

**BUSINESS FOR SALE WITH REAL ESTATE**  
**VOLCANO UNION PUB & INN**  
21375 CONSOLATION ST, VOLCANO, CA 95689

**FOR SALE**  
**Online Auction**

Oct 26th - 28th, 2020

Starting Bid  
**\$300,000**



**Mark D. Hinkins, CCIM, FRICS**  
PRESIDENT / MANAGING BROKER  
925.627.6027  
mark.hinkins@sperrycga.com  
CalBRE#01320849



**Kelth Simpson**  
LISTING TRANSACTION AGENT  
530.545.2451  
keith@restaurantrealty.com  
CalBRE#01791868

# LOCATED IN THE BEAUTIFUL AMADOR WINE COUNTRY, AN HISTORIC PUB WITH 4 ELEGANT BEDROOMS



**REAL ESTATE INCLUDED - BAR/RESTAURANT WITH 4 ELEGANT BEDROOMS - AMADOR WINE COUNTRY**

**21375 CONSOLATION STREET, VOLCANO, CA 95689**

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**VOLCANO, CA // 2**

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# BUSINESS AND PROPERTY INFORMATION

## EXECUTIVE SUMMARY



### OFFERING SUMMARY

Sale Price:	Online Auction
Building Size:	9,028 SF
<b>Revenue:</b>	
Monthly Revenue: (2019)	\$68,740
Monthly Cash Flow: (2019)	\$12,415
Annual Revenue: (2019)	\$824,857
Year Built (Historic):	1880
	1st Floor Renovated 2000
	2nd Floor Renovated 09/10
Terms:	Real Estate Included

**THE VOLCANO UNION INN & PUB** The Volcano Union Inn & Pub located in downtown Volcano, California is an 1880's saloon and boardinghouse reborn as a California Pub and Four-Room Bed and Breakfast, nestled deep in the heart of picturesque Amador County and the California Gold County.

**ONLINE AUCTION SALE** The property will be sold through the Ten-X auction platform October 26th-October 28th, 2020. The link below will direct you to the official auction website where participants can register and access information related to this opportunity. *Click here to link to Ten-X platform auction website.*

**VOLCANO, CALIFORNIA** The town of Volcano is a historic mining town dating back to the 1850's situated in the beautiful rolling gold country foothills of Amador County. Volcano is an easy drive along Highway-16 from Sacramento (60 miles) and conveniently located within one hour of Folsom and Eldorado Hills, via Highway 49 from Placerville and Jackson and Highway-88 from the Lodi and Stockton area.

**HISTORY OF THE VOLCANO UNION INN** The Union was built in 1880 by four itinerate French Canadians. It was a boarding house for hard-working miners and locals until the 1920's. It enjoyed a brief reawakening in the 1950's, and thereafter it was, by turns, vacant, a private residence, and finally it was restored into the Volcano Union Inn & Pub in 2000 by the David/Burney family.

Since 2000 The Union has become a lively locals hangout and visitors delightful discovery.

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# BUSINESS OPERATIONS

## BUSINESS EXPANSION OPPORTUNITIES



### **BUSINESS OPERATIONS**

The indoor bar and restaurant seats 60 plus 40 in a private dining room/or extra seating for the restaurant and a further 45 on the private garden outdoor patio. The owners are semi-absentee while their manager, chef and great crew of long-term employees run the day-to-day business. Only open Thursday through Monday and generating annual sales of around \$825,000 and an income of \$149,000 under management. A new owner-manager should increase the profit to \$165,000-\$200,000 by reducing the costs and opening 7 days. Opportunities to expand the business operations include extended operational hours to open week long, and through catering to private on-site parties, wedding events, and off-site catering to the numerous wineries and events held throughout the area. The real estate includes a full commercial kitchen.

The 4 elegant upstairs rooms are a credit to the current owners in their uncluttered, luxury accommodation with a front balcony for relaxation and for soaking up the rural views while sipping on local wine or beer and enjoying a meal prepared by the chef. The rooms also generate an extremely high profit with average room nights costing \$148 ytd (\$139 in 2019) and of course, guaranteed dining.

The garden patio, off the main restaurant is mature and colorful in its flora, lending itself well for wedding receptions and private parties. Catering is another avenue to increase revenue, as the many local wineries are in need of catering services for the many weddings & events. Available are good books and records with verifiable financials. Please complete the 'Non Disclosure Agreement' and we will send you the full financial information, property profile and the comprehensive list of equipment included with the purchase.

**SEATING**- 60 plus 40 in private dining room,+45 on the garden patio.

**LICENSES**-Health, Business & ABC Type 41 License.

**OPEN HOURS**- Mon & Thurs 5pm - 8pm, Fri 5pm - 9pm, Sat 12pm- 9pm, Sun 12 pm - 8pm.

**ORGANIZATION**-Partnership. **EMPLOYEES**- Ten (10)

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# POST COVID-19 ON-GOING BUSINESS OPERATIONS



## **BUSINESS PIVOT POST COVID-19**

The business operation was modified to meet the challenges of Covid-19. The table service with full wait staff and dining room manager was modified to keep profitable. The service was changed to "Counter Service" with chalk board menus which were streamlined. The waitstaff was reduced and the full time dining room manager position was eliminated which resulted in a 7% reduction in payroll costs to operate. This new model will prove more profitable over 2019 and moving forward.

There are multiple outdoor seating areas with heaters to accommodate state mandates as needed. The to-go ordering system was also streamlined as well as new tablet based POS system installed.

## **BUSINESS MANAGEMENT CONSULTATION FOR A NEW OWNER**

The owners are seasoned operators and a dedicated team of individuals with varied talents in the Hospitality industry ranging from Worldwide hotel chains, small family wineries, gourmet deli's, breweries, quick service, fine dining, banquet service, hotel operations, bar operations, kitchen operations, accounting, food service distribution centers and much more. For a new owner the team will be available for advice and consultation on an as needed basis.



## **BUSINESS WEBSITE & PROPERTY NON-DISCLOSURE STATEMENT**

More information on the day-to-day business operations, room rates, menus, catering and reservations is available at [www.volcanounion.com](http://www.volcanounion.com)

[Click here to link to the Ten-X platform auction website and to complete the Non Disclosure Statement.](#)

## **REGIONAL INVESTMENT**

Increased regional investment in tourism and the wine industry has seen many noteworthy dining and hospitality establishments open in the towns surrounding Volcano, leading to increased demand for dining and overnight accommodation throughout the area. Huge investment in the surrounding Shenandoah Valley quality wine industry continues to transform the region with new tasting rooms, wineries and year-round tourism reaching new levels. 2019 saw the quality wine maker, Rombauer Wines of Napa purchase a 65,000 sq ft Winery and Vineyard in Shenandoah Valley. The outlook is very strong for the region as interest in wineries and renewed tourism throughout the Gold-Rush Era county offers huge potential for a new owner to position the Volcano Union Inn & Pub for continuing success in this burgeoning tourist and wine driven local economy.



# MOCHA - ROOM #1



The Mocha Room is a Queen Room with shared balcony access. The bathroom has a large tiled shower. The flat panel TV and DVD player are set for ease of use. The Queen bed is made with high count linens and bed covers. Mocha Room Rates: The Mocha Room has a current nightly rate of \$139.

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# DAFFODIL - ROOM #2



The Daffodil Room is a Queen Room with shared balcony access. The bathroom has a large tiled shower. The flat panel TV and DVD player are set for ease of use. The Queen bed is made with high count linens and bed covers. Daffodil Room Rates: The Daffodil Room has a current nightly rate of \$139.

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ROOM #2 // 8



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# TERRA COTTA - ROOM #3 - KING ROOM



The Terra Cotta Room is a King Room with direct balcony access. The bathroom has a sunken tub and shower with a separate toilet area. The flat panel TV and DVD player are set for ease of use. The King bed is made with high count linens and bed covers. Terra Cotta Room Rates: The Terra Cotta Room has a current nightly rate of \$165 based on 2 people.

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ROOM #3 // 9



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# LIMON - ROOM #4 - KING ROOM



The Limon Room is a King Room with direct balcony access. The bathroom has a sunken tub and shower with a separate toilet area. The flat panel TV and DVD player are set for ease of use. The King bed is made with high count linens and bed covers. Limon Room Rates: The Limon Room has a current nightly rate of \$165 per based on 2 people.

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ROOM #4 // 10

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# BAR & RESTUARANT

The indoor bar and restaurant seats 60 and is a gathering place for locals and an oasis for visitors. Outdoor dining is highly popular on the garden patio during the warmer weather which seats +45, and there is a cozy custom built fireplace in the winter.



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# PRIVATE DINING ROOM

Additional seating for 40 in a private dining room/or extra seating for the restaurant



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# COMMERCIAL KITCHEN

The commercial kitchen was added in 2009. Commercial cooking equipment includes: a Jade six-burner stove and salamander, Vulcan flat top with two stock pot burners, 36" grill, 2 each fryers, double stack convection ovens, multiple refrigeration units, hot well, temperature controlled wine and beer room with secured separate entrance.



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# VOLCANO UNION INN & PUB

## ADDITIONAL BAR & RESTAURANT PHOTOS



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ADDITIONAL PHOTOS // 14

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## ADDITIONAL COMMERCIAL KITCHEN PHOTOS



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# VOLCANO UNION INN & PUB - additional photos

Seasonal outdoor seating is provided on an enclosed patio great for private events and live music. An upstairs balcony has the best views and is used year around.



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# PRIVATE GARDEN PATIO

With private patio seating for 45, ideal for weddings, private parties and live music.



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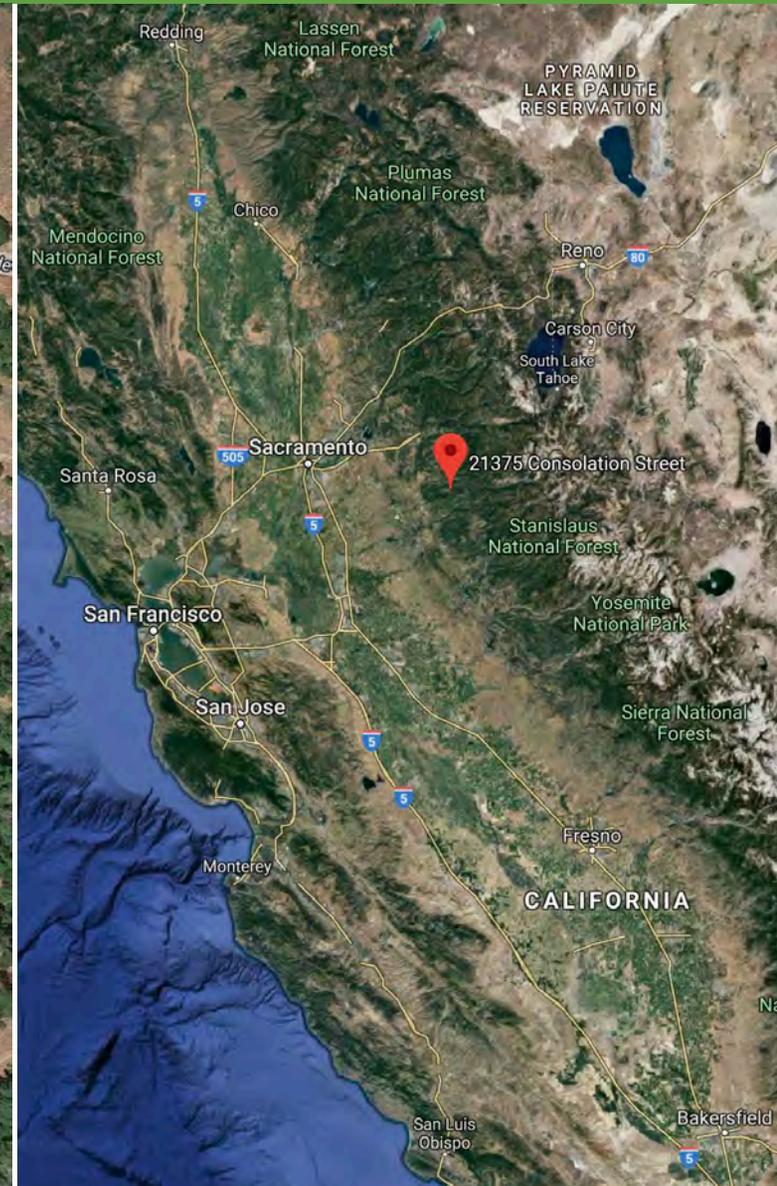
PRIVATE GARDEN PATIO // 17

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# LOCATION INFORMATION

## AERIAL MAP OF 21375 CONSOLATION ST, VOLCANO, CA 95689



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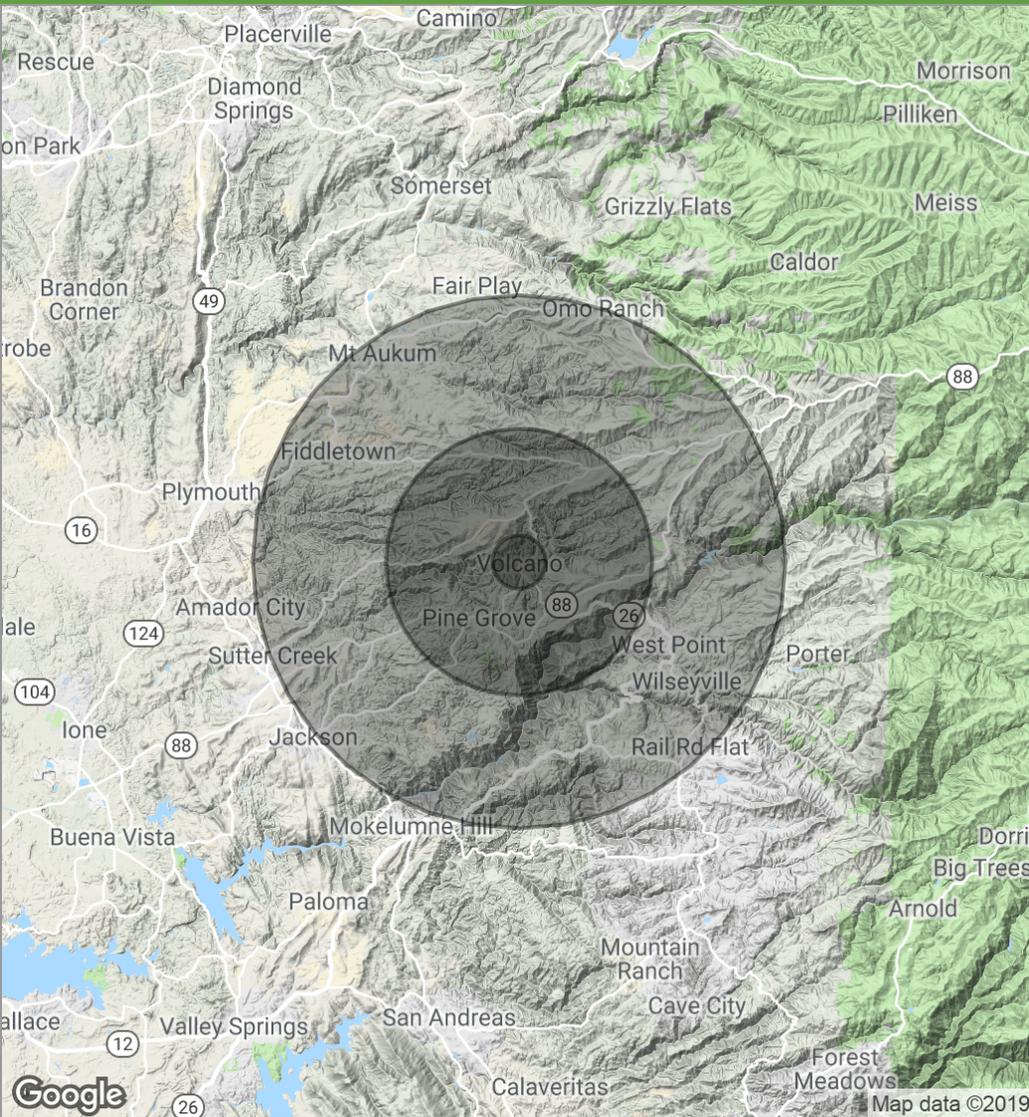
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AERIAL MAP // 18

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# DEMOGRAPHICS



<b>POPULATION</b>	<b>1 MILE</b>	<b>5 MILES</b>	<b>10 MILES</b>
Total population	324	9,290	22,138
Median age	52.8	52.2	51.9
Median age (Male)	51.9	51.2	51.0
Median age (Female)	53.1	52.6	52.3
<b>HOUSEHOLDS &amp; INCOME</b>	<b>1 MILE</b>	<b>5 MILES</b>	<b>10 MILES</b>
Total households	146	4,192	9,927
# of persons per HH	2.2	2.2	2.2
Average HH income	\$71,731	\$69,294	\$67,581
Average house value	\$369,217	\$370,769	\$374,969

*\* Demographic data derived from 2010 US Census*

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**DEMOGRAPHICS MAP // 19**

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