



Request For Purchase

4 Summer Drive
Winchendon, MA 01475

Prepared By:
Keith P. Kopley - President
Jim Hunt - VP Business Operations

October 20, 2020

Keith Hickey
Town Manager
109 Front Street
Winchendon, MA 01475

Mr. Hickey:

Bull Spit Brewing Company, a subsidiary of Kalon Farm, would like to officially submit interest in the bidding process for the property located at 4 Summer Street.

It is our intention to retain this property for the expansion of our brewery operations as well as land development for a hospitality venue to sell and promote our product and brand.

Bull Spit Brewing Company currently sits on 52 Acres of land at our Lancaster Kalon Farm location. The brewery has seen significant growth in the past year. In order to fulfill our on site and account responsibilities we are looking to expand into a production type facility with an additional family friendly hospitality venue.

We look forward to working with all town departments and agencies as we continue to innovate the business of Craft Beer.

Sincerely,

Keith P. Kopley
President
Bull Spit Brewing Company

BULL SPIT BREWING COMPANY on Kalon Farm

2009 Purchased Farm land in Ashburnham

- 150+ Acres of Land for livestock

- 75+ Acres in neighboring towns

2014 Purchased 52 Acres in Lancaster

- Land serves as main Hay producer for our animals

- Agritourism events such as races & festivals

2019 Assembled Leadership Team for proposed brewery

- Brewery opened in June of 2019

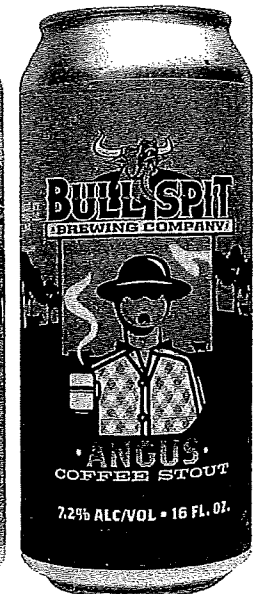
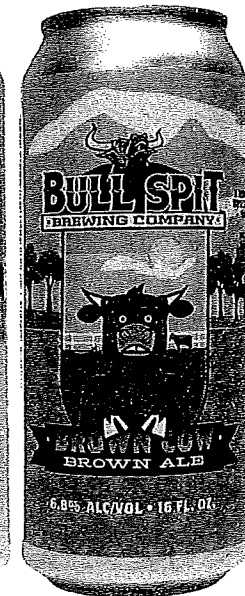
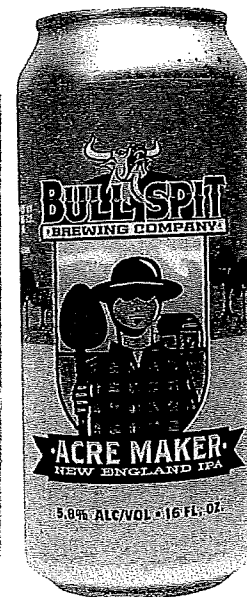
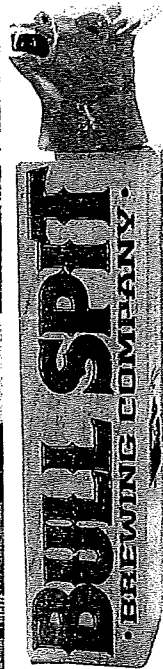
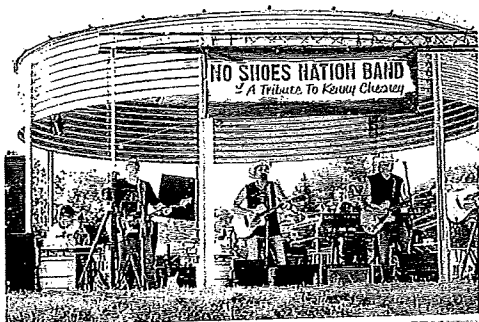
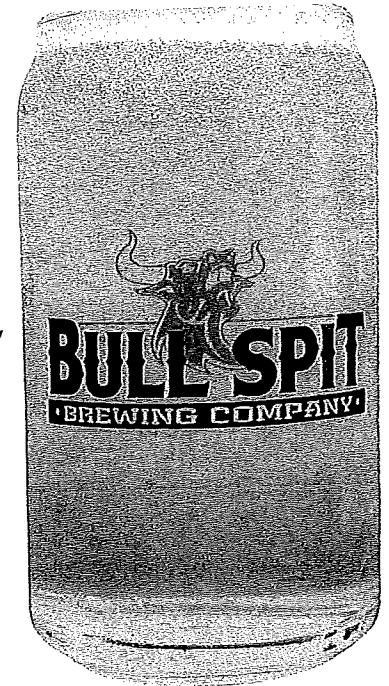
- 7 Barrel Brew System; 8 regular craft beers & ciders

2020 Developed outside space

- Hospitality & Music Venue

- Multiple outside distribution accounts

- Acquisition of a Food Truck



PROJECT MANAGER: KEITH P. KOPLEY - PRESIDENT
EMAIL: KEITH@BULLSPITBREWING.COM
PHONE: 978.394.4489

BULL SPIT BREWING COMPANY LEADERSHIP/DEVELOPMENT TEAM

Keith P. Kopley
President / Farmer
Project Manager

Dave Higgins &
Chris Fontaine
Brew Masters

Tim Hebert
Agricultural Manager

Becca Higgins
VP Inside Sales
Consumer Experience

Jim Hunt
VP Business Operations
Special Events

Patrick Byrnes
ZB Construction
Licensed Contractor

Mark Schryver
Senior Architect

Building & Land Development Proven Results

Keith P. Kopley

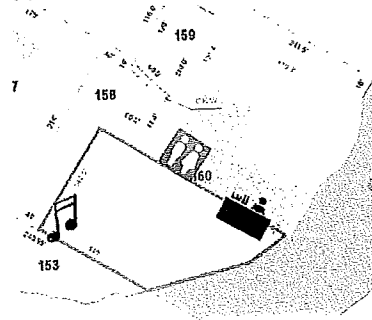
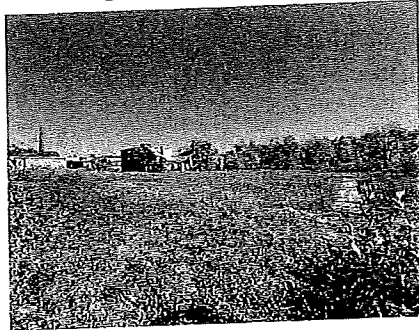
- Property Management, Farm, Commercial & Residential
- 20+ years of property rehab
- Over 100 homes bought, renovated & sold
- New Construction of Farm, Commercial and Residential properties



Land developed at our Lancaster property

Proposed Development Plan

OUTDOOR HOSPITALITY SPACE



-AREA LANDSCAPED

-POST FENCE ON WATERLINE

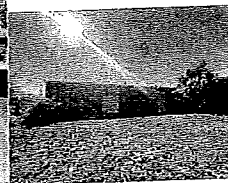
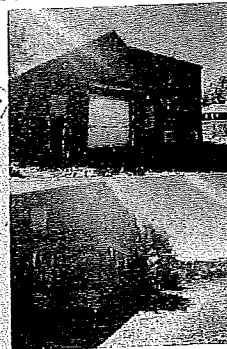
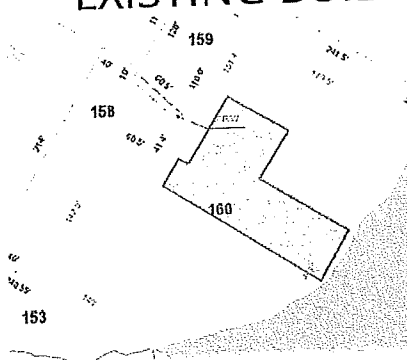
-SOUND STAGE PROJECTING AWAY FROM RESIDENTIAL

-BATHROOMS INTERIOR OF BUILDING

-SERVING AREA TO INCLUDE PATIO TYPE SEATING

-MAIN YARD TO HAVE PICNIC TABLE SEATING

EXISTING BUILDING DEVELOPMENT

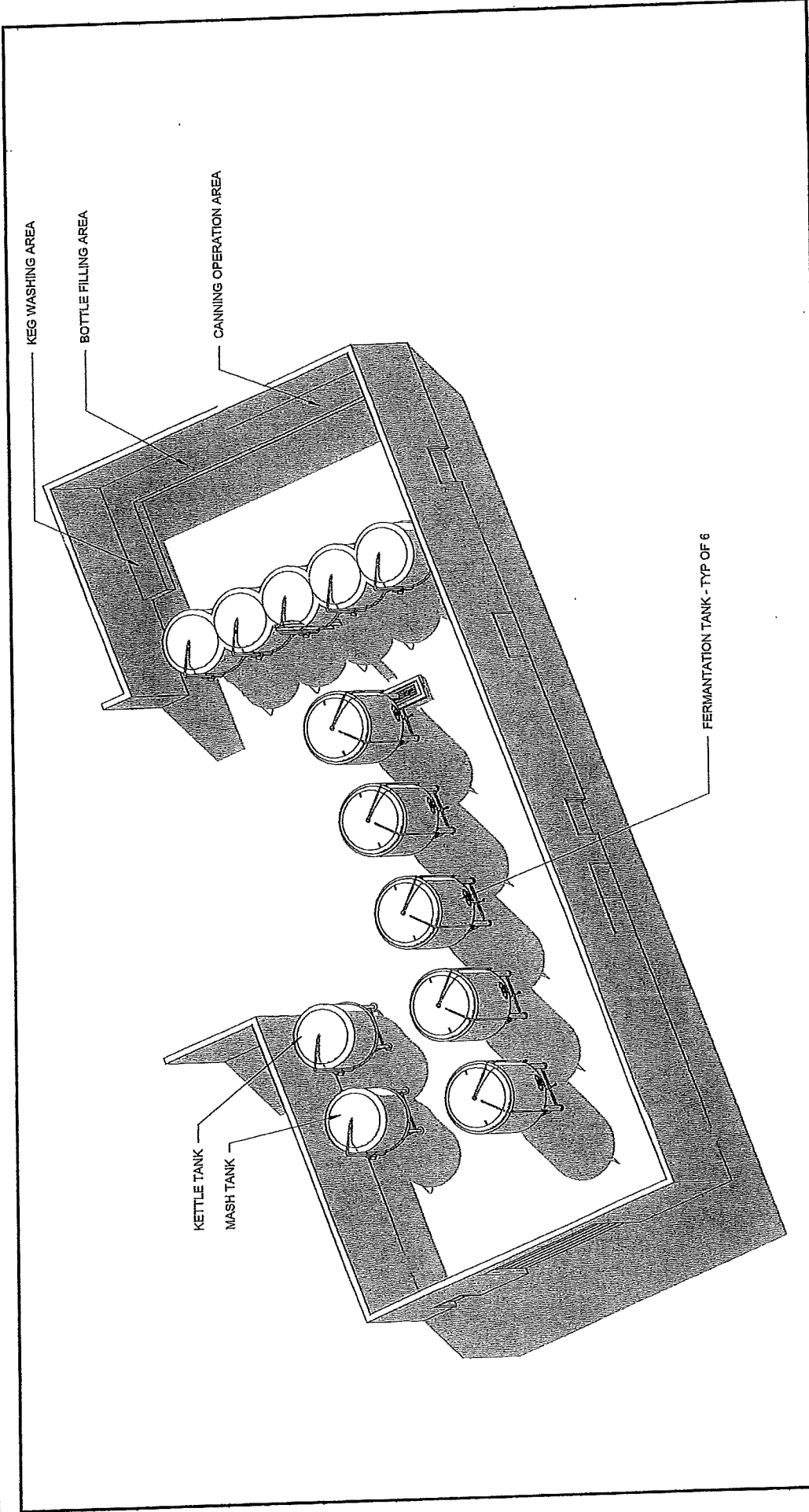


-Complete Building Renovation:

- New Roof
- Water/Sewer Upgrades
- Electrical Upgrade
- New windows/doors
- Heating/Cooling elements
- Sprinkler System upgrade
- Security System installation

-Building Use:

- 15 Barrel Brewing System
- Canning Line
- Cold/Dry Storage Space
- Public/Private use Restrooms
- Hospitality Space
- Business Area / Gift Shop



BREWERY

A101

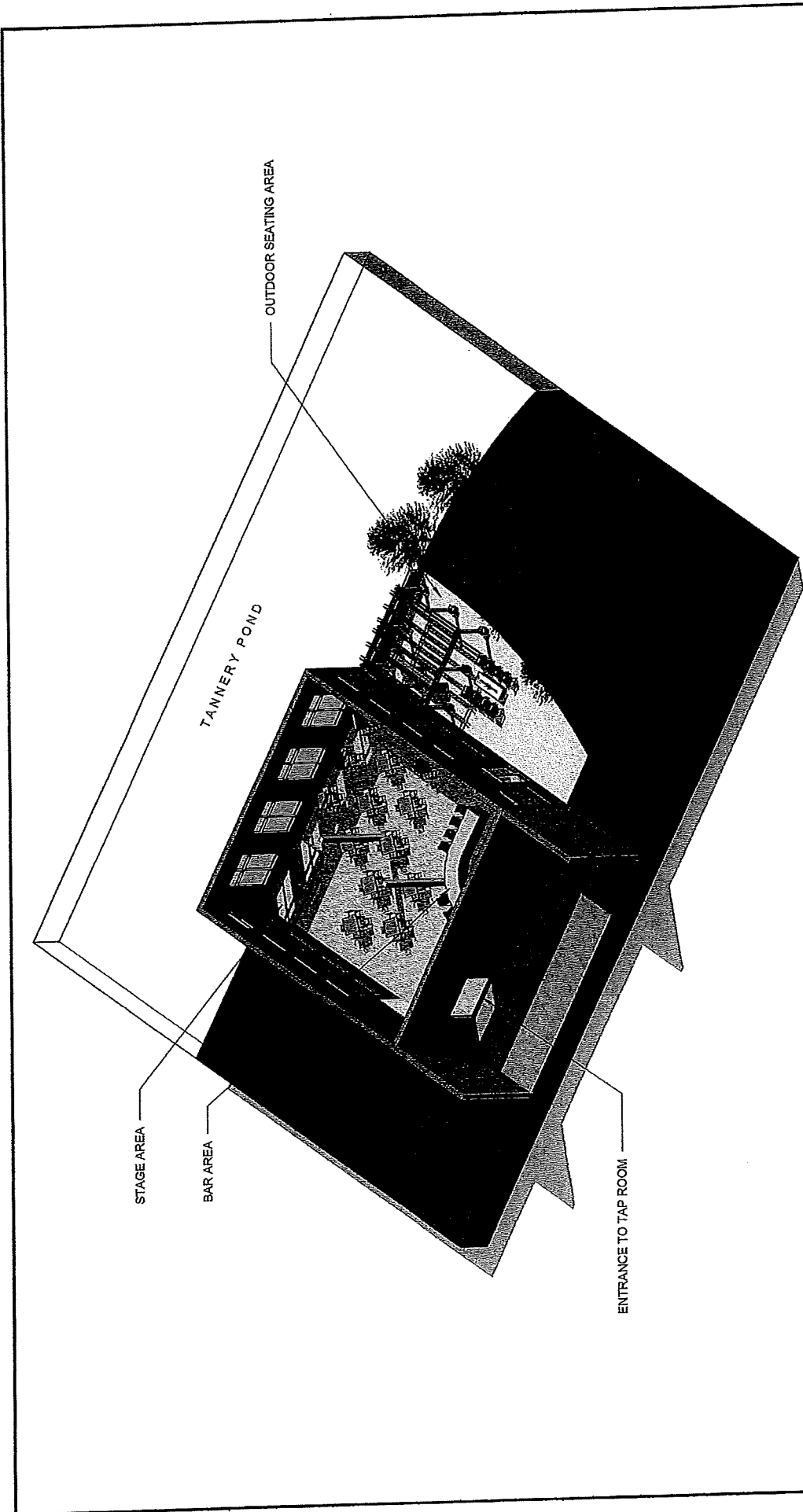
Project number: 20-1124
 Date issued: NOV 25, 2020
 Drawn by: JT

No.	Description	Date

BREWERY RENOVATION

4 SUMMER STREET
 WINCHENDON, MA





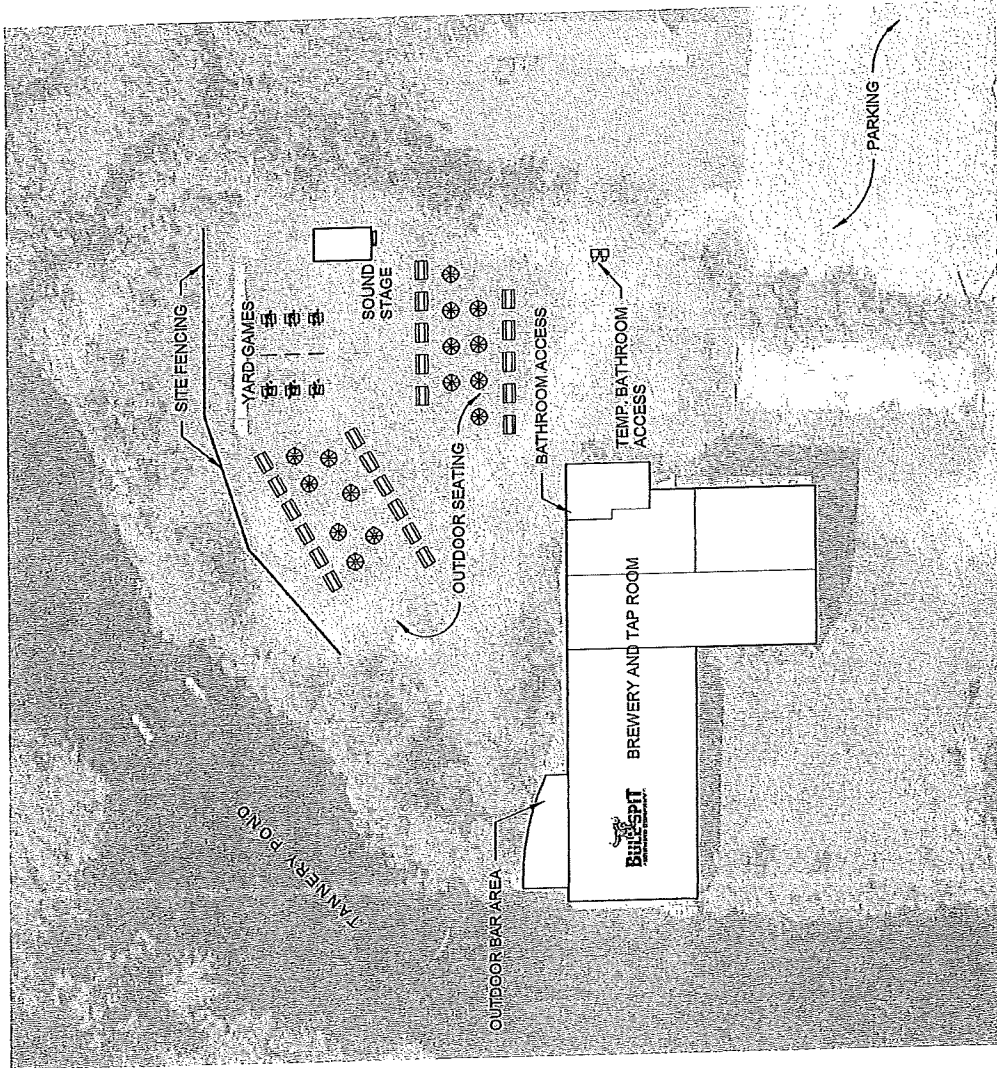
TAP ROOM	
Project number:	20-1124
Date issued:	NOV 25, 2020
Drawn by:	JT

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No.	Description	Date

BREWERY RENOVATION
 4 SUMMER STREET
 WINCHENDON, MA





SITE PLAN

Project number: 20-1124
 Date issued: NOV 25, 2020
 Drawn by: JT

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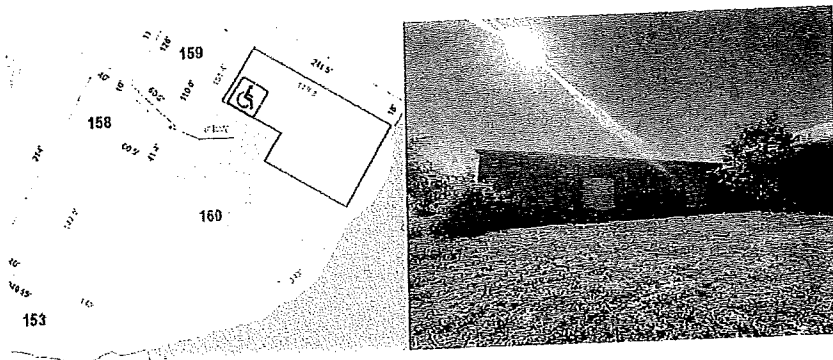
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BREWERY RENOVATION

4 SUMMER STREET
 WINCHENDON, MA



Proposed Development Plan Cont. DELIVERIES & GUEST PARKING



-Parking & Deliveries

- Landscaped & Leveled
- Unpaved, natural parking
- Post fencing along waterline
- Parking organized with signage
- Handicap Parking as indicated

Development Impact Analysis

Bull Spit Brewing will be a functional Production Facility and Hospitality space for our Brand.

Production Impacts on Community

- Deliveries of supplies and ingredients during weekday working hours.
- Responsible use of by-product waste to local farmers (spent grain)

Positive Impact on Community

- Destination Location for Surrounding Areas
- Local Business Partnerships
- Family friendly location
- Expanded Revenue options for other businesses in town based off of our customers
- Possible New base location for local community events

Project Financing

Project Finance: Keith P. Kopley

- Partial Self Financing
 - Partial Mortgage
 - Brew System Financed
- *Phased approach will help manage responsible use of available funds



Condition of Existing Property

The Development Team has visited the property at 4 Summer Street on two different occasions. We have found the following in regards to existing building and land:

- General Standing of building is sound
- New Roof mandatory
- Water/Sewer/Electrical upgrades necessary
- General Renovation of existing structure needed
 - ADA Accessibility
 - Public/Private use Restrooms
 - Business & Retail Shop space
- Possible land & building contaminants need to be rectified

Statement of Benefit

Bull Spit Brewing Company on Kalon Farm strives to educate and promote Agritourism on all of our properties through the use of Craft Beer and Brewing, Events and Family Friendly activities.

It is our mission to provide an outstanding experience where our guests feel comfortable and safe all while exploring the world of farming in America. While our location in Winchendon won't be an actual Farm, there will be plenty of digital marketing about our farms as part of our design of the property.

A Phased Approach

PHASE 1

- Acquisition of 4 Summer Street
- Building Rehabilitation

PHASE 2

- Installation of 15 Barrel Brew System
- Installation of 5 Head Canning Line
- Installation of Interior Cold Storage Unit
- Creation of Business & Retail Space

PHASE 3

- Landscape Development outdoor land
- Interior/Exterior hospitality areas constructed
- Acquisition of 15 Summer Street (Goodspeed Building)
- Acquisition of 11 Summer Street (Goodspeed Building)

PHASE 4

- Demo of delapidated GoodSpeed rear building
- Renovation of structurally sound Goodspeed buildings
- Increase parking availability

Development Timeline

RFP Submittal: November 12, 2020

Notice of Award: TBD by Town of Winchendon

Closing: TBD on Land & Building Contamination completion project
by Town of Winchendon

Phase 1: Projected start in January 2021

Phase 2: Projected Installation for Brew System - February 2021

Phase 3: Land development & Landscaping - April 2021

Phase 4: Property Growth - April 2021

Grand Opening to Community - June 2021

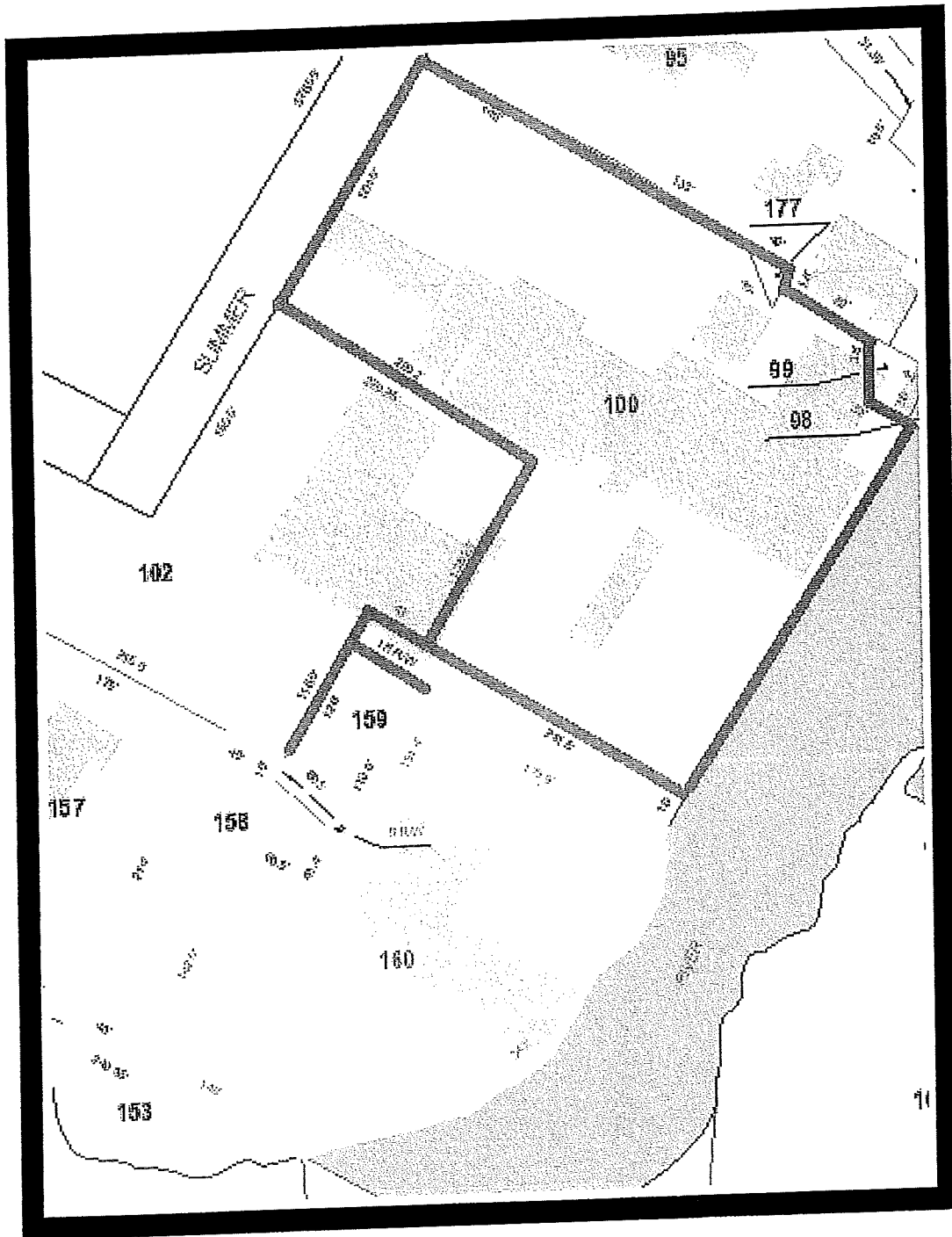
**Timeline projections are contingent on time frame for contamination cleanup
by Town of Winchendon.*

Expanded Growth Opportunity Future Development Space

-Additional Purchases / Acquisition opportunities:

-Lot 100

-Lot 159



Expanded Growth Opportunity Community Development

Bull Spit Brewing Company, once at full completion of all phases will be able to provide the following to the Town of Winchendon.

-Creation of numerous jobs in all areas of production, hospitality and retail. Increased expansion over time will create many more job opportunities in the community.

Community Relationships:

Bull Spit Brewing will take their role as a community stakeholder seriously.

-Working closely with all direct neighbors to include:

- Beauvais Insurance Agency
- Clark Memorial YMCA
- Doody Burial Vaults
- Playaway Lanes
- Community Events & Partnerships
- Cross Promotion with existing businesses in Town.
- Live Music events



**Staff posing before one of our outdoor shows
Bull Spit Brewing provides a fun working environment!*

A Growing Enterprise

LANCASTER — There could have been no better sales pitch for Bull Spit Brewing Company as the band Go Gadget Go! held true to its mission statement: "We drink, and we play songs."

It is a warm, sunny day, and under a silo built up as a stage, Go Gadget Go was rocking a cover song hard. The line for the bar was long, and everyone standing there waiting to order a beer was wearing a mask and trying hard to social distance. The music was pounding, and everyone was nodding to the beat when all of a

sudden there was an unpredictable pause. Everyone looked up perplexed by the sudden silence from the stage. One band member had his hand wrapped around a beer-filled plastic cup. Band members waited in silence as the musician tipped back his head and guzzled. The beer disappeared and the song suddenly resumed as abruptly as it ended. The band's slogan proved to be quite apt.



It may be a surprise to many that Bull Spit Brewing Company is located in a once dry town. Jim Hunt, events and business manager for Bull Spit, said that for many years Lancaster was dry, a paradox between two towns with multiple liquor outlets. He explained that the property was purchased by Kalon Farm, and the farm is the home to Hillside Cellars that produces Malbec blend wine, Cabernet, red, white and dessert wines. Some of the grapes are grown on the Kalon Farm property in Ashburnham. Wine was already one product of Kalon Farm. Beer just seemed like a great follow-up.

Hunt said that it has been about two years since Kalon Farm owner Keith Kopley decided he wanted to also establish a brewery.

"He assembled a whole team of people who knew about beer and we planned for about a year, and last year we opened up with our own beer," said Hunt. "We just hit our one-year."

Being a farm brewery, Bull Spit produces small batch beers.

"In the world of brewing, we are a seven-batch brew house. That is all we can make at one point in time," Hunt said.

There is a whole range of beers, including Brown Cow Ale, Angus Coffee Stout, Acre Maker NE IPA, Rodeo Clown Kettle Sour and more. On Sept. 26, Bull Spit introduced their Combine Fall IPA brewed with hops grown on the farm.

"It wasn't exclusively our hops, but we used hops from the region also," said Hunt, adding that local conditions give hops a particular flavor.

Getting a brewery off the ground only to be slammed the first year by the COVID-19 shutdown was a blow, but the crew was not letting it go.

Getting a brewery off the ground only to be slammed the first year by the COVID-19 shutdown was a blow, but the crew was not letting it go.

"Our plan originally was just to focus on our space here and get our name out there and have people come to visit us, then let the beer sales fall in line with that," said Hunt. "Because of the pandemic and everything, we were actually forced to start distributing. A lot of first-year breweries shut their doors this year."

Hunt noted that Bull Spit was lucky they had the farm side to keep them viable.

"It helped us to push through the pandemic," he said. "Without it, we would have been one of those breweries that became a statistic."

Kopley purchased property in 2014 and was soon selling meats and other products from the farm. The market side of the farm has grown. They offer all kinds of specialty items such as hot pickled and sweet pickled garlic; herb-infused olive oil, Kalon grilling sauces, and all kinds of specialty items that go along with the best cuts of meat. Also available is Hillside Cellar wine, beer and cider.

An outside canning company comes in to can the brew once a month. Over-the-counter sales have been good. Hunt said they were very selective about who would sell the brew within a 20-mile radius.

The brew master is Chris Fontaine, a man with a long background in brewing. He originally was a brewer at Lefty's Brewery out in Greenfield, a brewery with a respected craft beer reputation. Lefty's had to close for personal reasons, so Fontaine then worked for Berkshire Brewing Company in South Deerfield for a while. When Berkshire hit a tough economic stretch, Bull Spit was able to scoop up Fontaine, and they have not looked back.

"It was nice knowing we could have a solid product right from the get-go," said Hunt.

COVID-19 has made its mark. Bull Spit Brewing Company is currently operating the outdoor stage area where there are plenty of tables in a wide-open area in keeping with social distancing protocol. People are even invited to bring their dogs to enjoy the music and socialization that happens in an outdoor venue — there are even doggie treats and bowls for water behind the bar.

Bull Spit Brewing Company and Kalon Farm have teamed up and opened a food truck serving up the farm's own grass-fed meats. They have everything from salsa to corn, pulled pork, sliders, salads and more.

There are 52 acres of beautiful land that Bull Spit Brewing Company and Kalon Farm rest upon on Route 117 in Lancaster. There are outside music events from now until Halloween.

Bull Spit Brewing Company has survived a tough year. The signs seem to indicate they are ready to grow and become a vital competitor in the craft beer circle — the parking lot on Sept. 26 was packed, the beer line was long, and people were enjoying the music, the beer and the atmosphere on the side of a green rolling hill just a stone's throw from the Nashua River.

For more information, go to <http://bullspitbrewing.com/>.