



Zepponi & Company Announces Sale of Sweetwater Vineyard in Monterey County

Zepponi & Company served as the exclusive financial advisor to Silverado Investment Management Company (“SIMCO”) on the sale of the Sweetwater Vineyard in the California Central Coast region to an institutional farmland investor. The vineyard includes approximately 900 acres planted primarily to Pinot Noir, Cabernet Sauvignon and Chardonnay grape varieties, and is located near King City in the Monterey American Viticultural Area. The transaction closed Wednesday, June 28.

High yields and superior fruit quality have made Sweetwater Vineyard the foundation for many well known and highly regarded wine brands. A number of California’s largest wine companies have sourced grapes from the vineyard for more than a decade.

SIMCO, a division of Westchester Group Investment Management, is an investment manager devoted to achieving superior returns from developing and managing premium wine grape vineyards. The company oversees more than twenty thousand acres of wine grapes in Napa Valley, Sonoma and the Central Coast regions of California and sells wine grapes to more than 85 winery customers.

The acquirer is a large North American-based pension fund. They have successfully completed more than two dozen agricultural transactions globally totaling approximately \$1 billion.

The closing of the Sweetwater Vineyard follows a string of significant vineyard acquisitions in the wine industry in 2017. “We expect to see continued vineyard acquisition activity through the balance of the year and into 2018”, said Joe Ciatti, principal at Zepponi & Company.



Zepponi & Company is a leading global merger and acquisition advisory firm dedicated to the beverage alcohol industry, and has been the most active advisor in the North American wine sector. The firm has served as the financial advisor on numerous transactions involving ultra-premium and luxury wine brands, estates and vineyards, such as Orin Swift, Meiomi, Patz & Hall, Kenwood Vineyards, Penner-Ash, Siduri, WillaKenzie Estate and Stagecoach Vineyard, and has advised some of the industry’s largest beverage alcohol companies, including Constellation Brands, Ste. Michelle Wine Estates, Diageo, Jackson Family Wines and F. Korb & Bros. For more information, please visit www.zepponi.com.