

Heibel Ranch Vineyards is a local family with Napa Valley roots first planted in 1912. Our ranch in Pope Valley has been in our family since 1945, when our father/grandfather George Heibel reopened the Aetna Springs Resort. We planted our two acre vineyard in 2003 and grow CCOF certified organic Cabernet Sauvignon, Zinfandel and Petite Sirah. We also purchase some Napa Valley Cabernet Franc, Petit Verdot and our Sauvignon Blanc & Semillon for blending. We plan on using more of our own grapes as we are able to plant more vineyards on our ranch. We produce 100% Napa Valley wines.

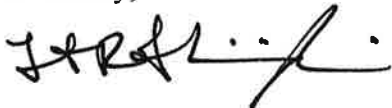
We currently produce our wines at our Napa Valley winery site in Angwin. Annual production is approximately 500 cases (300 from our estate fruit) and hope to increase production up to 1,000 cases. Our AP (CA - BWN # 21176) is hosted at Summit Lake Vineyards & Winery, 2000 Summit Lake Drive, Angwin, CA 94508.

Opening this tasting room in Calistoga will allow us to meet directly with our customers, as we are not able to sample and sell our wine at our production facility, and offering 4 wine tastings at a cost of \$20. We would like to be allowed to have hours of 9 a.m. to 9 p.m.. We would like to have the ability to offer wine pairings (at supplemental charge) with local foods purchased from vendors such as Napa Valley Olive Oil Company in St. Helena and CalMart here in Calistoga to name (just a couple of the potential food vendors). We believe that spending time with the Customer, educating them about how different foods enhance the wine (or take away from it) are excellent ways of continuing to showcase Napa Valley products (whether wine or food) to the Customers so they can take home an entire experience of Napa Valley just not wine. We would like to be allowed to offer Ploughman Platters for sale so if guests want to enjoy a lite snack those would be available for purchase. Supplies to be purchased from local vendors and/or partnership with established local merchants/retailers (examples mentioned above).

The request of hours is based on a lot of our connection to our customers is about the grape growing experience and education of grape growing and winemaking can start earlier in the day then wine tasting. The request for later hours is based on participating in events like the town festivities during the 4th of July or the Tractor Parade, which happen in the hours after 5 p.m.

Being a Napa Valley family we want to actively participate in Calistoga as both a business and a resident, we (my wife & kids) moved to Calistoga in 2011. Thank you for your thoughtful consideration of our proposal.

Sincerely,



Trent R. Ghiringhelli
Proprietor & Winemaker
Heibel Ranch Vineyards

