Expansion and Relocation of Blue Bee Cider at Summit Stables

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CIDER®
RICHMOND, VA

Overview

- Blue Bee Cider
  - Company Background
  - Expansion and Relocation
  - Timeline
- The Property
- Rehabilitation
  - Team
  - Funding Sources
  - Key Elements of Work

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Blue Bee Cider

- Cider has been the fastest growing beverage category for the past 10 years.
- Operated 2012-2016 in Old Manchester
- Recognized need to expand footprint Spring 2014
- Relocated fall 2016
- First urban cidery on East Coast
- Only 100% woman-owned craft bev. producer in Greater Richmond

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The Cider Value Chain

Source: Cidernomics 2016

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Premium Cider v Mass Production

Source: Cidernomics 2016

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What’s an Urban Farm Cidery?

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Site Expansion

- By 2014, bursting at seams of Manchester facility
- Need to move before apple harvest of 2016
- New location requirements
  - Existing facility
  - 10,000 s.f. on one level accessible by freight truck
  - In an historic manufacturing neighborhood
  - Within walking distance of housing for customers
  - Planting space for cider apple trees
  - Accommodate expanded retail, production, offices, a machine shop, a laboratory and distribution/warehousing.

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Timeline

- Unsolicited offer submitted to City of Richmond (owner) in Spring 2014
- Invited to respond to RFP in Fall 2014
- Invited to present a second time in Spring 2015, won bid
- Council approved sale Fall 2015
- Closed on property in Spring 2016
- C.O. Fall 2016

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Development Team

- Developer – Blue Bee Cider, Courtney Mailey
- Financing – Sonabank, Kate Wagner
- Architect – Johannas Design, Andy Scudder and Nathan March
- General Contractor – J.M. Scott Construction, Matt Scott and Jason Chin
- Architectural Historian – Debra McClane

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Acquisition and Rehab Sources

Bank Loan	$	915,000.00
Equity Partner	$	136,000.00
Blue Bee Cider Equity	$	65,000.00
Historic Tax Credits	$	205,000.00
Governor's Fund for Ag. + Forestry Ind. Dev.	$	50,000.00
	$	**1,371,000.00**

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One Year Before Grand Opening

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Scott's Addition Historic District

- Annexed from Gen. Scott at turn of 20th Century
- Richmond's first industrial park c. 1920's
- Dominant zoning is still manufacturing
- 47 small-scale city blocks
- Diversity of ownership among small businesses and tradesman
- Dynamic growth of new companies in past 10 years

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Scott’s Addition CB Producers

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Key Elements of Work

- Utilities & HVAC
- Repair of windows and doors
- Masonry and roof repairs
- Leveling and hardscaping the interior courtyard
- Addition of interior passageway
- Tank room floor
- Apple orchard and tree nursery

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Utilities

Windows & Masonry

Masonry, Courtyard, Doors

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Masonry, Courtyard, Doors

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What We Grow in the City

What We Grow in the Country

New Business Lines

New Experiences

New Tenants

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Courtyard October 2015

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Courtyard October 2016

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