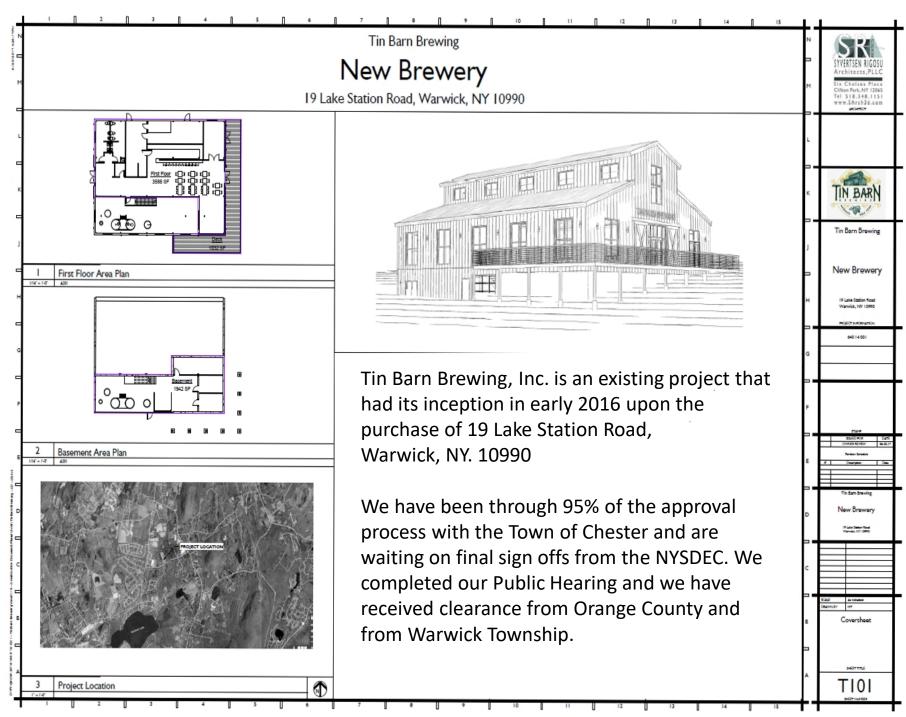


Proposal for the Sugar Loaf Performing Arts Center



Tin Barn Brewing is slated to be constructed on 20 undeveloped acres in Chester, N.Y., on the border of Warwick.

- It will feature a tasting room with light food fare and a separate but viewable brewhouse. It's interior will have a barn house feel with lots of land to walk
- Hours of operation will begin at Weds Friday ~4-8pm, Saturday 12-10pm and Sunday from 12-6pm. Monday and Tuesday are brewery work days.
- A complete 15 BBL barrel system has been purchased and is ready to install. (~472 gal/batch)
- Staff will range from 4 10 in the first year, hopefully growing to a force of 20 25. We will primarily hire locally.
- Kenneth Syvertsen of Syvertsen Rigosu is the Architect
- Jeremy Valentine and David Getz, both of Lehman and Getz Engineering, PC are engaged on the project
- Adrian C. Hunte of Hunte Law Group, P.C. is the Alcohol Licensing and Compliance Attorney
- Ownership consists of :

Lauren VanPamelen 19 Lake Station Rd. Warwick, N.Y. 10990 <u>lauren@tinbarn.com</u> 917-902-9035 American Brewer's Guild – *Intensive Brewing Science and Engineering Program* - graduate 7 years of retail management experience

Dale VanPamelen 64 Highwood Rd. Oyster Bay, N.Y.11771 <u>dale@tinbarn.com</u> 917-902-1164 38 years of retail ownership including restaurants, most recently NY Dog Spa & Hotel, Inc. for 19 years <u>www.dogspa.com</u> Tin Barn's preliminary vision for the Sugar Loaf Performing Arts Center is to keep the lower lobby, theater and stage areas as they are and to operate it as a music hall and performance center in conjunction with the brewery.

The production portion of the brewery would be housed near the loading dock/overhead door. (green)

The Pavilion would become the new tasting room with the upstairs lobby as overflow and a private function area. (blue)



The benefit would be two distinct but compatible businesses sharing expenses.

This greatly improves the chances of long term success, promoting continued tenancy, proper care of the facility and encouraging prosperity in the surrounding community.

Benefits

Sugar Loaf, Town of Chester and the surrounding area

- Sugar Loaf Revitalization All businesses in Sugar Loaf would benefit from the added influx of Tin Barn Brewing and Sugar Loaf P.A.C. patrons
- Available storefronts should fill with new businesses as demand increases due to heavier customer traffic. Sugar Loaf could welcome a coffee and tea house, a bakery, more artisan shops, etc.
- Breweries breathe new life into areas they inhabit without the negatives of a bar atmosphere. Most have regular days/hours and close early. Patrons come to taste the beer and enjoy the surroundings. Families with young children and dogs are common
- Tin Barn will bring a new and younger generation to Sugar Loaf ensuring the future without changing the historical character of the village.
- Two viable businesses would ensure the physical facility remain cared for and up to date
- Positive press for Chester and Sugarloaf, i.e., Reviving Sugar Loaf, reopening the Performing Arts Center, promoting women in business, booming local craft beer scene expands in Chester, etc.
- Increased local employment
- Town of Chester funds from the purchase of the P.A.C. can be reallocated
- Tax revenue from Tin Barn Brewing and potential additional tax revenue when more Sugar Loaf storefronts become occupied
- House and land at 19 Lake Station Rd, Warwick, NY would remain rural and unavailable for sale. Roughly 20 acres of undeveloped land are in the Town of Chester.

Benefits

Tin Barn Brewing

- Commercial nature of Kings Highway versus Lake Station Road
- Cost of Lake Station buildout roughly equal to or less than the cost of the P.A.C.
- The attractive appearance of the Performing Arts Center is extremely close to what we intend to build and the facility is near perfectly suited to our use
- Smaller buildout saves time and effort
- Sooner opening date based on timeframe of buildout
- Preexisting facility makes many things simpler. The building's exterior needs little, the grounds and parking areas need new gravel and possibly some land work. The Pavilion interior will likely need some construction to fit our needs but little compared to Lake Station
- Live and work locally, within 1.6 miles
- Greater potential audience for our product with additional revenue sources such as shows, concerts and festivals
- More square footage than Lake Station

Ideas

- Enhance Sugar Loaf revival by partnering with local businesses to host events such as Bracelets and Beer, Palm Reading and Pints, Candles and Kegs a night without electric light, Literary Lagers, etc.
- Local Artisan Festivals, along with participation in those already in place
- Hudson Valley wine, beer and distilled spirits festivals
- Farmers markets with local purveyors featuring products such as honey, cheeses, meats, fruits, herbs and vegetables
- Sugar "Q" a BBQ festival. Begin a yearly tradition like the Big Apple BBQ in NYC
- Holidays in Sugar Loaf create ideal reasons to draw people to the village. Christmas tree sales could be held on the lawn with proceeds going to a favorite Chester non-profit
- Bring the free concerts on the lawn series back to the P.A.C., along with Indie and Folk Festivals
- Antique Car shows in the parking lot
- Movie and Comedy nights
- Rotating art gallery to feature Chester artisans
- Host charitable events to benefit the local area and its people. Donate space to performing arts, music and acting classes, Veterans, Humane Society animal adoption days, etc. Donate parking lot and fees to Sugar Loaf Firehouse during Sugar Loaf events.
- Popularize Sugar Loaf with individualized beer names, i.e. Sugar Loaf Stout. Have them only available on tap in Sugar Loaf Taphouse and Tin Barn, to draw people to the village.
- Create a "Walking Tour of Sugar Loaf" enticing people to venture from end to end. Combine this with a phone app with an interactive map.
- Sugar Loaf Trolley purchase and decorate a trolley to loop Sugar Loaf on the weekends. This would be a great help to anyone unable to walk the entire length of the town as well as an attraction and advertising idea. It may also attract artisans or merchants to outlying store locations by making them more accessible to all. It would also improve foot traffic on days when the weather isn't conducive to walking.

Case Study - Brewery Ommegang



Less than 3 hours north in Cooperstown, N.Y. is a success story worth highlighting due to the similarities to what Tin Barn Brewing and Sugar Loaf P.A.C. can become.

Since 1997 this beautiful building, sitting in the shadow of a mountain, has been home to one of the country's finest beer producers as well as festivals, fairs, concerts and special events like Firepit Fridays, Brunch Bingo and Bed & Brew (partnering with local hotels)

They have fully embraced the idea of community, beer, festivals and local merchants combining efforts to bring an excellent experience and many people to the area.

http://www.ommegang.com – check out their blog and events pages!

EVERY GRAIN OF MALT, EVERY CONE OF HOP, EVERY SEED OF SPICE, EVERY LIVING YEAST, EVERY MOUNTAIN BREEZE, EVERY NEW TASTE, EVERY SONG THAT'S SUNG ON OUR STAGE, EVERYTHING THAT HELPS USHER OUR BEER INTO THIS WORLD, IS HERE FOR A REASON.

Because everything we do has a reason.

There is a craft to each and every aspect of what we do that goes way beyond making beer, and nothing is left to chance.

It's in the deliberate steps of our brew day. The breath of the corks. The strength of the bottles. The shape of the glasses. The stories on each of the labels. The food you enjoy with our beer. The festivals we hold. The friends we make and the communities we build.

Everything works together to bring these lively beers to you and the friends around you.

