



SIXPOINT BREWERY

Real Estate Package

CONTACT:

PETER WHITENACK
Senior Managing Director
NEWMARK KNIGHT FRANK
(212) 331.0128
Peter.Whitenack@ngkf.com

ANDREW CONNOLLY
Managing Director
NEWMARK KNIGHT FRANK
(212) 351-9357
Andrew.connolly@ngkf.com



**Newmark
Knight Frank**



About Sixpoint Brewery

Sixpoint was created in an 800-square-foot garage in Brooklyn, New York City, in 2004 by award-winning homebrewer-turned-professional Shane Welch. It was one of the first craft breweries in Brooklyn making brazenly hoppy IPAs and experimental styles that don't fit neatly into any one category, operating as a draft-only brewery until 2010 when the brewery first packaged in 16oz cans, and now in the signature sleek can.

The Brewery's name and symbols come from an amalgamation of the Nautical Star and the German Brauerstern (Brewer's Star), which was a medieval mark of quality for German brewers. Sixpoint's tagline is "Beer is Culture," grounds the brand as a cultural institution that creates community through beer, arts and culture - with beer as its art form. The Mad Scientists at Sixpoint seek to honor the heritage and craft of brewing by designing unique formulas to perpetually inspire the creativity, collaboration, and culture that is generated by beer

Sixpoint Brewery is looking to expand outside of its original Red Hook brewery location and bring its award winning beers, innovative culture, and unique consumer experience to neighborhoods. Sixpoint will offer a full selection of well-known and innovative beers that will be brewed locally and delivered to each of the taproom locations. The beers will be complemented by a curated, from scratch menu as well as a full array of spirits and guest beers from Sixpoint sister brands, Southern Tier, Victory Brewing and Bold Rock Hard Cider.



Taproom Real Estate Requirements

Long-standing private equity backed, Brooklyn based brewing brand seeking 2nd generation restaurant space in Manhattan to repurpose into taprooms.

- ✧ **Highly visible preferably corner locations with high foot traffic**
- ✧ **3,000-6,000 SF**
- ✧ **Ability to utilize existing restaurant floor plans**
- ✧ **Liquor license and full bar required**
- ✧ **Outdoor patio space required**
- ✧ **Black iron is a requirement**
- ✧ **Capable of creative lease structures i.e. term flexibility, assumption of subleases, potentiality of percentage rent**
- ✧ **Strong credit tenant with proven track record and steady parent company**
- ✧ **Seeking multiple units in the New York Metro Area**

Who is Artisanal Brewing Ventures:

Artisanal Brewing Ventures (ABV), founded in 2014 as a platform that supports like-minded independent craft breweries in their growth ambitions. Through organic growth as well as mergers and acquisitions, ABV is now the second largest and fastest growing craft beverage company east of the Mississippi River. ABV assembled a talented and experienced leadership team to provide guidance and to bring resources and support to its partner breweries while safeguarding their culture and local craft soul. ABV portfolio companies are highly respected in their segments and have award-winning brands. Key ABV brands include Southern Tier's Overpack'd (the largest craft can variety pack in the US), Victory Golden Monkey (the #1 Belgian Ale in the US) and Bold Rock Hard Cider (#2 Cider brand in the US). ABV is headquartered in Charlotte, North Carolina and has operations in Brooklyn, NY, Lakewood, NY, Cleveland, Pittsburgh, Chester County, PA / Metro Philadelphia.



BREWER	SIZE	IRI Growth
Boston Beer Co.	1	15
Artisanal Brewing Ventures	2	1
Brooklyn Brewery	3	12
Dogfish Head Craft Brewery	4	5
SweetWater Brewing Co.	5	3
Saranac Brewery	6	13
Harpoon Brewery	7	11
Great Lakes Brewing Co.	8	8
Rhinegeist Brewery	9	4
Troegs Brewing Co.	10	10
Allagash Brewing Co.	11	7
Narragansett Brewing Co.	12	9
Pittsburgh Brewing Co.	13	6

Source: IRI Scan Data, ABV Footprint, Full Year 2019

Artisanal Brewing Ventures

Portfolio Brands:



Sixpoint Brewing (Brooklyn, NY):

Sixpoint Brewery was a pioneer of the craft beer movement in Brooklyn when founder, Shane Welch, opened his doors in a 800sq ft garage in 2004. Sixpoint views brewing beer as an artform and coined the phrase "Mad Science" as a way to describe the creativity and innovative thinking that went into brewing beers that don't neatly fit in defined styles. Sixpoint brewers are pushing the boundaries of liquid development in their brewing techniques, choice of hops, and blending of different beer styles. Sixpoint became a fixture of the New York beer scene with iconic brands like Sweet Action, Resin and The Crisp.



Victory Brewing Company (Parkersburg, PA):

Victory offers a unique combination of European and American styles that are highly regarded in the craft world. Prima Pils has been named the best pilsner in the world by multiple publications and was also named to Food & Wine Magazine's list of the 25 most important craft beers of all time. Golden Monkey is the #1 craft Belgian style beer in the US. Victory was founded by childhood friends, Bill Covalleski & Ron Barchet in 1996.



Bold Rock Hard Cider (Nellysford, VA):

Bold Rock is the largest independent cider brand in the United States. Founded on a plot of farmland by John Washburn and Master Cidermaker Brian Shanks in 2014, Bold Rock has a legacy of hand-crafted excellence. Expert cider makers have used locally sourced apples that we crushed and crafted in the Blue Ridge Mountains to create highly drinkable, great tasting hard ciders that have won over 100 awards in preminent wine & spirit competitions. Bold Rock also launched a line of hard seltzers and canned cocktails in 2019.



Southern Tier Brewing Company (Lakewood, NY):

Founded in 2002 by Phin & Sara DeMink, Southern Tier is known for relentless innovation, with a strong portfolio of hop-forward beers as well as high gravity, super premium offerings. Southern Tier's Pumking is a long-standing, highly regarded fall seasonal. And, Overpack'd is the #1 craft can variety pack in the US. Southern Tier expanded its portfolio in 2020, entering the craft cider and hard seltzer categories.



Southern Tier Distilling Company (Lakewood, NY):

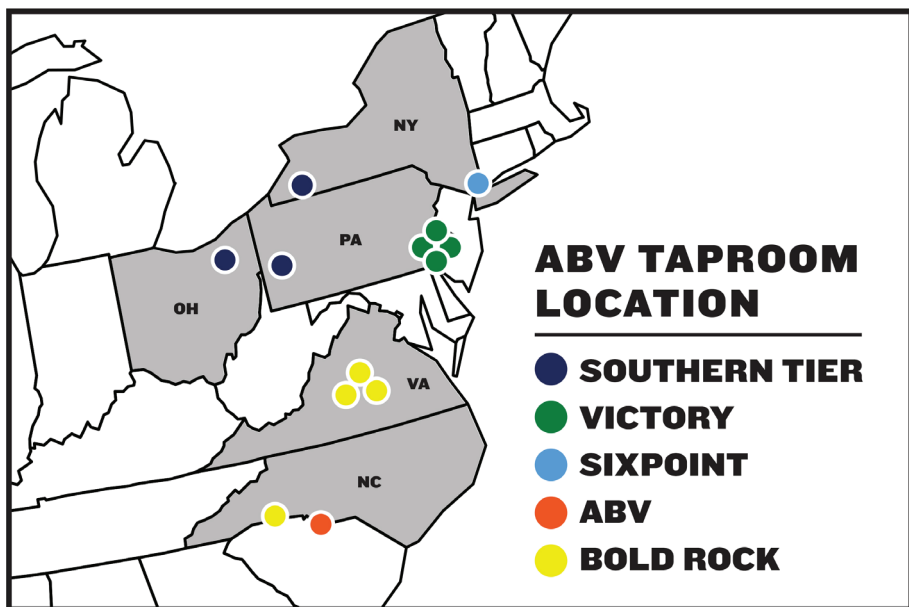
The distillery occupies the original location of the Southern Tier brewery, just a short walk across the campus in rural Lakewood, NY. Founded in 2015, the distillery shares the ethos instilled by founder Phin DeMink, that of craftsmanship and a reputation for the highest standards. As a New York state farm distillery, more than 70% of the ingredients used are sourced locally, contributing to an award winning offering of high proof spirits, canned cocktails, and vodka-based hard seltzers.



The Consumer Experience:

ABV views its successful taproom platform as a strategic differentiator and critical element of a brand building strategy. A strong direct-to-consumer model in a market, leads to awareness and trial of ABV brands. When coupled with a strong wholesale distribution network delivered to on and off premise retail accounts, the impact is synergistic. Customers come into ABV taprooms, are treated like guests and have a great food and beverage experience. They leave as brand advocates, supporting ABV brands in other buying occasions. ABV taprooms offer an upscale craft-like food menu, an extensive beverage menu that covers all segments from craft beer to spirits, ciders and seltzers. The service model also includes carry-out beer and spirits.

There are two types of experiences for ABV taprooms. The **Brewery Taproom** which is a larger facility that includes a full production brewery and large-scale kitchen. These units are 11,000 - 28,000 sq ft under roof. ABV's newest model is the **Taproom Model**. The Taproom Model is a smaller building (3,000 - 6,000 sq ft) with a community feel. There is no brewing capability, but has a small, from scratch kitchen, full bar service and also sells its brands to-go. Unique, innovative beers, brewed by our local brewing operation, as well as ABV cider and spirit brands, creating a full portfolio that allows guests to taste all of our amazing variety. ABV is looking for spaces in strategic, vibrant neighborhoods where its brands are at their strongest, so its rabid fans could have access to their favorite beers.





ARTISANAL BREWING
VENTURES

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