

*New Kent Winery*



TALLEYSVILLE  
BREWING CO.

# *Award-Winning Winery, Brewery & Vineyard Estate For Sale*

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Confidential Offering Memorandum | Range Commercial Partners | SRMF



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## INTRODUCTION

# *Executive Summary*

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## THE OFFERING OVERVIEW

Range Commercial Partners and Shaheen, Ruth, Martin & Fonville Real Estate, as the exclusive listing agents, are pleased to present award-winning New Kent Winery, Talleyville Brewing Company, and The Vineyard Estate (“The Offering”), now available for sale. Located in the picturesque region of New Kent, Virginia, this prestigious property offers a unique opportunity to acquire a fully operational, high-quality winery, brewery, and vineyard. The sale includes all assets, real estate, and operational equipment necessary for continued success in the winemaking and craft beer industry, including a modern, computerized 1,000-barrel brewing system. The wine and beer inventory will be sold separately in compliance with ABC regulations.

Located in one of the fastest-growing localities in the U.S in 2023, The Offering is situated in New Kent, Virginia, a region renowned for its rich viticultural heritage and favorable climate for grape cultivation. Talleyville Brewing Company is the only craft brewery and the only farm license brewery in the county.

The estate is easily accessible from major cities such as Richmond, Williamsburg, Hampton Roads and Washington D.C., providing a robust tourist market and distribution network. New Kent Winery and Talleyville Brewing Co. are recognized for excellence with numerous awards and accolades, establishing a strong brand reputation and customer loyalty. The offering includes a diverse portfolio of premium wines, including reds, whites, and specialty blends, crafted from estate-grown grapes. The brewery offers 12 handcrafted beers on tap including a variety of pilsners, lagers, IPAs, sours, and stouts.

Situated on over 35 acres of agriculturally zoned land sits the roughly 17,000 square foot, fully equipped, modern winery and brewery facility with advanced winemaking/beer technology and equipment surrounded by meticulously maintained vineyards featuring a variety of high-quality grape varieties and offering picturesque views of the grounds. Built in 2008, the structure is constructed of reclaimed materials that are over 100 years old. Noteworthy architectural elements include beautiful old heart-pine trusses from a 1901 Southern Railroad Depot in Richmond as well as the Heart Pine timbers and floors from an 1852 Connecticut warehouse. The brick exterior was made using handmade, pre-Civil War bricks and siding and roof shingles milled from Cypress logs salvaged from North Florida Rivers in addition, the porch roofs are reprocessed copper.

Also included in the offering is The Vineyard Estate at New Kent Winery. This property consists of an additional 60 acres with a cluster of buildings including a historic estate home surrounded by vineyard, pasture and upland forest creating the ideal backdrop for weddings, private events, corporate retreats and potential development and expansion of the lodging operations.

The Offering, a distinguished establishment situated in Virginia’s beautiful Piedmont region, offers an opportunity for a variety of end users to capitalize on the region’s bustling tourism industry, special event demand and upside with residential development.





# INTRODUCTION

## *The Offering*





## PROPERTY DESCRIPTION

The Offering consists of six separate parcels in two distinct clusters. The Primary cluster totaling 35.22 acres includes New Kent Winery and Talleyville Brewing Company. This cluster is the focal point of the winery, brewery and tasting room operations as well as approximately 32 acres of active vineyards under cultivation. The Secondary cluster totaling approximately 59.4 acres includes the popular wedding venue, The Vineyard Estate, comprising additional vines under cultivation and a historic home and barn with predominantly pasture and hardwood stands. The Primary and Secondary clusters can be sold together or separately.

- Established distribution channels and a loyal customer base provide a solid foundation for continued growth.
- Potential for expansion into new markets and product lines, including wine clubs, online sales, and hospitality ventures.
- Proven track record of profitability with consistent revenue streams from wine sales, events, and agritourism activities.
- Detailed financials are available upon request, showcasing a healthy balance sheet and strong cash flow.

The sale of these properties represents a rare and lucrative opportunity to acquire a distinguished winery, brewery, and vineyard estate with a well-established brand, loyal customer base, and significant growth potential. Interested parties are invited to inquire further to explore this exceptional investment opportunity in the heart of Virginia's wine country.

## PRIMARY CLUSTER

Site Address	Building SQFT	Acreage
Angels Share	2,824 & 606	21.79
Old Church Road	N/A	8.07
8442 Old Church Road	16,799	2.83
8430 Old Church Road	N/A	2.53
<b>TOTAL</b>		<b>35.22</b>

## SECONDARY CLUSTER

Site Address	Building SQFT	Acreage
6800 New Kent Highway	2,248	3.6
6800 New Kent Highway	2,520	55.8
<b>TOTAL</b>		<b>59.4</b>

*Can be sold together or separately*



# INTRODUCTION

## *The Parcels*



### *Secondary Cluster*

### *The Vineyard Estate*

- 5 6600 New Kent Highway**  
Features 1.25 acres of Vidal Blanc grapes planted in 2004 with an average production yield of 6 tons annually.
- 6 6600 New Kent Highway**  
Features the Historical Home Site/Bed & Breakfast, a tree-lined drive, and an open field space around the home.





## Primary Cluster

New Kent Winery



- 1 8442 Old Church Road**  
Main commercial spaces, including tasting rooms, event venues, and wine and beer production spaces.
- 2 8430 Old Church Road**  
This original New Kent Winery vineyard block is 1.75 acres of Cabernet Franc, planted in 2011 with a yearly average of 3.25 tons. The rootstock is 3309.
- 3 Old Church Road**  
Features 3.5 acres of Merlot, averaging an 11 ton annual yield, and 2.5 acres of the Event Field.
- 4 Angel's Share**  
Features the equipment storage barn, farm office building, fenced paddock, spring-fed irrigation pond, 3 acres of Cabernet Franc (8 ton average annual yield), 1.5 acres of Petit Verdot (4 ton average annual yield), and 1.25 acres of Vermentino (7.5 ton average annual yield).



## THE MARKET

# *Why New Kent, Virginia*

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### MODERN & DYNAMIC MSA'S

New Kent County, Virginia is at the center of the East Coast and strategically located between two of the nation's most dynamic MSA's Richmond/Petersburg and Williamsburg-Hampton Roads. New Kent has immediate access to two labor markets with broad-based skills, a variety of educational institutions, and experience in relevant industries such as tourism and retail.



### FASTEST GROWING LOCALITIES

New Kent County has been recognized as one of the fastest-growing localities in the United States over the past two decades. Just between 2020 and 2022 New Kent County grew by 7.5%, the largest growth in the state. People are moving to the county because it offers a beautiful setting for living and working in an uncongested environment. Despite trying national economic conditions, New Kent has maintained population growth, business investment, and positive economic activity since 2008.









## THE MARKET

# *A Top Wine & Brewing State*



## TOURISM DRIVEN RESULTS

**3.5 Billion**  
VISITORS TO VIRGINIA  
( 22% YoY increase)

**1.45 Million**  
WINE TOURISM VISITS

**\$492.7 Million**  
TOURIST EXPENDITURES

**17.5 Million**  
ANNUAL VISITORS TO  
RICHMOND REGION

**\$29.9 Million**  
TOURIST EXPENDITURES  
IN NEW KENT



## #5 STATE FOR WINE IN THE US

Virginia has one of the oldest viticultural traditions in the United States with over 400 years of production, tracing its roots back to the first colonists and even founding fathers such as Thomas Jefferson. Today Virginia has become a fast-rising star in the international wine world. In the mid-1990's Virginia had around 50 vineyards, but now that number is nearly 300 across the state. Virginia is home to 10 distinct wine regions and 8 AVAs covering 4,000 acres of grapes. The oldest grape varietal in the United States, The Norton, comes from Virginia and is championed by local winemakers to restore its prominence. Traditionally, the state is known for its high-quality Bordeaux blends, Cabernet Francs, Viogniers, and more.

Virginia Wine Country is so unique because of the diversity of the state's terrain, mild climate and 200-day growing season, and talent and dedication of its wine professionals. The average Virginia vineyard is only 12.8 acres and is family-run, making wine tours and wine trail vacations a beloved activity for tourists in the area.

**200** DAY GROWING SEASON

**10** WINE REGIONS

**274** VIRGINIA WINE PRODUCERS

**4,000** ACRES OF VINES

## GROWTH OF CRAFT BREWING

In 1994 the Commonwealth of Virginia only had one craft brewery, Legend Brewing Company in Richmond, VA. Today that number has grown to 352 registered craft brewers, producing 357,390 barrels in 2023 alone. The craft beer scene in the state has exploded in popularity, establishing brew trails, festivals, and an educated drinking culture that draws visitors from across the country. Eight Virginia breweries, including some from Richmond, won top awards at the 2024 World Beer Cup.

In the Richmond region, more than 30+ award-winning craft breweries make up the Richmond Beer Trail, a popular draw for tourists. The Answer Brewpub was recently named the #4 Best Brewpub in the US by USA Today and Triple Crossing has been well represented in the top tier of blind tastings.

**#5** BEER SCENES IN THE US (RICHMOND)  
-USA Today

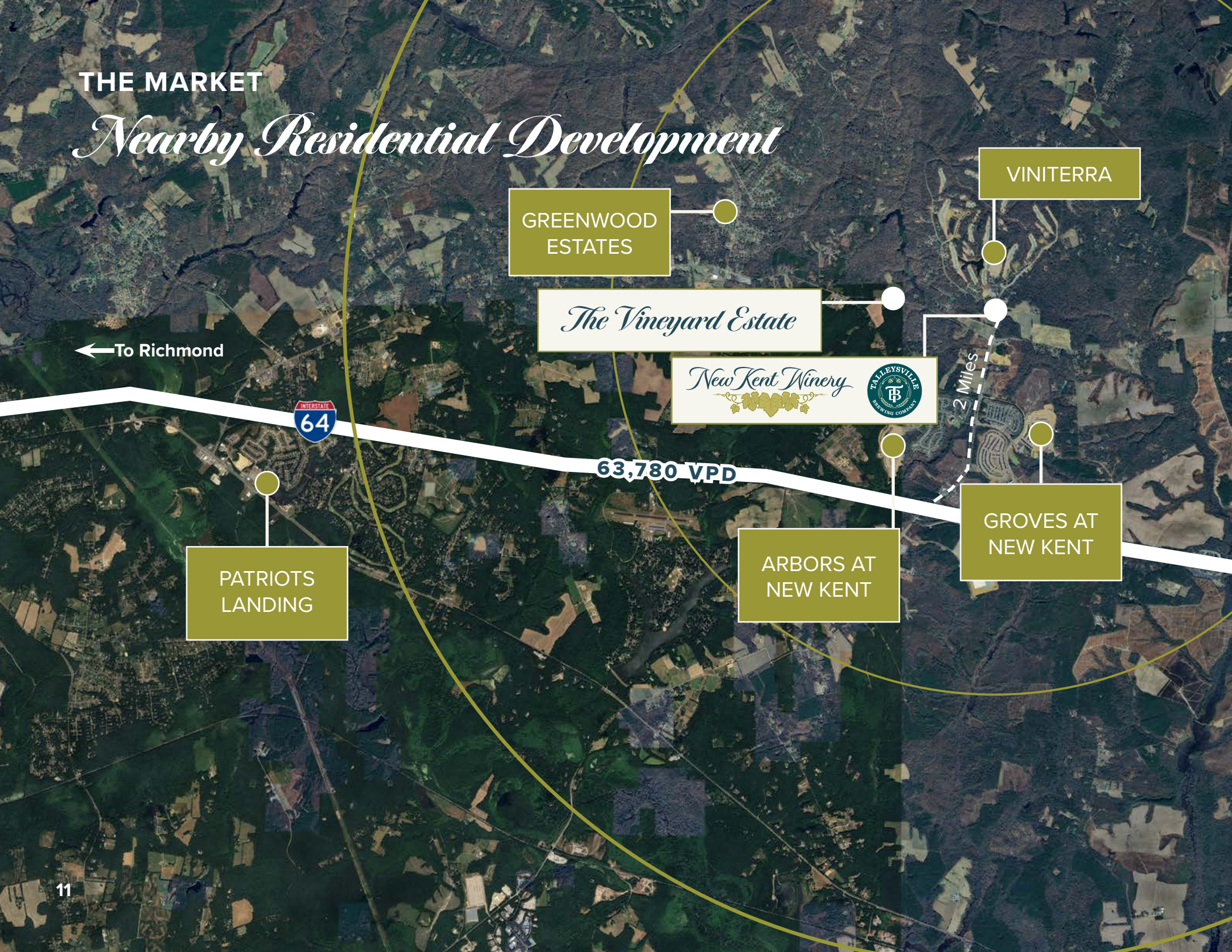
**30+** RICHMOND BREWERIES





THE MARKET

*Nearby Residential Development*



GREENWOOD ESTATES

*The Vineyard Estate*

*New Kent Winery*  
VALLEYSVILLE BREWING COMPANY

VINITERRA

← To Richmond

INTERSTATE 64

63,780 VPD

2 Miles

PATRIOTS LANDING

ARBORS AT NEW KENT

GROVES AT NEW KENT





## ANNUAL DEMOGRAPHICS

	3 Miles	5 miles	10 Miles
2023 Population	4,528	9,878	30,475
2028 Population	4,912	10,585	31,957
Median Age	41.7	42.4	45
Median Home Value	\$273,819	\$290,633	\$285,713
Avg HH Income	\$102,206	\$104,746	\$103,381
Alcoholic Beverage Spend	\$988,168	\$2,289,867	\$7,155,344

## DRIVE TIME

*25 min*

AND 23 MILES TO  
RICHMOND ON I-64

*35 min*

AND 32 MILES TO  
WILLIAMSBURG ON I-64

*1 hour*

AND 52 MILES TO  
NEWPORT NEWS ON I-64

*1 hour 15 min*

AND 80 MILES TO  
NORFOLK ON I-64



# RICHMOND, VA

## *Virginia's Capital City*



### A LEADING SECONDARY MARKET

Richmond, Virginia's capital city, is home to a rapidly growing population of 1.3 million people. Strategically located halfway between Maine and Florida, Richmond maintains an intricate network of logistics infrastructure, connecting the region to half of the country's population within a one-day drive. Its workforce is one of the more educated in the country thanks to the 23+ higher education institutions nearby. It's no wonder then that eight Fortune 500 and eleven Fortune 1000 companies have headquartered in Richmond. Their employees enjoy an unequaled quality of life, defined by a low comparative cost of living and a plethora of entertainment and restaurant options.

**“The Richmond Region is the Fastest Growing in Virginia and Has Been for the Past 2 Years”**

*-UVA's Weldon Cooper Center, 2023*

### TOP-TIER LOGISTICS INFRASTRUCTURE



I-95 & I-64



PORT OF VA



RIC AIRPORT



2,800 MILES





8

FORTUNE 500 HEADQUARTERS



23+

NEARBY HIGHER EDUCATION



WILLIAM & MARY  
CHARTERED 1693



UNIVERSITY of VIRGINIA



WASHINGTON AND LEE UNIVERSITY



1.3M

POPULATION

44<sup>th</sup>

LARGEST MSA

#1

STATE FOR BUSINESS  
-CNBC

#1

STATE FOR QUALITY OF LIFE  
-Forbes







# New Kent Winery



## EXISTING WEDDING & EVENT CAPABILITIES

In addition to being a successful vineyard and brewery, The Offering's picturesque views and variety of spaces allow it to serve as a popular venue for weddings and other events. There are six unique rentable spaces, ranging from 25-150 guest capacities. Rental of the whole grounds can host up to 5,000 guests for special events.

01

### HARVEST HALL

*Host up to 150 guests*

02

### PRODUCTION HALL

Available May through October

*Host up to 100 guests*

03

### MAIN TASTING ROOM

*Host up to 75 guests*

04

### BARREL ROOM

*Host up to 50 guests*

05

### CARRIAGE HOUSE

Located at the Vineyard Estate Wedding Venue

*Host up to 50 guests*

06

### UPSTAIRS LOFT

*Host up to 25 guests*



# Sample Wine & Beer List

## WINE

Reserve Chardonnay  
Chardonnay  
Vidal Blanc  
White Merlot  
White Norton  
Meritage  
Merlot  
Sweet Virginia  
Norton - "For Pete's Sake"  
Cabernet Franc  
Trinity  
Vermentino  
Sauvignon Blanc by Maggie Malick  
Tempranillo by Maggie Malick  
Dry Petit Manseng by Maggie Malick  
Tannat Viognier by Maggie Malick

## BEER

Harvester Hefeweizen Raspberry 5.3% ABV  
Broken Post Pilsner 4.9% ABV  
Trellis Post Tripel 9.4% ABV  
Double Cut IPA 7.2% ABV  
Nellie's Irish Red 5.1% ABV  
West Coast Freshie 6.8% ABV  
Harvester Hefeweizen 5.1% ABV  
Mango Pineapple Sour 6.3% ABV  
Cerveza con Limón y Sal 5.5% ABV  
Pineapple Coconut Sour 6.5% ABV  
Old Church Vienna Lager 5.7% ABV  
PIWO Grodziskis 3.8% ABV



### 2024 GOLD WINNERS

- Merlot
- Reserve Chardonnay

### 2023 GOLD WINNERS

- Cabernet Franc
- Reserve Chardonnay

### 2022 GOLD WINNERS

- Meritage
- Reserve Chardonnay





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