Use:

The subject vineyard is used as an experimental demonstration vineyard for sustainable farming techniques. It is farmed with the help of hired labor and a vineyard management company, and the subject fruit is sold, with profits (if any) funding the Napa County Resource Conservation District.

Location and Access:

The subject is located in southwestern Napa County in the Los Carneros AVA, approximately 26 miles north-northeast of San Francisco. The subject has access off Duhig Road via a one lane shared gravel road. Duhig Road is a county-maintained two-lane paved road. Onsite vineyard access is via gravel and dirt roads.

Utilities:

Overhead electric power is developed at the subject eastern property line. Propane is delivered in the area. A private sewage disposal system would be required for a homesite. These utilities are typical for the area.

Water Resources:

The subject receives water from a well that is on the adjacent parcel to the southeast (Parcel 047-320-025). By agreement, the subject is allowed to use up to 9.5-acre feet from the well annually between March 1 and October 31. The depth of the well was not available, but the capacity reportedly is about 100 gpm. The well is reported to have issues with salinity, which can be harmful in vineyards. The ability or cost to treat the well water has not been established.

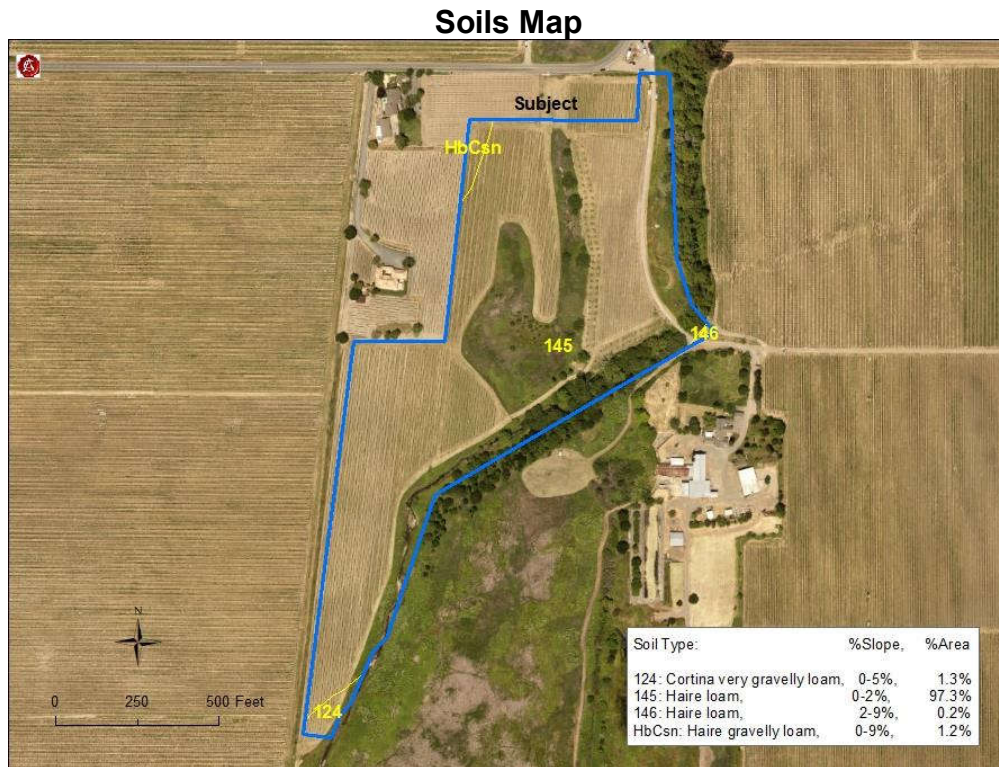
Additionally, the subject receives treated wastewater from the Sonoma County Water Agency District under an agreement dated September 11, 2018. Under the agreement, the subject is obligated to accept up to 7-acre feet of water annually, typically between May 1 and October 31, but additional water may be available at other times of the year. The district currently charges about \$0.95 per 1,000 gallons (which is roughly equivalent to about \$300 per acre-foot). The district is not obligated to deliver water if there is a shortage or other unforeseen events. Reportedly there have been periods when the district did not deliver water due to lack of rainfall that year.

Considering the reported issues with the well water salinity, and California's ongoing drought conditions, the current water sources may not be adequate for the subject vineyard needs. A more reliable source may be needed, such as storage of the wastewater during the offseason, or treatment of the well water. However, the county has not indicated that wastewater will be made available during the offseason, and

reportedly they are looking into it, but no guarantees they will approve fall or winter distribution.

Soil Analysis:

The soil information used in this report is based on the United States Department of Agriculture Soil Survey of Sonoma County website. The soils map shows the soil type underlying the subject vineyard as Haire loam (0-2% slopes) with small portions of Cortina very gravelly loam (0-5% slopes) and Haire gravelly loam (0-9% slopes). Haire loam soil type is moderately well-drained, and is suitable for vineyard and residential development. Vineyards on this soil have average production and produce good quality fruit.



Land Use Summary:

Block	Varietal	Acres	Year	Rootstock	Spacing	Irrigation	Frost	Condition
A	Chardonnay	3.06	92-94	101-14	8x5	Drip	None	Average
B	Chardonnay	3.01	92-94	101-14	8x5	Drip	None	Average
C	Chardonnay	2.00	92-94	101-14	8x5	Drip	None	Average
D	Fallow	1.80	--	--	--	--	--	--
E	Pinot Noir	0.70	92-94	1103P	8x5	Drip	None	Average
F	Chardonnay	1.75	2016	Schwarz	8x5	Drip	None	Average
Total Vineyard Net Acres (Blocks A-C + E-F)		10.52						
Plantable Land (Block D)		1.80						
Site & Support		8.31						
Total Acres		20.63						

The subject vineyard consists of two varietals: Chardonnay and Pinot Noir. There are 9.82 acres of Chardonnay and 0.7 acres of Pinot Noir totaling 10.52 acres. The vineyard is operated by the Napa County Resource Conservation District as an experimental demonstration vineyard for sustainable farming techniques. The vineyard was originally planted between 1992 and 1994, with Block F replanted in 2016 and Block D removed in 2019, and now fallow. The older blocks utilize a trellis system with some steel end posts, but primarily wood end posts with wood stakes every 3rd to 4th vine, a dripline, cordon support wire, and 4 movable fruiting wires. The vines are trained to unilateral cordon with some cane pruning. The newer block (F) utilizes an all-steel trellis system. The vineyard is drip irrigated, but not frost protected. Most of the vineyard (excluding block F) is nearing or at the end of its economic life, and has been a low producer. The subject fruit was not harvested in 2020, and the ownership reports that they don't plan to harvest this year either. As such most of the vineyard is considered plantable land. Overall, the subject has approximately 1.75 acres considered viable vineyard (Block F), and 10.57 acres considered plantable (Blocks A-C+E = 8.77 acres + Block D = 1.8 acres).

The subject vineyard has been reported to be operated in a manner consistent with sustainability and farmed organically in practice; however, they have not sought an organic certification.

Production:

The subject vineyard has been a low producer with reported yields of about 1-1.5 tons/acre for the Chardonnay and the Pinot Noir. These values are significantly below typical yields for both of these varietals in the area. Block F was planted in 2016, but has been slow to reach maturity. The fruit was not harvested in 2020, reportedly primarily due to issues related to weather and smoke. Also, the owners don't plan to harvest or sell the fruit this year.

Grape Pricing:

The Chardonnay had been selling to V. Sattui Winery through 2018, with the most recent price at \$2,918/ton for the Chardonnay and \$3,617/ton for the Pinot Noir. In 2019 the Chardonnay was going to Cakebread at \$2,842/ton and the Pinot Noir to Leaf and Vine at \$3,000/ton. These prices are at or near the district average for Chardonnay, and slightly above district average for Pinot Noir. The Napa County (District 4) historic grape prices from table 10 are shown in the second table for reference.

Napa County (District 4) Historic Grape Price per Ton (Table 6):

Varietal	2016	2017	2018	2019	2020
Chardonnay	\$2,615	\$2,741	\$2,841	\$2,741	\$2,841
Pinot Noir	\$2,718	\$2,778	\$2,658	\$2,753	\$2,435

Cultural and Harvest Costs: The subject is farmed by Oak Knoll Vineyard Management with some ownership participation, and the reported costs are about \$150,000 to \$175,000 per year, which is about \$11,000 to \$13,000 per acre. These

costs are on the slightly higher end, but reasonable for the area. Napa County farming costs as reported by area growers and management companies vary widely and wildly, and can be as low as \$4,000 to \$6,000 per acre to as high as \$20,000 per acre or more, and are influenced by quality control, topography, labor availability, and management costs among others.

Additional Plantable Land:

The subject blocks A-C and E are older, and although still planted, are considered plantable land due to age and limited production. Additionally, Block D was previously planted, and the vines were ripped out in 2019. This area is about 1.8 acres, and is considered plantable land.

Site Improvements:

The site improvements are minimal, and consist of the shared driveway, dirt/gravel vineyard roads, developed underground wastewater pipe and connection, as well as some fencing with gates.

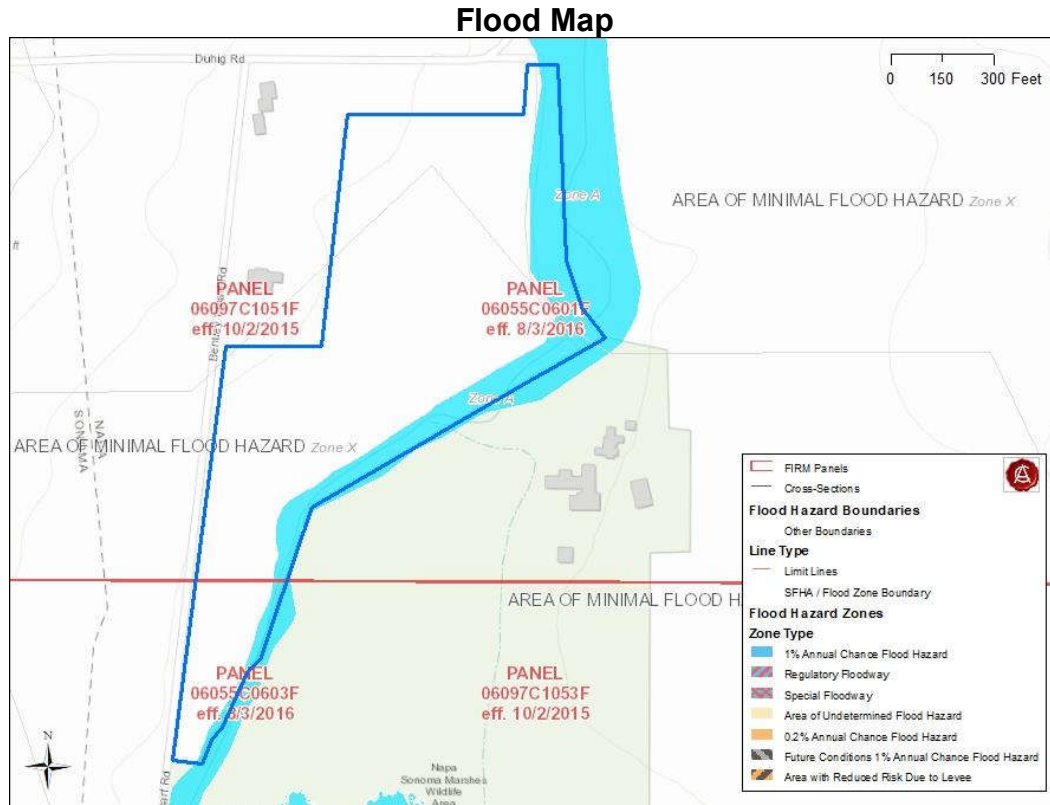
Zoning:

The subject County parcel is zoned AW. The minimum lot size for AP zoning is 160 acres. The subject appears to be one legal non-conforming parcel totaling 20.63 acres. The land use is in line with the Napa County Municipal Code and Title 18 Zoning. Agriculture and residential uses are allowed. Additional uses are allowed subject to acquiring a use permit. The County defaults to the FEMA flood zoning as described in the following section.

AW Agricultural Watershed District - The AW district classification is intended to be applied in those areas of the county where the predominant use is agriculturally oriented, where watershed areas, reservoirs and floodplain tributaries are located, where development would adversely impact on all such uses, and where the protection of agriculture, watersheds and floodplain tributaries from fire, pollution and erosion is essential to the general health, safety and welfare. (*Ord. 538 § 4, 1977: prior code § 12230.*)

Flood Hazard Information:

FEMA, Panel numbers 06055C0601F and C6055C0603F, effective September 26, 2008 for Napa County shows that the eastern and southeastern border of the property is situated within the 100 year flood zone. Areas inside the 100-year flood zone have a 1% chance of annual flood. See Flood Map below.



Seismic Study Information:

The Alquist-Priolo Earthquake Fault Zoning Act was passed in 1972 to avoid damage to structures caused by earthquakes, especially in areas occupied by humans. The Alquist-Priolo earthquake fault zones are identified as about a one-quarter mile wide buffer surrounding active faults. Active faults are considered to be any fault that has ruptured within the last 11,000 years. The USGS indicates that the subject is not in an Alquist-Priolo geologic hazard zone. The nearest active fault (West Napa Fault Zone) is approximately 2 miles east of the subject. The fault map follows.

Fault Map:



Environmental Risks:

Although the appraiser is not qualified to detect environmental hazards, the property site visit revealed no readily apparent spills, stains, unusual odors, evidence of buried fuel tanks, or other items of significant environmental concern that would prompt the typical person to request a third-party environmental site assessment. The client is advised to enlist the services of an environmental risk specialist relative to the environmental condition of the property or possible environmental concerns.