

1140 / 1142 N San Marcos Rd., Santa Barbara, CA 93111

- 4 legal parcels zoned AG-II-40. Approx 123 acres
- Western foothills overlooking beautiful channel islands
- Lower property bordered by Maria Ygnacia Creek
- 10 minutes from social / cultural amenities and 30 minutes from SB wine country.
- Private, quiet, and unique
- Lower property (067-040-005)
 - 10.24 acres AG-II-40 Water GWD/AG/Res
 - GWD 1.5 inch line” new fire hydrant (+/- 2019)
 - Main house (1142) employee residence (1140) remodeled and to code/permitted
 - Main house: Spanish ranch w/pool and garage. 3.5 bath, A/C, etc. Apartment fully contained/furnished/to-code (list of improvements separate)
 - Equestrian: one of a kind for up to 22 horses. 6 inside box stalls 14x14m outside paddocks (some 20x90), spacious tack rooms / locker rooms / feed station / wash ties, hay barn, 2 lunge arenas, jumping/training arena, olympic dressage arena (with mirrors), offices, workshops, new footings (2015) in main / dressage arenas
- General area: resurfaced roads, access to stalls, security gate with solar power (code and openers-4), landscaped / watered 2x week
- Shale road to upper arena (2015)

History:

Barker Farm Permit for house, barn, bridge, etc.: 74-CP-117

Pool: 1974: 60940

House 1973 Permit: 56531

Stalls: 76146

Others: Grading in 70's, 80's, 90's

Upper Properties:

B: 067-020-015 32.03 acres AG-II-40

C: 153-340-040 40.81 acres AG-II-40

D: 153-340-041 39.97 acres MT40 / MA-40

* MT/MA notates resource / mountain area (protected)

- GWD 2x2” lines serve properties B & C (no use on D)
- Two wells:
 - 2 x 5,000 gallon tanks each for blending (salts)
 - 15-20 GPM continuous
 - 3-phase power
 - 25 HP high speed pump (upgraded)
 - Chemigation tanks/injectors for fertilizer infusion
- Riparian AUD E-S.H.'s exist: see Goleta Community Plan
- Development on B (includes large, competition jumping (125' x 250') arena. Permitted 1993 by county (was an old water reservoir abandoned).

- New footings (2015)
- Lot line adjustment on B in 1988 (now Anderson Residence 1200 N San Marcos Rd)

B. and C. Agriculture (no AG on property D)

- Historically Maria Ygnacia Ranch Company (B, C, D)
- Last 20 years (+/-) organic vegetables
- vegetable/herb operation removed in 2013/14
- Burms / Drainage / 4" water lines installed with underground systems in 2014
 - Planted approx 4,000 Toro Canyon Hass (root rot resistant) avocado trees / high density on +/- 12 acres
 - 290 +/- tangerines (organic but not certified)

High Level Financial Overview

- Ongoing maintenance on all properties (R/M, pest, weeds, etc.)
- All agriculture / horse related income / costs / assets now included in a separate LLC: Amapola Agricultural Holdings LLC, which passes through Amapola Ranch LLC and then to a trust
- A tax loss C/F exists in the Amapola Agricultural Holdings LLC. All working equipment (tractors, trailers, trucks, tools, etc.) are on the AG balance sheet. This sale is for land / buildings / improvements only unless agreed otherwise. (i.e. separate negotiation as to what is/not included in a potential sale) The LLC is not for sale / typically not acquired. No debt/loans/liens.
- Income from avocado / costs / etc (+/-) (cash based)

	2019/20 (A)	2020/21 (A)	2021/22 (proforma)
Rev	110	162	220
Costs	95	100	105
Contrib	15	62	115

* Note: 2021/22 season pro forma is dependent upon market prices / fluctuations in weather / water / labor costs. Costs exclude property taxes from property. (For example: insurances / utilities apportioned accordingly / depreciation, etc. excluded)

Farming Comments

- Labor costs (excluding picking) is fixed +/- at \$50k with workers comp / bonuses included
- Water / electricity can vary (drought surcharges doubled 2 years ago by GWD so costs spiked @ \$36,000. This year est. < \$30k
- Fertilizers / chemicals / pest & weed control r/m < \$10,000
- Labor for picking is subcontracted via DelRey @ \$135-140 per bin & subtracted before we are paid. Financials already include those costs (- from revenue) = +/-

\$17-18k per year depending upon volume / weight. Expecting at least 200 bins in 2021/22 season or \$27k off revenue

- Yield this (ON / 2022) season (if we can hold fruit) should approx 15-17k lbs per acre. 2022/23 will be an OFF year more similar to what 2020/2021 was
- Market prices fluctuate significantly depending upon time of year / weather / imports from Mexico & South America. Prices vary by size/weight

Upgrades, Remodels, etc. (summary only) (not in any order)

- Fire hydrant / sprinklers (2019) in apt
- Remodel of apartment (barn / employee) (2015-2019)
 - Sewer system, A/C, water softener, washer/dryer, range, etc.
 - Furnished
 - Fully permitted electrics, plumbing, roof, etc.
- Main house
 - Fixtures, flooring, electrical, windows, plumbing, bathrooms, attic, fumigated, landscaping
 - Remodeled driveway, pool surface / pool tiling, etc. and repaired pump / added pool heater (2015, 2016, 2017)
 - Roads: ongoing maintenance in rainy season (2014/2015)
 - Arenas: footings (2015), trainers room upgrade
 - Barn: buildings (stalls) 2015/2016, selected fumigations (2021)
 - Gutters / Painting: 2015, 2016, 2019
 - Drainage: settling dams, adjustments
 - Lower bridge recertified +20 tons / replaced all wood in +/- 2017/2018 w/county approval (no new permit needed)
 - Main gate with automatic / solar power
 - Additional well on property B (2018/2019)

Herewith a summary of upgrades of 1142 N. San Marcos Rd (house and apartment).

Main House

Fully remodeled in 2014:

- 1) Replaced all windows and sliding doors
- 2) Remodeled all bathrooms including replacing floor tiles
- 3) All electrics upgraded
- 4) New carpet
- 5) Water softener added
- 6) New kitchen and appliances/fixtures
- 7) Upgraded laundry room

Further upgrades:

- 1) Air Conditioner (2016)
- 2) Pool resurfacing, new pump, tiling, new pool heater (2017), new pool filter (2014).
- 3) Attic insulation (2020)

- 4) New water heaters 2016, 2017
- 5) Seamless gutters added (2019)
- 6) Driveway resurfaced
- 7) Landscaping added/improved

Apartment/Farm Workers Dwelling

Fully remodeled and fully permitted. Completion 2019:

- 1) Fire sprinklers
- 2) Fire Hydrant
- 3) Air conditioner
- 4) Water softener (2020)
- 5) New/upgraded septic system
- 6) New electrics and lighting fixtures
- 7) New windows
- 8) New flooring/tiling
- 9) New kitchen/appliances
- 10) Bathroom fully remodelled
- 11) Laundry Room with washer/dryer
- 12) Landscaping