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Business Sales & Acquisitions

A Division of BTI Group

DRE# 01160661

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Notices, Disclaimer & Confidentiality Purpose

This Confidential Business Revies (CBR) is prepared to acquaint prospective purchasers with preliminary information Hunt & Behrens, Inc. (Company) whose business is currently available for acquisition or merger. This CBR is only being furnished to prospective purchasers who have signed a Confidentiality Agreement, Buyer Profile, and Agency Disclosure and who have specifically requested further information about the Company and its ongoing operations. Prospective purchasers are responsible for the performance and expense of the due diligence review before any acquisition or merger of the Company.

Disclaimer

This profile is not intended to be a comprehensive analysis or review of the Company, but rather it is intended to be a marketing document that provides fundamental information necessary for a purchaser to establish whether such an individual has an initial interest in acquiring the Company. This profile is based on information provided in whole or in part by the Owners and management of the Company. This profile has been reviewed and approved by the Owners and the management of the Company. Business Team has not audited, reviewed, or attempted to confirm this information for accuracy or completeness nor will Business Team do so in the future. Business Team has relied upon the representations of the Owners and management of the Company concerning the value and useful condition of all special equipment used in the business of the Company, real estate, and any other assets or liabilities except as specifically stated to the contrary in this profile. The Business Team has not attempted to confirm whether or not all assets of the business are free and clear of liens and encumbrances, nor that the Owners have good title to all the assets. Prospective purchasers are advised by the Business Team to seek the advice and counsel of both a certified public accountant and an attorney. The CPA and attorney identified by the purchaser should have specific expertise with business acquisitions, mergers, and/or divestitures. By requesting this CBR, the recipient acknowledges the responsibility to perform a thorough due diligence of the Company and its business before any proposed purchase and to seek the advice and counsel of a CPA and an attorney familiar with business acquisitions.

Confidentiality

The information contained in this profile is to be considered by the reader to be highly confidential and proprietary and is specifically covered by the Confidentiality Agreement. Purchaser agrees not to disclose any confidential information, as hereinafter defined, or permit access to confidential information without the prior written consent of Seller, to anyone other than (a) Purchaser's management, (b) Purchaser's legal counsel, (c) independent accountants, or (d) other qualified agents retained by Purchaser to whom disclosure or access is necessary for Purchaser to evaluate the Company and its ongoing business operations. Disclosure of confidential information shall be made to these persons only in connection with the potential acquisition or merger of the business, and then only if they understand and agree to be obligated to maintain the confidentiality of such confidential information. Purchaser further agrees that neither the purchaser nor any other party employed or engaged by the purchaser shall use or permit the use of confidential information in any manner whatsoever, except as may be required for Purchaser to evaluate facilities, operations, assets, liabilities, and personnel of the Company and its business. Should there be no further interest in proceeding with an acquisition or merger of the Company, this profile and any other ancillary documentation provided by the Company to Purchaser shall either be destroyed or returned, as directed by the Owners or management of the Company, or Business Team.

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Executive Summary

Hunt & Behrens, Inc. is a leading feed manufacturing company based in Petaluma, California, with a distinguished history spanning over 100 years. Renowned for its commitment to excellence, the company specializes in producing high-quality animal feed products and serves a diverse clientele across the agricultural sector. Over the years, Hunt & Behrens has established itself as a trusted partner for farmers and livestock producers throughout the region.

Hunt & Behrens operates from its manufacturing facility strategically located in the heart of California's agricultural hub. The company's strong relationships with suppliers enable it to produce a comprehensive range of feed products that are competitively priced and tailored to meet the nutritional needs of various livestock species.

Hunt & Behrens boasts a robust and loyal customer base with minimal client concentration, underscoring its strong market presence. A reputation for quality, reliability, and exceptional customer service has allowed the company to maintain stable year-over-year delivery of feed products with very little turnover of their clients.

Business Name:	Hunt & Behrens, Inc
Industry:	Agriculture Feed
Location:	30 Lakeville St, Petaluma, CA 94952
Website:	www.hbfeeds.com
History:	Established in 1921, Current Owners 2000
Business Type:	Manufacturing and Wholesale
Licenses Required:	Business LicenseSeller's Permit
Organization Type:	C-Corp (FYE 2/28)
Trading Hours:	 Mon-Fri (8:00 am – 5:00 pm) Sat (8:30am – 1:00 pm)
Reason for Sale:	Retirement
Lease:	Property must be purchased with the business

Premises:	56,782 sqft building140,699 sqft lot
Ownership:	Hunt & Behrens, Inc.
Employees:	Full-time (29)Full-Time Owners (3)
Sales:	 (2/28/2025): \$39,517,663 (2/28/2024): \$46,143,843 (2/28/2023): \$55,428,470 (2/28/2022): \$46,748,215
Gross Profit:	 (2/28/2025): \$6,858,037 (2/28/2024): \$3,468,148 (2/28/2023): \$4,135,517 (2/28/2022): \$4,144,114
Seller's Discretionary Earnings (SDE):	 (2/28/2025): \$1,109,090 (2/28/2024): \$639,560 (2/28/2023): \$1,113,268 (2/28/2022): \$1,291,922
Asking Price:	Business and Real Estate being offered unpriced
Net Current Items Included	\$750,000

Key Highlights:

Market Position: A recognized leader in the California feed industry, serving the 7 major counties in Northern California and surrounding key agricultural markets.

Product Diversity: A wide range of feed formulations, including customized and organic solutions to meet specific client needs.

Operational Excellence: Efficient production capabilities supported by a skilled workforce and advanced manufacturing equipment.

Growth Opportunities: Potential for expansion into other agricultural sectors such as equipment and supplies. Additionally, growing the company's retail operations offers higher-margin opportunities and reduced exposure to commodity price fluctuations.

Hunt & Behrens is uniquely positioned to capitalize on the increasing demand for sustainable and highquality animal feed. With its solid financial performance, proven operational expertise, and loyal customer base, the company presents a compelling investment opportunity for strategic buyers or financial investors looking to enter or expand in the thriving agricultural industry.

Company Overview

History

Founded in 1921 in Petaluma, California, Hunt & Behrens, Inc. began with a vision of supporting the region's agricultural community. Over the decades, the company evolved from a local feed supplier to a leading manufacturer in the California feed industry. With deep roots in Northern California's farming heritage, Hunt & Behrens has earned a reputation for producing premium animal feed products and fostering long-standing relationships with its clients and suppliers.

Mission and Vision

Hunt & Behrens is committed to providing high-quality, nutritionally balanced feed products that enhance the well-being and productivity of livestock. The company's mission is rooted in sustainable and efficient production practices, ensuring consistent value for its customers. Its vision is to be the preferred partner for farmers and agricultural producers by delivering exceptional value and innovative solutions.

Key Milestones

Establishment (1921): Founded by Marvin Hunt and Carl Behrens, the company constructed its first feed mill along the river near downtown Petaluma.

Relocation and Expansion (1940): Built a new manufacturing facility on Lakeville Street, which housed offices, a retail store, warehouse, and storage facilities.

Bulk Feed Delivery (1940s): Introduced bulk delivery of mixed feeds, allowing the company to fulfill its goal of providing "the best feed at a minimum fee," a principle that remains central today.

Capacity Growth (1950s): Doubled storage and milling capacity to meet the growing agricultural demand in California.

Specialization (1970s): Constructed a second mill to separate poultry and dairy feed production, optimizing operations for both divisions.

Modernization (Recent Years): Added a new rolling system, grinder, and pellet machines to enhance production efficiency.

Innovation: Developed customized and organic feed solutions to address evolving customer needs.

Sustainability: Adopted eco-friendly sourcing and manufacturing practices to align with modern agricultural and environmental standards.

Through a combination of tradition, innovation, and unwavering customer focus, Hunt & Behrens has firmly established itself as a trusted and reliable name in the feed manufacturing industry.

Industry Overview and Market Position

Industry Landscape

The animal feed industry is a cornerstone of the agricultural sector, essential for ensuring livestock health and productivity. In California, this industry thrives on the strong demand generated by the state's robust dairy, poultry, and livestock markets. Increasing consumer awareness of sustainable and organic farming practices has shifted the industry's focus toward innovation and eco-friendly solutions. Despite its competitive nature, the market offers significant opportunities for companies capable of meeting the diverse needs of farmers and agricultural producers with quality and reliability.

Competitive Positioning

Hunt & Behrens, Inc. has established itself as a leading feed manufacturer in Northern California, backed by over a century of experience. The company is renowned for delivering consistent quality and value, which has cemented its reputation among customers. Offering a comprehensive range of feed products—including customized and organic solutions—Hunt & Behrens differentiates itself from competitors. Its adaptability to evolving market demands, combined with strong supplier and customer relationships, further reinforces its industry leadership.

Key Differentiators

Heritage and Experience: Over 100 years of expertise in feed manufacturing, earning trust and reliability across generations of clients.

Product Customization: Proven ability to develop tailored feed formulations to address specific livestock needs.

Sustainability Initiatives: A commitment to eco-friendly sourcing and production practices, aligning with modern agricultural trends.

Customer Focus: Long-standing relationships with a diverse client base, prioritizing exceptional service and dependable delivery.

On-Hand Inventory: A large inventory catalog, enabling quick delivery and reliable access to essential products.

Captive Market: Limited competition capable of matching the company's level of service, product variety, and delivery efficiency.

By harnessing its extensive industry expertise, operational excellence, and innovative approach, Hunt & Behrens is well-positioned to meet the growing demand for sustainable, high-quality feed solutions in California and beyond.

Products and Services

Comprehensive Feed Solutions

Hunt & Behrens, Inc. offers a wide array of high-quality animal feed products designed to meet the diverse nutritional needs of livestock across the agricultural sector. The company's product lineup includes:

- **Organic Feed**: Certified organic feed solutions that align with sustainable farming practices and meet regulatory standards.
- Dairy Feed: Custom formulations tailored to enhance milk production and overall herd health.
- Poultry Feed: Balanced feed solutions to support optimal growth, egg production, and vitality.
- **Equine Feed**: Specialized feeds for horses, designed to meet their unique dietary requirements and performance needs.
- **Swine Feed**: Nutrient-rich options developed to promote healthy growth and weight gain in pigs.
- Custom Blends: Tailored feed formulations created to address specific client needs and livestock requirements.

Value-Added Services

In addition to its diverse product range, Hunt & Behrens provides services that enhance its value proposition and ensure client satisfaction:

- Bulk Delivery Services: Efficient and reliable bulk feed delivery directly to client facilities,
 minimizing downtime and maximizing convenience.
- **Nutritional Consulting**: Expert advice and support to help clients optimize feed programs and improve livestock performance.
- **Retail Operations**: A well-stocked retail store offering a variety of agricultural supplies, including equipment, supplements, and other farming essentials.
- **Technical Support**: Ongoing assistance and troubleshooting to ensure the effective use of Hunt & Behrens' products.

By combining a comprehensive product portfolio with unmatched customer service, Hunt & Behrens continues to deliver value and build lasting partnerships with farmers and agricultural producers.

Operations

Manufacturing Facilities

Hunt & Behrens, Inc. operates from a state-of-the-art manufacturing facility strategically located in Petaluma, California, at the heart of the region's agricultural hub. The facility is equipped with advanced production machinery, including rolling systems, grinders, and pellet machines, to ensure efficient and high-quality feed manufacturing. These capabilities enable the company to produce a diverse range of feed formulations while maintaining rigorous quality control standards.

Production Capabilities

The company's production system is designed to handle high volumes while maintaining flexibility for custom orders. Key aspects of Hunt & Behrens' production process include:

- Feed Formulation: In-house expertise in developing tailored feed blends to meet specific livestock nutritional needs.
- Bulk Production: High-capacity equipment for efficient manufacturing of large-scale orders.

 Quality Assurance: Comprehensive testing and monitoring throughout the production process to ensure consistent product quality.

Logistics and Distribution

Hunt & Behrens has a robust logistics and distribution network designed to ensure timely delivery to clients across Northern California and beyond. Key features include:

- Bulk Delivery Fleet: A dedicated fleet of vehicles capable of transporting large quantities of feed directly to customer locations.
- Strategic Inventory Management: Maintaining an extensive catalog of on-hand inventory to meet client needs with minimal lead times.
- **Retail Operations**: Onsite retail facilities provide customers with direct access to feed products and agricultural supplies.

Sustainability Initiatives

The company prioritizes sustainable operations by implementing eco-friendly practices throughout its manufacturing and distribution processes. Initiatives include:

- Efficient Resource Use: Optimizing energy and material consumption during production.
- Waste Reduction: Minimizing byproducts and recycling materials wherever possible.
- Sustainable Sourcing: Partnering with suppliers that adhere to environmentally responsible practices.

Hunt & Behrens' operational efficiency and commitment to quality position the company as a reliable partner for farmers and agricultural producers, ensuring consistent product delivery and customer satisfaction.

Financial Overview

Historical Financial Performance

Sales and income have remained relatively stable over the years. Despite some fluctuations during the pandemic (FY 2022 and 2023) driven by changes in grain prices and the effects of the bird flu, tonnage deliveries have remained consistent. Sales have consistently ranged between \$40 million and \$50 million, while SDE has stayed within the \$1.1 million to \$1.3 million range.

				BUSIN	ESS T	TEAM					
			RECA	ST INCOME	STATE	MENTS - PA	GE 1 O	F 2			
			Hunt & I	Behrens		LIST	NG #:	SF11585			
						C-Co	rp/Incor	ne Statemen	t		
			Source:	Income Stateme	ent (2024)	IRS Form 112		IRS Form 112		IRS Form 112	0 (2021)
				12 Months E		12 Months E		12 Months E		12 Months E	
	DATE:	May 1, 2025		February 28,		February 28,		February 28		February 28	
	Not Colo	_		\$	% to Sales	\$	% to Sales	\$	% to Sales	\$	% to Sale
				39,517,663 32.659.625	100% 82.6%	46,143,843 42.675.695	100% 92.5%	55,428,470 51,292,953	100% 92.5%	46,748,215 42.604.101	91.19
				6,858,037	17.4%	3.468.148	7.5%	4,135,517	7.5%	4,144,114	8.99
-				486,309	17.4%	516,153	1.5%	151,238	1.5%	58,413	0.97
				6,016,424	15.2%	3,623,076	7.9%	3,999,587	7.2%	3,919,643	8.49
				1.327.922	3.4%	361.225	0.8%	287.168	0.5%	282.884	0.69
	Таха	bie income		1,321,922	3.470	301,223	0.070	201,100	0.5%	202,004	0.07
	Adjustm	ents/Add Backs	<u> </u> 5:								
				351,000		711,000				1,085,400	
				38,610		711,000		-		1,085,400	
				-		70,210		1,050,000		119,394	
_			es	-		-		115,500		-	
_			king Owners	(300,000)		(300,000)		(300,000)		(300,000)	
_			cing Working Owners	(33,000)		(33,000)		(33,000)		(33,000)	
				(33,000)		100,000		200,000		225,000	
				(500,000)		(500,000)		(500,000)		(500,000)	
-				(300,000)		(300,000)		(300,000)		(300,000)	
						31,405		88,448		215,671	
_			ution	69,000		128,250		137,000		130,500	
_		_		140,736		50,000		55,000		55,000	
-				-		12,470		13,152		11,073	
_				14,742		12,110		10,102		11,010	
				(2.2.2.2)				/	. =0/		
	TOTAL AD	JUSTMENTS & AD	DD-BACKS	(218,912)	-0.6%	278,335	0.6%	826,100	1.5%	1,009,038	2.29
	SELLER'	S DISCRETIONAR	Y EARNINGS	1,109,010	2.8%	639,560	1.4%	1,113,268	2.0%	1,291,922	3%
	NOTES:	A, A-1, F, G, H, I	Part of owners compensa	ation							
	NOTES:	A, A-1, F, G, H, I A-2,	Replacement cost of 2 ft		owners						
		A-2, B	Bad debt write off for und								
		С	Market rent adjustment	Jonetiable 16061	<i>VUDIUS</i>						
		D, E	Non-cash expenses								
		,	P								
					Not V	erified by BTI (Group				l
			Disclaimer: The information accuracy or reliability. Pros The Seller, by signing below Sheet and warrants that it	pective Buyers show, acknowledges the is true and correct	uld rely upo at BTI will b and that the	on their own verifica e presenting the al ere are no material	ation and the bove inform omissions.	at of their financial ation and the infori Seller agrees, sho	advisors wit mation on the ould any repr	th regard to this. e Business Fact	
			Sheet and warrants that it		and that the	ere are no material	omissions.	Seller agrees, sho	ould any repi		

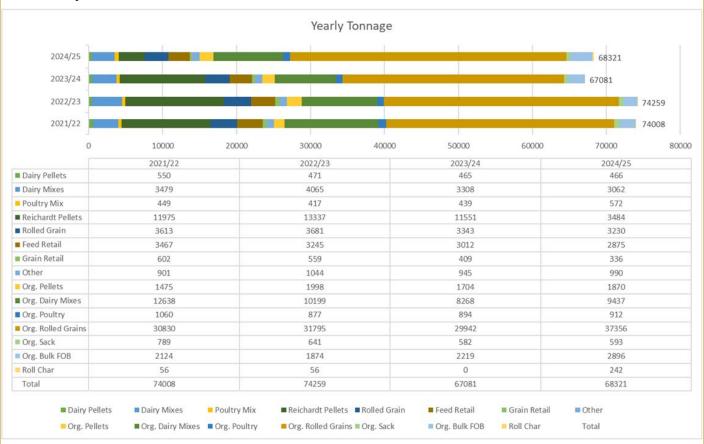
BUSINESS TEAM

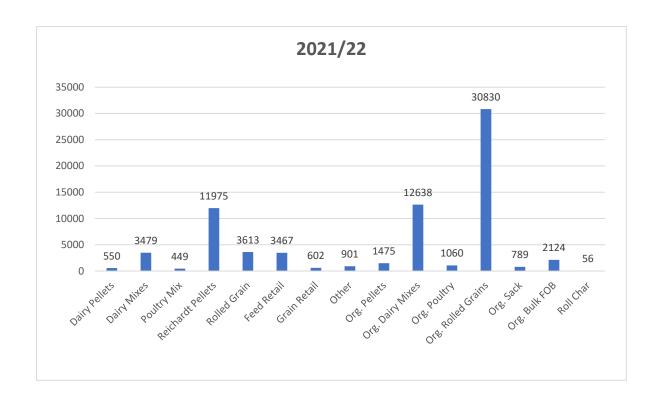
RECAST INCOME STATEMENTS - PAGE 2 OF 2

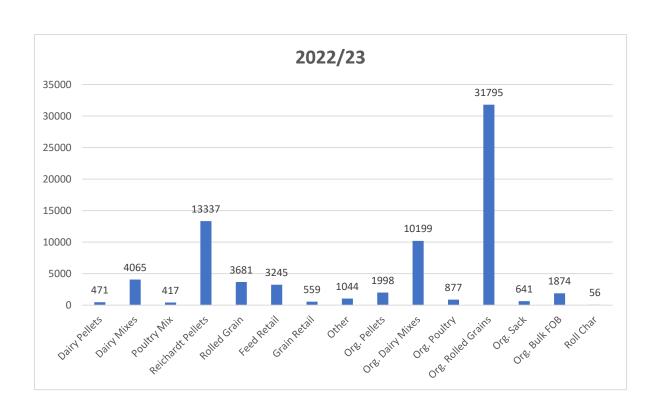
Hunt & Behrens LISTING #: SF11585

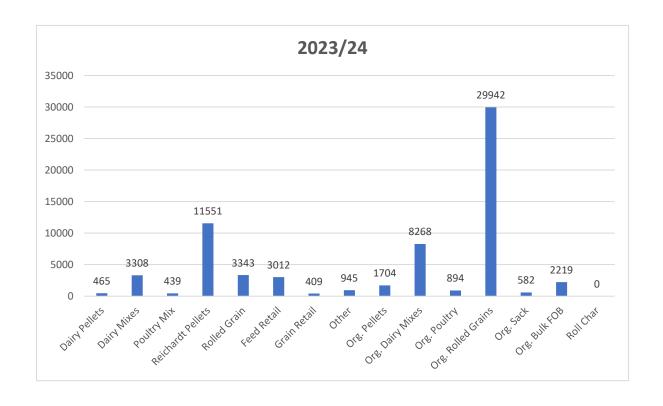
		C-Corp/Income Statement							
	Source:	Income Staten	nent (2024)	IRS Form 11	120 (2023)	IRS Form 112	0 (2022)	IRS Form 11	20 (2021)
		12 Months	Ended	12 Months	Ended	12 Months E	Ended	12 Months	Ended
DATI	E: May 1, 2025	February 2	8, 2025	February 2	28, 2024	February 28	, 2023	February 2	8, 2022
		\$	% to Sales	\$	%to Sales	\$	%to Sales	\$	%to Sales
٨	let Sales	39,517,663	100.0%	46,143,843	100.0%	55,428,470	100.0%	46,748,215	100.0%
C	Cost of goods sold	32,659,625	82.6%	42,675,695	92.5%	51,292,953	92.5%	42,604,101	91.1%
	Gross Profit	6,858,037	17.4%	3,468,148	7.5%	4,135,517	7.5%	4,144,114	8.9%
	Dividends & Interest (lines 4&5):	470,829		482,199		129,138		39,833	
	Other Misc Income & Expenses (lines 7-10)	15,480		33,954		22,100		18,580	
7	otal Income	7,344,346		3,984,301		4,286,755		4,202,527	
_	Page 1 Deductions:								
Α	Owner's Salary		0.0%	711,000	1.5%	-	0.0%	1,085,400	2.3%
۱-1	Other Salaries	2,426,143	6.1%	789,909	1.7%	1,702,106	3.1%	563,867	1.2%
_	Repairs & Maintenance	169,941	0.4%	201,953	0.4%	201,409	0.4%	192,054	0.4%
В	Bad Debts		0.0%	100,000	0.2%	200,000	0.4%	225,000	0.5%
С	Rent		0.0%	-	0.0%	-	0.0%	-	0.0%
	Taxes & Licenses	270,651	0.7%	155,727	0.3%	163,951	0.3%	145,917	0.3%
D	Interest	238,051	0.6%	303,940	0.7%	188,894	0.3%	107,614	0.2%
	Charitable Contributions	13,410	0.0%	-	0.0%	-	0.0%	-	0.0%
E	Depreciation		0.0%	31,405	0.1%	88,448	0.2%	215,671	0.5%
	Advertising	69,990	0.2%	19,896	0.0%	24,418	0.0%	24,113	0.1%
F	Pension, Profit Sharing Contribution		0.0%	101,312	0.2%	212,369	0.4%	212,730	0.5%
G	Employee Benefit Programs	915,384	2.3%	463,621	1.0%	486,215	0.9%	516,764	1.1%
_	Domestic Production Activities Ded	-	0.0%	-	0.0%	-	0.0%	-	0.0%
	Other Deductions (line 26)								
	Contract Services	193,357	0.5%	57,113	0.1%	45,832	0.1%	44,591	0.1%
	Credit Card Fees	130,007	0.0%	62,260	0.1%	51,593	0.1%	37,941	0.1%
	Gas & Oil	168,781	0.4%	187,484	0.4%	229,297	0.1%	177,455	0.4%
Н	Insurance	470,392	1.2%	164,132	0.4%	169,746	0.4%	150,357	0.4%
-	Legal and Professional	130,796	0.3%	135,106	0.3%	103,137	0.2%	115,851	0.2%
1	Life Insurance 2002	14,742	0.0%	-	0.0%	-	0.0%	-	0.0%
	Meals and Entertainment	11,712	0.0%	25,893	0.1%	25,020	0.0%	23,560	0.1%
-	Miscellaneous	(57)	0.0%	1,580	0.0%	1,087	0.0%	1,407	0.0%
	Parts/Supplies: MFG Feeds	217,777	0.6%	-	0.0%	-	0.0%	-	0.0%
	Promotion	217,777	0.0%	12,240	0.0%	9,538	0.0%	9,493	0.0%
	Sundry		0.0%	-	0.0%	1,275	0.0%	(157)	0.0%
	Terms Discount Taken	(766)	0.070		0.070	.,	0.070	()	0.070
	To Balance	(,	0.0%	-	0.0%	-	0.0%	-	0.0%
+	Unknown Activity	71	****						2.270
	Utilities	717,762	1.8%	98,505	0.2%	95,252	0.2%	70,015	0.1%
		, . 02	0.0%	,-30	0.0%	11,202	0.0%	,	0.0%
			0.0%		0.0%		0.0%		0.0%
			0.0%		0.0%		0.0%		0.0%
T	Total Deductions (line 27)	6,016,424	15.2%	3,623,076	7.9%	3,999,587	7.2%	3,919,643	8.4
-	10ta: 200001010 (IIIC 21)	, ,				0,000,001			
7	axable Income (Loss) - line 28	1,327,922	3.4%	361,225	0.8%	287,168	0.5%	282,884	0.6%

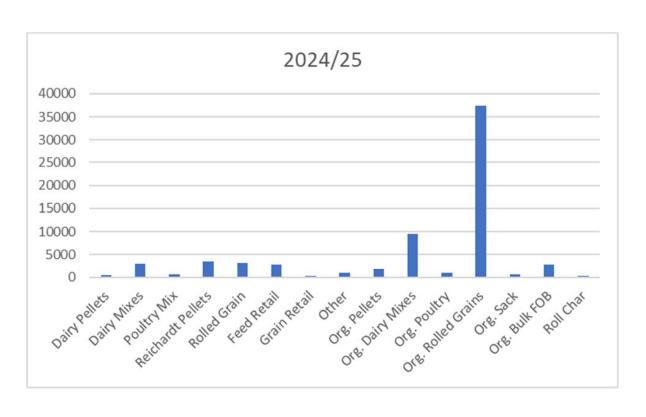
Key Financial Metrics











Growth Trend

1. Steady Revenue and Income Performance

- Sales consistently range between \$40 million and \$50 million, with stable Seller's
 Discretionary Earnings (SDE) between \$1.1 million and \$1.3 million, demonstrating a
 reliable financial baseline.
- Tonnage deliveries have remained steady despite external market disruptions such as the COVID-19 pandemic, fluctuating grain prices, and bird flu outbreaks.

2. Expansion of Product Offerings

- Introduction of customized feed formulations and organic solutions has positioned the company to meet growing demand for tailored and sustainable agricultural practices.
- Continued innovation in feed production to meet evolving livestock nutritional needs is a driver of customer retention and market differentiation.

3. Increased Focus on Sustainability

- Adoption of eco-friendly manufacturing processes and sustainable sourcing practices aligns with the market trend toward environmentally responsible farming solutions.
- These efforts have positioned the company as a leader in sustainable feed manufacturing within the Northern California market.

4. Geographic and Market Reach

- Strong presence across Northern California's agricultural markets, serving seven major counties and surrounding areas.
- Opportunities to expand into adjacent agricultural sectors, such as retail operations and agricultural equipment, provide avenues for growth.

5. Opportunities for Margin Growth

- Diversification into higher-margin retail operations reduces reliance on commodity price stability.
- Continued focus on operational efficiency, including investments in advanced machinery, helps maintain cost competitiveness.

6. Resilience to Market Volatility

- The company's diversified product line and long-standing customer relationships have provided stability during periods of market uncertainty.
- A captive market with limited competitors capable of matching Hunt & Behrens' service and delivery levels contributes to its strong market position.

7. Upgrade Facilities to lower costs

Install solar panels to lower electricity costs

Management Team and Employees

Management Bios

Robert Falco (CEO) is a highly experienced leader in the feed manufacturing and agricultural sectors, bringing decades of expertise to his role at Hunt & Behrens, Inc. With a strong background in operational management and strategic planning, Robert has been instrumental in ensuring the company's success and its ability to adapt to evolving market demands. His commitment to fostering innovation, maintaining quality standards, and building lasting relationships with clients and suppliers has been a cornerstone of Hunt & Behrens' reputation as a trusted partner in the industry. Robert's dedication to sustainability and customer service continues to drive the company's growth and solidify its leadership in the California feed market.

Daniel Figone (CFO) is a seasoned professional with extensive experience in agriculture and feed manufacturing. As a key leader at Hunt & Behrens, Inc., Daniel has played an instrumental role in the company's operational and strategic growth, leveraging his deep knowledge of the industry and commitment to excellence. With a background rooted in Northern California's agricultural community, Daniel brings a unique perspective and a hands-on approach to serving the needs of farmers and livestock producers. Known for his leadership, integrity, and dedication, Daniel continues to uphold Hunt & Behrens' legacy of quality and innovation while driving its vision for the future.

Joseph Masciorini (COO) is a dedicated professional with a strong background in agriculture and feed manufacturing, contributing significantly to the success of Hunt & Behrens, Inc. With years of experience in the industry, Joseph has developed a deep understanding of operational processes, customer needs, and the importance of maintaining high-quality standards. His hands-on approach and commitment to excellence have helped strengthen the company's relationships with farmers and agricultural producers across Northern California. Known for his leadership and problem-solving skills, Joseph plays a key role in upholding Hunt & Behrens' legacy while supporting its continued growth and innovation in the feed manufacturing sector.

Employee Roster

Owners	Pay Rate/Hr.	Warehouse Employees (Union)	Pay Rate/Hr.
Bob Falco		E.A.	\$ 30.50
Dan Figone		K.B.	\$ 30.50
Joe Masciorini		B.F.	\$ 30.50
		A.G.	\$ 30.50
Office		J.G.	\$ 30.50
M.E.	\$ 28.00	A.G	\$ 30.50
H.J.	\$ 29.00	D.H.	\$ 30.50
H.P.	\$ 28.00	J.H.	\$ 30.50
		M.H.	\$ 30.50
Sales		M.J.	\$ 30.50
J.M.	\$ 36.60	A.L.	\$ 30.50
		P.Z.	\$ 30.50
Retail Store			
M.L.	\$ 24.00	Drivers (Union)	
M.V.	\$ 24.00	P.D.	\$ 30.50
C.W.	\$ 30.50	M.L.J.	\$ 30.50
D.C.	\$ 24.00	A.L.	\$ 30.50
		D.M.	\$ 30.50
Scale House		J.S	\$ 30.50
F.N.	\$ 25.85	B.S.	\$ 30.50
G.M.	\$ 35.00	J.S.	\$ 30.50



SELLER'S AND BUYER'S DISCLOSURE STATEMENT

Hunt & Behrens, Inc		
Business		
30 Lakeville St, Petaluma, CA 94952		
Address		
Daniel Figone and Robert Falco	Jack Chung	
Owner/Seller	Owner's Agent	

PREFACE TO DISCLOSURE STATEMENT

This series of questions and answers is to inform prospective buyers and sellers about this transaction. It has been done by the parties to provide relevant information and to answer frequently asked questions, but it does not take the place of the buyer's inspection of the business and of its financial and other records nor does it take the place of the seller's examination and assessment of the buyer. These things must be carefully examined and approved by the parties. This information is not a warranty. The broker has not verified the accuracy or completeness of any of the information supplied here by the parties. Please note that this document requires the buyer's signature m order to be fully executed.

Business Team may recommend an SBA lender(s) to help finance the business purchase because our experience has shown that dealing with an experienced lender usually makes a big difference both in reducing the length of time it takes to close a loan and increasing the chances of getting a loan at all. We would like you to be aware that in some cases Business Team is paid a referral fee by the lending bank, which is part of the commission the bank pays it's loan agents.

Also, by signing below, you agree that we have advised you not to make any false or misleading statements to the bank for the purpose of securing a loan.

Business Team may also assist in the negotiations of a new lease, if required, for the business premises and in some cases we share fees with another broker or are paid by the property owner. By your signatures on page 6 of this Disclosure Statement, you acknowledge that we have told you about these fees.

FOR THE SELLER

If you answer yes to any questions please attach an explanation.

A.	Bu	siness Conditions		Yes	No			
	1.	Are you aware of any circumstances in the indus of the business that may adversely affect the fututhe business?						
	2.	Are there any revenues or expenses of the busin clearly reflected in the financial statements you verto a buyer?			√			
	3.	Is the business in default on any of its financial o obligations?	r contractual		√			
	4.	Has the business or any of its owners been the subankruptcy filing, assignment for benefit of crediproceedings of any kind during the last five year any attorney or advisor regarding such proceeding	itors or insolvency s, or consulted with		✓			
	5.	 5. Is there anyone customer who accounts for more than 10% of annual gross sales? If yes, list each name and indicate the approximate percentage of the annual gross sales and any relationship to the business or its owners. 6. Are there any commitments to employees or independent contractors regarding future compensation increases? 						
	6.							
	7.	Are you aware of any prior or pending claims that increase in insurance, including worker's competent						
	8.	Are there any suppliers who have a personal or special relationship with the business or its owners? If yes, list them by name and indicate the approximate amount of annual purchases from such suppliers and describe those relationships.						
	9.	Does your business use independent contractors?			lacksquare			
Signatuı	re C	on File						
seller's			er's initials	date				
seller's	initi	al date buye	er's initials	date				

		Yes	No
10.	If the answer to the previous question is yes, have you verified with the applicable government agencies that they are correctly classified?		
11.	Are any of the employees or independent contractors related to any of the owners of the business, or to one another? If yes, list them by name and describe their relationship.		
12.	Have you had or do you anticipate any disputes with the landlord or deferred maintenance with the premises the business occupies?		√
13.	Is there any equipment or inventory located in the business that it does not own?		√
14.	Is there any equipment used in the business that is not in good and operable condition, or for which maintenance has been deferred or is not suitable for the current usage?		√
15.	Are there any terms or conditions of the premises lease with which the business or the landlord are not in full compliance?		\checkmark
16.	Is the business a franchise or a distributorship? If yes, please provide a copy of each such franchise or distributorship agreement.		√
17.	Have there been any deaths, violent crimes or other criminal activity on the premises within the last three years?		√
18.	Are you aware of any substances, materials or products on or near the premises which may be an environmental hazard such as, but not limited to, asbestos, formaldehyde, radon gas, paint, solvents, fuel, medical waste, surface or underground storage tanks or contaminate soil or water?		√
Sionatu	re On File		
	s initials date buyer's initials	date	
seller's	s initials date buyer's initials	date	

		Yes No						
Outstanding?	gift certificates been issued which remain the premises received permits?	✓✓						
B. Regulations								
	ts operator required to have any licenses or a local business license?							
2. Must the new owner	er personally qualify for any license or permit	?						
	3. Are you aware of any pending zoning changes, redevelopment or nearby major construction that might affect your business?							
	ged violations filed or under investigation by licenses or permits or by the following agenci	es?						
 Police Department Health Department Fire Department Building Inspector Zoning Commission Water Pollution Franchise Tax Boats OSHA 	10. EDD 11. ABC 12. IRS 13. BOE 14. EPA 15. INS	Yes No V V V V V V V V V V V V V						
Signature On File seller's initials date	buyer's initia	als date						
seller's initials date	buyer's initia	als date						

No

Yes

1. Does the business have any of the following?

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C.	ν,	ш	п	CI

	1. U	Union or other	employment ag	greements	_	\checkmark	
	2. I	Employee stock	k ownership pla	an (ESOP)			
	3. U	Jn/under funde	ed pension liabi	ilities	_		
		Back wages, va or claims for sa	acation pay, sic	k leave	_	✓	
	5. U	Unpaid medica	l or insurance p	oremiums			V
	6. I	Lease agreeme	nts (other than	the premises)			
	7. I	Equipment mai	ntenance agree	ments	_		
	8	Advertising co	ntracts (includi	ing yellow pages)	_		
	9. (Outstanding co	ntracts or agree	ements	_		
	10. I	Pending or thre	eatened litigation	on	_		
	11. U	Unresolved ins	urance claims		_		
	12. I	Product liabilit	y exposure		_		
	13. 0	Customer warr	anty obligation	S			V
	14.	Tax or Worke	r's Comp refu	nds	_		
	15. /	Anticipated sup	plier rebates		_		
2.		y affect the op		s not disclosed above usiness or a buyer's	• .	Yes	N o
3.	Have you	a verified the o	correctness of a nmaries, prepar	all marketing inform ed by broker?	ation, _	\checkmark	
By signing be explanations	elow owner are true a	r/seller certifie nd correct and	s that the above I agrees to imm	information and any nediately notify Bro	supplementa ker of any ma	l aterial c	hanges.
Signature				buyer's initials	- date		
Seller Signa	ature	date	,	ouyer's initials	uate		
Seller Signa	ture	date		buyer's initial	ls date	<u></u> е	_

FOR THE BUYER

		Yes	N ₀	
1.	Have you been the subject of any bankruptcy filing, assignment for benefit of creditors or insolvency proceedings of any kind during the last five years, or consulted with any attorney or advisor regarding such proceedings?			
2.	Have you determined the amount of operating capital sufficient for this business and do you have that amount?			
3.	Have you been late or defaulted on a business premises or equipment lease?			
4.	Is there anything about your business operating or credit history that would make it difficult for you to operate this business or would, if disclosed to the seller, change his mind about selling to you?			
5.	Are there any personal reasons why you might be denied any of the necessary licenses or permits to operate this business?			
6.	Have you ever been convicted of a felony?			
7.	Are there any other facts or conditions not disclosed above that might affect your ability to operate this business and fulfill the terms of your purchase agreement?			
true and co seller or b correct. B performan assistance	r signing below, buyer(s) certifies that the above information he had breed. In addition, buyer(s) warrants that any and all representation roker regarding financial statements, experience and education are uyer represents that he is either capable of investigating suitability ce and environmental hazards himself or will employ suitable proto do so. Buyer is hereby advised to conduct Phase 1 testing. It is also receipt and approval of pages 1-5, signed by the seller, of the	ons made to true and the true and the true and the true and the true and true true and true true and true true and true true and true true and true true and true and)	
Buyer	date			
	Buyer's Agent	nt		
	date below, seller(s) acknowledges receipt and approval of a completed copy of t gned by the buyer(s).	his disclosur	e	
Seller	date			
Seller	date Seller's Agent			

		MAKE
	# 1 Tractor	2013 Peterbilt
	#1 Trailer	2018 Walinga
	#2 Tractor	2016 Peterbilt
	# 2 Trailer	2018 Walinga
	#3 Tractor	2017 Peterbilt
	# 3 Trailer	2016 Walinga
	#4 Tractor	2013 Peterbilt
	#4 Trailer	1994 Globe
ļ	#5 Tractor	2013 Peterbilt
	#5 Trailer	1991 Globe
	# 6 Tractor	2012 Peterbilt
	# 6 Trailer	1981 Globe
	# O T	2044 D. J. Lill
	#8 Tractor	2014 Peterbilt
	#8 G Trailer	2022 Trinity Trailer
	# 12 Tractor	2014 Peterbilt
	# 12 Tractor	1990 Feedliner
	# 14 Hallel	1990 reediller
	# 9 Flatbed	2017 Peterbilt
	J . Idibed	2017 I CLCIDIL
	#8 Trailer	1978 Globe
	Restored	1958 White Flatbed

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MACHINERY	НР	BRAND	
New Pellet Machine	200	Triumph	
New Grinder	60	Bliss	
Cracker	15	Memco	
Cleaner	15	Crippen	
P-1 Pellet Machine	75	Sprout Waldren	
P-9 Pellet Machine	100	Sprout Waldren	
New Roller	50	Ferrel Ross	
BMM Screener	5	вмм	
Old Roller #1	30	Memco	
Old Roller #2	30	Memco	
Grinder	60	Jacobson	
Boiler	100	Ocean Shore	
Boiler	100	Ocean Shore	
Westside Mill			
Pellet Machine	100	Sprout Waldren	
Grinder	75	Sprout Waldren	
Cracker	40	Jacobson	
Boiler	100	Cleaver Brooks	

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PROPERTY DETAILS REPORT

Report Date: 10/11/2024

Order ID: R163056757

Subject Property Location

Property Address 30 LAKEVILLE ST City, State & Zip PETALUMA, CA 94952-3125

SONOMA COUNTY County

Mailing Address PO BOX 2040, PETALUMA, CA 94953-2040

1509.01 **Census Tract** Thomas Bros Pg-Grid 465-6D

Mill (feed; grain; paper; lumber; textile; pulp) **Property Use**

Parcel Number 006-171-008-000 Latitude 38.240122 Longitude -122.641092

Zoning

Legal Description Details Brief Description: 77 FORM 6-171-04 C/W 6-171-05 M/D

Current Ownership Information *Source of Ownership data: Assessment Data

Primary Owner Name(s) **HUNT & BEHRENS INC**

Company Vesting

Latest Full Sale Information

Details beyond coverage limitations

No financing details available

Property Characteristics

Land Use



Mill (feed; grain; paper; lumber; textile; pulp)

Assessn	nent & Taxes					
	Assessment Year	2024	Tax Year	2024	Tax Exemption	
+ -	Total Assessed Value	\$1,833,476	Tax Amount	\$19,890.82	Tax Rate Area	3-060
$\times =$	Land Value	\$169,430	Tax Account ID			
	Improvement Value	\$1,664,046	Tax Status	No Delinquency F	ound	
	Improvement Ratio	90.76%	Delinquent Tax Year			
α	Total Value			Market Improve	Market Improvement Value	
(\$)	Market Land Value			Market Value Ye	ar	

Lien History

No details available

Loan Officer Insights

No details available





COMPARABLES REPORT

Subject Property Location

 Property Address
 30 LAKEVILLE ST

 City, State & Zip
 PETALUMA, CA 94952-3125

Report Date: 10/11/2024 Order ID: R163056758 County: SONOMA

Com	parab	le Sales 20 Comps										
		SUBJECT PROPERTY	01/01/1975			56,782	0			1947	140,699/3.23	
1		422 PETALUMA BLVD N	05/30/2024	\$1,590,000	\$284	5,594	0			1978	13,032/.3	0.1
2		10 RIVERBEND LN	08/22/2024	\$1,131,822	\$545	2,078	8				4,127/.09	0.16
3		56 RIVERBEND LN	05/31/2024	\$1,187,822	\$524	2,266	7	3	3		9,940/.23	0.18
4		326 KENTUCKY ST	08/08/2024	\$1,300,000	\$1,026	1,267	7	2	1	1915	4,000/.09	0.19
5		72 EDITH ST	05/14/2024	\$1,033,000	\$521	1,983	7	3	2	2023	3,116/.07	0.21
6		96 EDITH ST	06/26/2024	\$1,178,000	\$520	2,266	7	3	3	2023	3,508/.08	0.21
7		591 MADISON ST	06/24/2024	\$1,136,822	\$547	2,078	8			2023	3,197/.07	0.22
8		19 NATALIE CIR	07/03/2024	\$542,000	\$569	952	3	2	1	1984	1,969/.05	0.25
9		101 EDITH ST	04/11/2024	\$710,822	\$681	1,044	4	2	1	1948	5,546/.13	0.26
10		331 KELLER ST UNIT 4	07/05/2024	\$740,000	\$597	1,240	4	2	2	2007	1,012/.02	0.26
11		34 VALLEJO ST	05/23/2024	\$775,000	\$797	972	4	2	1	1950	5,000/.11	0.28
12		610 LIBERTY ST	08/01/2024	\$585,000	\$507	1,154	5	2	1	1890	5,150/.12	0.31
13		101 VALLEJO ST	07/25/2024	\$770,000	\$734	1,049	4	2	1	1947	6,760/.16	0.33
14		112 CHERRY ST	05/14/2024	\$515,000	\$547	942	4	2	1	1976		0.35
15		146 KENTUCKY ST	04/18/2024	\$812,822	\$106	7,675	0			1910	7,840/.18	0.35
16		302 WEST ST	06/12/2024	\$2,184,090	\$1,597	1,368	4	2	1	1949	5,300/.12	0.36
17		251 CHERRY ST	08/23/2024	\$1,160,000	\$603	1,924	7	3	2	1990	7,615/.17	0.38
18		340 WALNUT ST	05/02/2024	\$1,415,000	\$980	1,444	3	3	3	1912	3,922/.09	0.38
19		57 PAYRAN ST	07/10/2024	\$600,000	\$595	1,008	4	3	1	1950	5,000/.11	0.4
20		711 KEOKUK ST	09/30/2024	\$1,285,000	\$850	1,512	6	4	1	1937	14,150/.32	0.43

Area Sales Analysis					
Total Area Sales/ Count	\$20,652,200/ 20	Median # of Baths	1	Median Lot Size (SF/AC)	5,000 /.11
Price Range - 2 years	\$515,000 - \$2,184,090	Median # of Bedrooms	2	Median Year Built	1950
Age Range	1 - 134	Median Living Area (SF)	1,406	Median Value	\$1,082,411
Median Age	74	Median Price (\$/SF)	\$582/SF		





TRANSACTION HISTORY REPORT

Subject Property Location

Property Address 30 LAKEVILLE ST

City, State & Zip PETALUMA, CA 94952-3125

County SONOMA COUNTY

Mailing Address PO BOX 2040, PETALUMA, CA 94953-2040 Report Date: 10/11/2024

Order ID: R163056759

Mill (feed; grain; paper; lumber; textile; pulp)

Property Use

Parcel Number

006-171-008-000

Transac	ction Summa	ıry				
1	01/01/1975	Deed		75RC069155		
Transac	ction History	Legend				
< <u>₹</u> ?	Transfer		Mortgage		Mortgage Assignment	
ا چا	Foreclosu	re Activity	Mortgage Release			

Transact	tion Details					
	1					
<u>→</u>	Transaction ID	1	Recorder Doc Number	75RC069155	Partial Interest Transferred	
<=→	Transfer Date		Document Type	Deed	Type of Transaction	Per Assessor
	Sale Price		Document Description		Multiple APNs on Deed	
	Recorder Book/Page		Recording Date	01/01/1975	Property Use	Mill (feed; grain; paper; lumber; textile; pulp)
	Buyer 1		Buyer 1 Entity		Buyer Vesting	
	Buyer 2		Buyer 2 Entity		Buyer Mailing Address	
	Seller 1		Seller 1 Entity		Seller Mailing Address	
	Seller 2		Seller 2 Entity		Legal City/ Muni/ Township	
	Legal Recorder's Map Ref		Legal Subdivision		Legal Section/ Twn/ Rng/ Mer	
	Legal Brief Description/ L	Jnit/ Phase/ Tract	77 FORM 6-171-04 C/W 6-171-05 M/D/	11	Title Company Name	





AERIAL MAP REPORT

Subject Property Location

Property Address 30 LAKEVILLE ST City, State & Zip PETALUMA, CA 94952-3125

SONOMA COUNTY County

Mailing Address PO BOX 2040, PETALUMA, CA 94953-2040

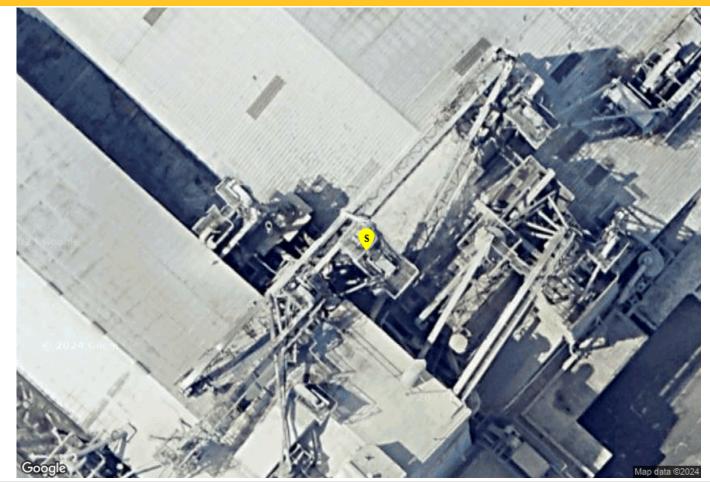
Report Date: 10/11/2024 Order ID: R163056760

Mill (feed; grain; paper; lumber; textile; pulp) Property Use

006-171-008-000

Parcel Number

Owner Name HUNT & BEHRENS INC



Subject

Report Date: 10/11/2024

Order ID: R163056761



Subject Property Location

30 LAKEVILLE ST **Property Address** City, State & Zip PETALUMA, CA 94952-3125

Mill (feed; grain; paper; lumber; textile; pulp) County SONOMA COUNTY Property Use

006-171-008-000 **Mailing Address** PO BOX 2040, PETALUMA, CA 94953-2040 Parcel Number

Subject Property					
Address	30 LAKEVILLE ST, PETALUMA, CA 94952 APN 006-171-008-000				
Owner	HUNT & BEHRENS IN	NC		Lot Size (SF/AC)	140,699/3.23
Bedrooms	0	Year Built	1947	Living Area (SF)	56,782
Bathrooms/Partial		Garage/No. of Cars	Garage/15	Phones	

Nearby Neighbor #1						
Address	dress LAKEVILLE ST, PETALUMA, CA 94952 APN 006-171-007-000					
Owner	SONOMA-MARIN AF	REA RAIL TRANSIT DISTRICT		Lot Size (SF/AC)	40,868/.94	
Bedrooms	0	Year Built	Living Area (SF)	0		
Bathrooms/Partial		Garage/No. of Cars		Phones		

Nearby Neighbor #2							
Address	16 CEDAR GROVE PARK, PETALUMA, CA 94952 APN 006-051-082-000						
Owner	CLOVER STORNETT	TA FARMS INC		Lot Size (SF/AC)	44,954/1.03		
Bedrooms	0	Year Built	1945	Living Area (SF)	8,548		
Bathrooms/Partial	Bathrooms/Partial Garage/No. of Cars Phones						

Nearby Neighbor #3					
Address	Address LAKEVILLE ST, PETALUMA, CA 94952 APN 006-051-083-000				
Owner	PETALUMA (COMMUNITY DEVELOPMENT COMMISSION	Lot Size (SF/AC)	2,514/.06	
Bedrooms	0	Year Built	Living Area (SF)	0	
Bathrooms/Partial		Garage/No. of Cars	Phones		

Nearby Neighbor #4						
Address	82 LAKEVILLE ST, PETALUMA, CA 94952 APN 007-071-008-000					
Owner	MCCANN LE	O & PHYLLIS		Lot Size (SF/AC)	2,130/.05	
Bedrooms	0	Year Built		Living Area (SF)	0	
Bathrooms/Partial		Garage/No. of Cars		Phones		

Nearby Neighbor #5							
Address	WATER ST, PE	WATER ST, PETALUMA, CA 94952 APN 006-171-011-000					
Owner	HUNT & BEHR	HUNT & BEHRENS INC			47,045/1.08		
Bedrooms	0	Year Built	1975	Living Area (SF)	2,800		
Bathrooms/Partial		Garage/No. of Cars		Phones			

Nearby Neighbor #6							
Address	LAKEVILLE ST, PETALUMA, CA 94952 APN 006-171-010-000						
Owner	SONOMA-MARIN AR	SONOMA-MARIN AREA RAIL TRANSIT DISTRICT			17,593/.4		
Bedrooms	0	Year Built		Living Area (SF)	0		
Bathrooms/Partial		Garage/No. of Cars		Phones			

Nearby Neighbor #7							
Address	PETALUMA BLVD N	PETALUMA BLVD N, PETALUMA, CA 94952 APN 006-163-045-000					
Owner	SONOMA-MARIN A	REA RAIL TRANSIT DISTRICT	Lot Size (SF/AC)	3,300/.08			
Bedrooms	0	Year Built		Living Area (SF)	0		
Bathrooms/Partial		Garage/No. of Cars		Phones			

Nearby Neighbor #8							
Address	88 LAKEVILLE ST, P	88 LAKEVILLE ST, PETALUMA, CA 94952 APN 007-071-007-000					
Owner	PETALUMA COMMU	NITY DEV COMMISSION		Lot Size (SF/AC)	7,653/.18		
Bedrooms	0	Year Built	1958	Living Area (SF)	2,400		
Bathrooms/Partial		Garage/No. of Cars		Phones			

Nearby Neighbor #9							
Address	10 LAKEVILLE	ST, PETALUMA, CA 94952	APN	006-051-038-000			
Owner	GROSSI DINO	GROSSI DINO E TR & GROSSI LORI L TR			33,600/.77		
Bedrooms	2	Year Built	1920	Living Area (SF)	667		
Bathrooms/Partial	1	Garage/No. of Cars		Phones			

Nearby Neighbor #10							
Address	22 LAKEVILL	E ST, PETALUMA, CA 94952	APN	006-163-047-000			
Owner	SMITH MALC	SMITH MALCOLM E TR			20,473/.47		
Bedrooms	0	Year Built	1971	Living Area (SF)	3,800		
Bathrooms/Partial		Garage/No. of Cars		Phones			

Nearby Neighbor #11							
Address	29 LAKEVILLE ST, I	PETALUMA, CA 94952	APN	006-051-086-000			
Owner	ALICEA CARLOS J	JAN TR & ZIPPERLE DEEANA TR	Lot Size (SF/AC)	12,000/.28			
Bedrooms	0	Year Built		Living Area (SF)	0		
Bathrooms/Partial		Garage/No. of Cars		Phones			

Nearby Neighbor #12								
Address	92 LAKEVILLE ST,	92 LAKEVILLE ST, PETALUMA, CA 94952 APN 007-071-011-000						
Owner	STYPA, PAUL G; S	STYPA, PAUL G; STYPA, KAREN Y			59,677/1.37			
Bedrooms	0	Year Built	1956	Living Area (SF)	5,210			
Bathrooms/Partial		Garage/No. of Cars		Phones				

Nearby Neighbor #13							
Address	29 LAKEVILL	E ST # A, PETALUMA, CA 94952	APN	006-051-087-000			
Owner	ALICEA CAR	ALICEA CARLOS JUAN TR & ZIPPERLE DEEANA TR			61,855/1.42		
Bedrooms	0	Year Built	1926	Living Area (SF)	894		
Bathrooms/Partial		Garage/No. of Cars		Phones			

Nearby Neighbor #14							
Address	414 PETALU	414 PETALUMA BLVD N, PETALUMA, CA 94952 APN 006-163-044-00					
Owner	MP 414 PET	MP 414 PETALUMA ASSOCIATES LP			29,700/.68		
Bedrooms	0	Year Built	2023	Living Area (SF)	45,548		
Bathrooms/Partial		Garage/No. of Cars		Phones			

Nearby Neighbor #15							
Address	350 N WATER ST, PE	350 N WATER ST, PETALUMA, CA 94952 APN 006-163-067-000					
Owner	LA VIA APARTMENTS	LA VIA APARTMENTS LP			64,469/1.48		
Bedrooms	0	Year Built 2022		Living Area (SF)	104,427		
Bathrooms/Partial		Garage/No. of Cars	Attached Garage/143	Phones			





ASSESSOR MAP REPORT

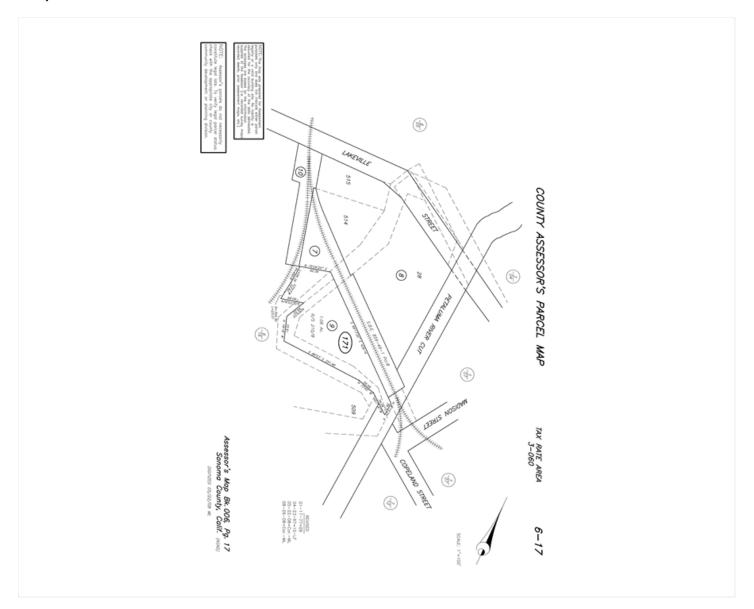
Subject Property Location

Property Address City, State & Zip County 30 LAKEVILLE ST PETALUMA, CA 94952-3125 SONOMA COUNTY Report Date: 10/11/2024

Order ID: R163056762

Parcel Number

006-171-008-000



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