

OFFERING MEMORANDUM

Bearsville Center

279 -297 TINKER STREET

Woodstock , NY 12498

PRESENTED BY:

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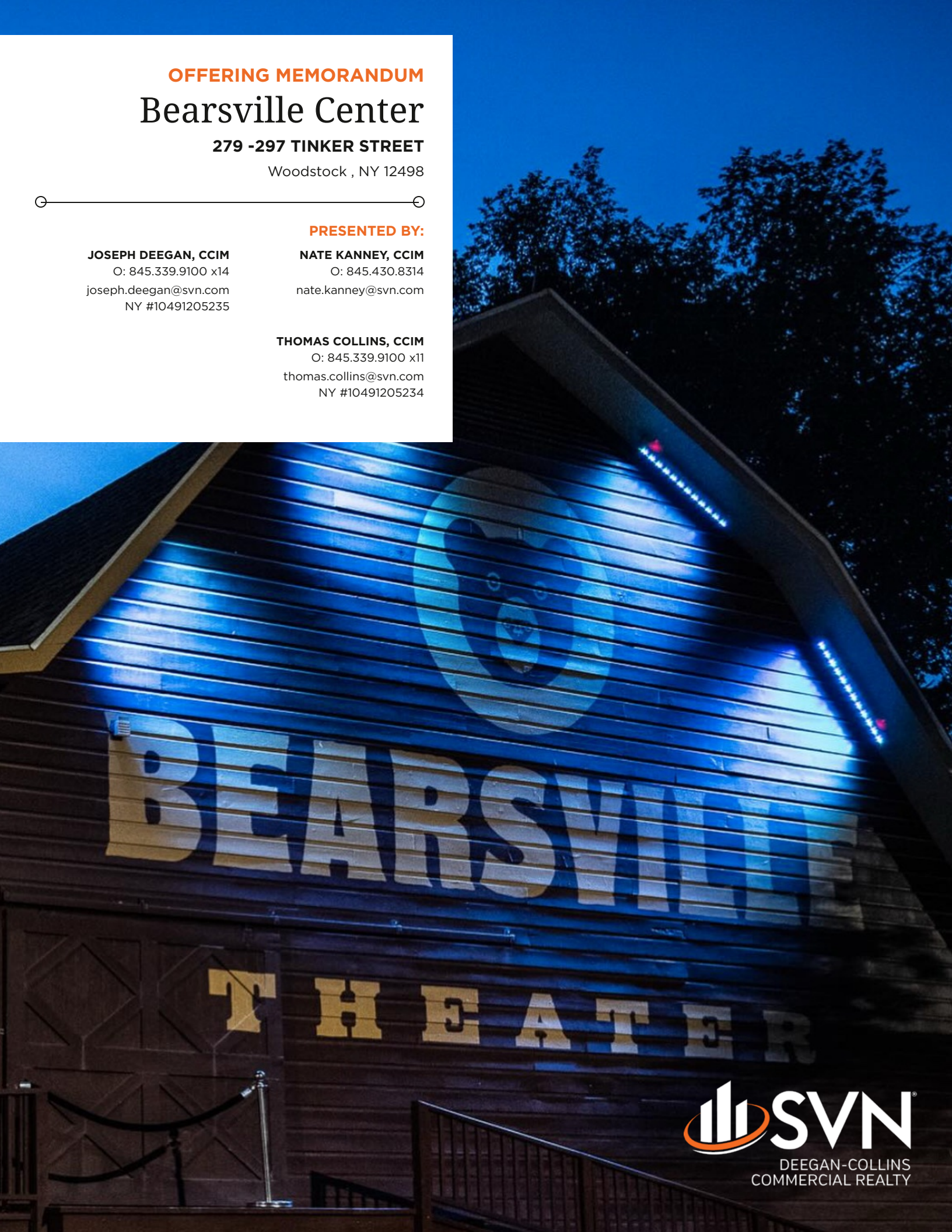
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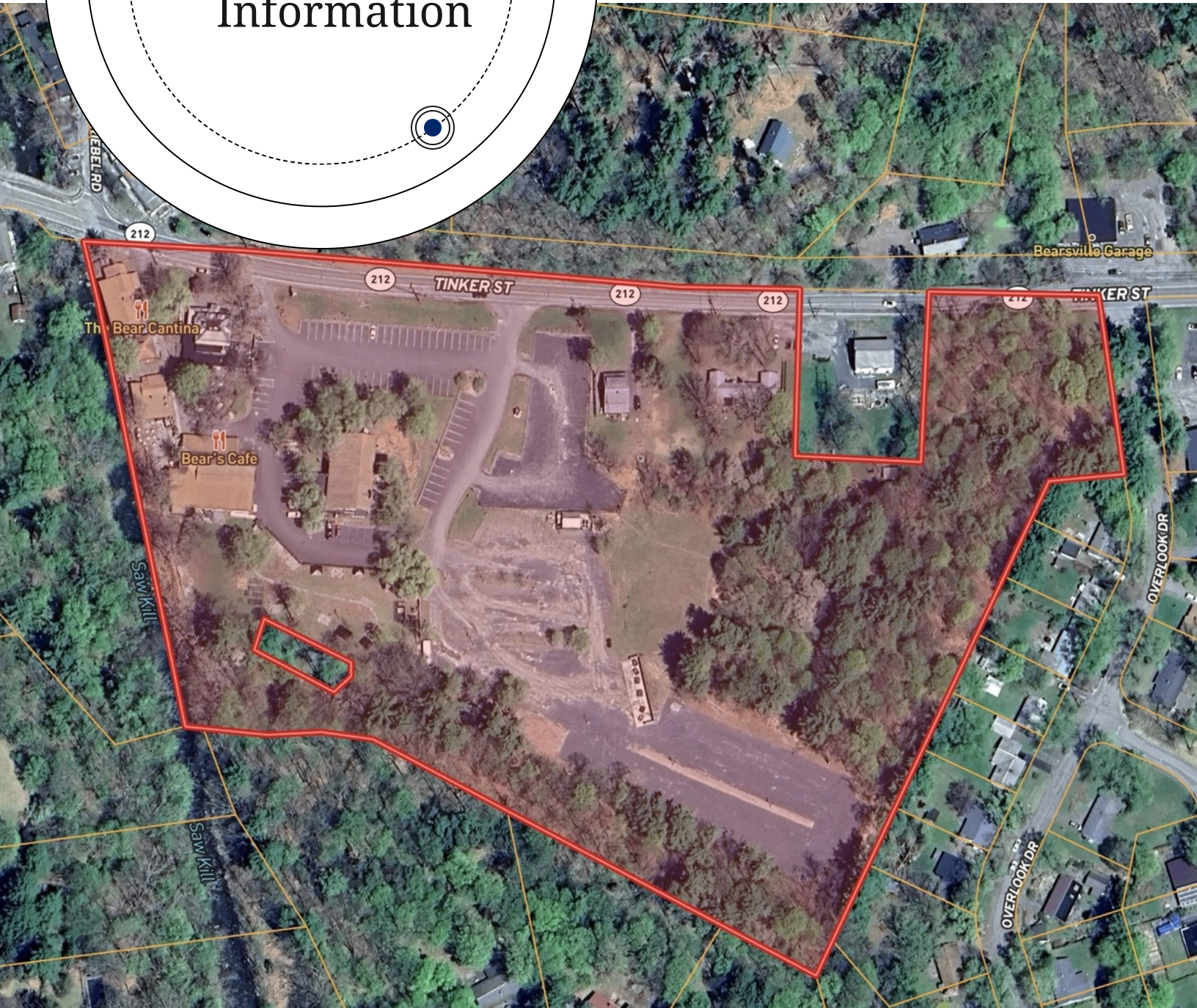
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SECTION 1

Property Information





VIDEO

OFFERING SUMMARY

SALE PRICE:	\$7,995,000
LOT SIZE:	14.3 Acres
COMBINED BUILDING AREA	+/-32,000 SF
NOI:	\$587,734.00
CAPITAL INVESTMENT:	\$8,700,000+
DEVELOPMENT POTENTIAL	Boutique Hotel & Events
FULL MARKET VALUE (ASSESSOR):	\$7,021,277
FESTIVALS:	4/year
EVENTS:	Unlimited

PROPERTY HIGHLIGHTS

- With brand equity, cultural heritage, and natural beauty, Bearsville presents a turnkey investment with deep legacy and unmatched growth potential.
- The Bearsville Center is a 15-acre income-generating cultural destination nestled in the Catskill Mountains, just outside the iconic town of Woodstock.
- Originally conceived and built by legendary music manager Albert Grossman, the property was designed as a creative sanctuary for artists and remains one of the most culturally significant campuses in American music history.
- Just 2 hours from New York City, the site enjoys strong transport links and benefits from consistent year-round tourism and regional footfall.
- The Catskills and Hudson Valley region generated \$2.5 billion in tourism revenue in 2023, accounting for 27% of New York State's total tourism income—second only to New York City, with ongoing public and private investment fuelling hospitality, arts, and experiential travel. This positions Bearsville at the heart of a booming destination economy.
- (Source: New York State Tourism Economics 2023 Report / Empire State Development – I LOVE NY Division)
- The property is zoned for commercial, hospitality, and entertainment use, with complete infrastructure including artist spaces, utilities, ADA access, and extensive parking.
- The Center generates diverse, reliable income across tenant leases, live events, F&B, retail, weddings, and private hires.
- Bearsville Park, with its Rock & Roll Walk, Nature Trails and Woodland Cathedral is operated by the Landlord as a rentable space for Weddings, Festivals, Corporate Retreats, Fundraising events and Private Parties.
- A fully licensed indoor/outdoor wedding venue, Bearsville has multiple liquor licenses and the ability to park and host up to 1,500 people on any given day.
- Private Events, Corporate retreats and B2B events are well established, with clear opportunity to scale immersive and leadership-based offerings.
- The site includes the historic Utopia Studios at Bearsville, (built in 1980 by Albert Grossman for Todd Rundgren and home of many multi-platinum recordings) continues to host global recording artists such as The Lumineers, and operates today as an audio recording studio operated by Pete Caigan.
- The Center is anchored by the iconic Bearsville Theater, built by John Storyk and now operated by Peter Shapiro (DayGlo Presents), one of the most influential figures in the US live music scene.
- With over 100 events hosted annually, the Theater drives substantial foot traffic and national recognition across the campus.
- Notable acts including The National, Shawn Mendes, and The Lumineers have performed or recorded at Bearsville, reinforcing its relevance and reach.
- Other Tenants include a Tavern, 2 restaurants, creative studios, retail spaces and offices creating a vibrant community environment.



PROPERTY DESCRIPTION

The Bearsville Center, located at 279-297 Tinker Street in Woodstock, NY, presents a rare opportunity to acquire one of the most culturally significant and visually distinctive properties in the Hudson Valley. Encompassing the iconic Bearsville Theater and a collection of historic buildings, restaurants, and parkland, the property offers investors and operators the ability to own and steward a living piece of rock and roll history—while capitalizing on a fully integrated, income-producing entertainment and hospitality campus.

Originally developed by Albert Grossman, famed manager of Bob Dylan, Janis Joplin, and The Band, the Bearsville Theater and surrounding campus were conceived as a creative sanctuary and gathering place for artists and audiences alike. Since its opening in 1989, the theater has hosted countless influential musicians and continues to attract both national acts and regional performers. This legacy, deeply rooted in the Woodstock ethos, lends the property an authenticity and appeal that cannot be replicated.

Today, Bearsville Center operates as a multi-use destination featuring the theater, several restaurants and cafes, a Rock and Roll Hall of Fame annex, public parkland, and event spaces. The setting is serene yet accessible—just minutes from downtown Woodstock and approximately two hours from New York City—drawing both local patrons and destination visitors. Its blend of cultural cachet, natural beauty, and curated amenities make it a valued venue for concerts, private events, weddings, seasonal festivals, and everyday community engagement.

Beyond its historical and cultural significance, the property functions as a well-positioned commercial asset with stabilized tenancy and substantial upside potential. Existing improvements include several food and beverage operations, retail and gallery spaces, and fully built-out back-of-house facilities that support continued and expanded programming. The layout, branding, and infrastructure support further growth as a hospitality destination, artist retreat, or creative production hub.

Importantly, Bearsville Center holds enduring value to the local community—not just as a business—but as a space for gathering, memory-making, and celebration. Its connection to Woodstock's global identity, combined with its practical operational model, positions it as both a trophy asset and a platform for ongoing impact.

Tailored Appeal for Entertainment Groups

For entertainment operators, the Bearsville Center offers a rare opportunity to own a performance venue with unmatched authenticity. Its historic legacy, built-in fan base, and ongoing event schedule provide a turnkey platform for live music, artist residencies, broadcast content, and branded programming. With multiple buildings, green rooms, and production-ready spaces, it's well-suited for touring acts, live-stream production, and private showcases.

THE LIVING LEGEND OF BEARSVILLE

Tucked into the Catskill foothills on Tinker Street in Woodstock, New York, the Bearsville Center is not just real estate — it is sacred ground in the story of American music. Conceived by the visionary impresario Albert Grossman in the late 1960s, Bearsville was built to be a creative sanctuary for the artists who were reshaping the sound of a generation. Grossman — famed for managing Bob Dylan, Janis Joplin, The Band, Peter, Paul & Mary, and Todd Rundgren — imagined Bearsville not as a business, but as a village where music, art, and life could harmonize under one canopy.

At its heart is the Bearsville Theater, one of the most acoustically refined and aesthetically beautiful small venues in the country. Built in the 1980s and lovingly restored in the years since, the theater has hosted some of the most celebrated names in rock, folk, jazz, and contemporary music. Levon Helm, Bonnie Raitt, Norah Jones, Elvis Costello, and countless others have graced its stage — a stage that remains warm with the energy of legends.

The broader Bearsville Center includes the original Todd Rundgren-connected Utopia Studios, the Bear Café Restaurant, , residences, and the famous streamside millhouse buildings, each steeped in history and artistic purpose. For decades, Bearsville was more than a venue — it was a full-fledged creative campus. Albums were written and recorded here. Careers were launched and cemented here.

To walk this property is to feel the story in the trees and hear the echoes of iconic voices between the floorboards. This is a place where Bob Dylan rehearsed, where the 1960s' most brilliant misfits found quiet in the forest and roared back into the world with songs that would define generations.

Each owner of Bearsville has been a steward, not just a titleholder. The property has always attracted those who understand its deeper meaning: that its true value lies not just in cap rates or income streams, but in its irreplaceable identity. Bearsville is a cultural landmark — a place that cannot be recreated, only inherited and continued.

Today, Bearsville stands ready for its next act. A successful boutique performance and event destination, with huge potential to optimize brand awareness and build the weddings and private party business, it carries the unique potential to be further elevated — as a hospitality retreat, a boutique hotel campus, a destination brand, or simply a home for the creative spirit. For the right buyer, it is a trophy asset in every sense: emotionally priceless, historically important, economically viable, and forever tied to the Woodstock name.

To own Bearsville is to inherit a legacy — one that must be honored, enhanced, and passed on. It is an offering not just of land and buildings, but of mythology, music, and meaning. The next steward will carry forward a story that still inspires the world.

BEARSVILLE CENTER, LLC - CAPITAL IMPROVEMENTS SINCE ACQUISITION

The current ownership of Bearsville Center acquired the property during a period of distress and disrepair, in Q3 of 2019, recognizing not just the opportunity for revival, but the responsibility to carry forward its legacy. Since taking the reins, they have invested over \$8.7 million into transformative capital improvements across the entire site — restoring and enhancing both the built environment and the cultural spirit that defines Bearsville.

Substantial upgrades have been made to nearly all major infrastructure systems, including comprehensive overhauls of HVAC, plumbing, and electrical throughout the complex. The property's private septic systems have been modernized to meet current demands, and critical roofing replacements and structural repairs have been completed with longevity in mind. The site itself has undergone thoughtful reconfiguration, with improvements to circulation, grading, and access that enhance both function and guest experience.

New features have been added to elevate Bearsville's role as a cultural destination, including the creation of the Bearsville Rock & Roll Trail — a tribute to the site's musical legacy — as well as the serene Woodland Cathedral, streamside cabanas, a curated park space, and expansive upgrades to parking and hardscaping. These physical investments have been matched by careful curatorial work: revitalizing tenancy, reactivating venue programming, and reestablishing Bearsville as one of the New York States premier destinations for art, music, and gathering.

What began as a distressed asset has been reimagined and stewarded with intention, care, and capital — positioning Bearsville Center not only as a high-functioning commercial asset, but as a cultural landmark with a long runway for continued evolution. This offering represents the opportunity to take over a fully improved, fully functioning piece of American music history — ready for its next visionary steward.

CAPITAL INVESTMENT DETAIL

Property	Capex	Total				
Theater	\$ 1,745,000.00	\$ 2,580,000.00				
Utopia	\$ 510,000.00	\$ 1,307,000.00				
295a (Bear Cantina)	\$ 850,000.00	\$ 981,000.00				
295b (Phot Tibet)	\$ 620,000.00	\$ 715,000.00				
Petersen	\$ 975,000.00	\$ 1,406,000.00				
2 Residences	\$ 320,000.00	\$ 493,000.00				
Bearsville Park & woodland	\$ 500,000.00	\$ 500,000.00				
Car Lot, pathways, leachfield	\$ 740,000.00	\$ 740,000.00				
TOTAL	\$ 6,260,000.00	\$ 8,722,000.00				
Comments						
Property						
Theater	Major mold remediation, 100% new roof, 100% renovated basement, new services, esp plumbing					
Utopia	New foundations, major basement work, new roof, rework of sound stage and studios					
295a (Bear Cantina)	New roof, foundations, basement walk ins, staircase, 100% rework of electric and plumbing, new kitchen equip					
295b (Phot Tibet)	Re-work of basement, new floor, new roof, new kitchen equipment					
Petersen	100% reworked electrics, ground floor division, kitchen equipment, new roof, walk ins					
2 Residences	Renovation of both buildings, new electrics, plumbing, foundation of suites, roofs					
Bearsville Park & woodland	Created from scratch during pandemic, now major festival and event space plus trails					
Car Lot, pathways, leachfield	1 mile of drainage trenches underground, leach field renovated in 2023, bluestone pathways throughout plus new blacktop in 2023.					
Property	New Roof	New Electric	New Plumbing	Mold Remediation	Masonry	
Theater	YES	YES	YES	YES	YES	
Utopia	YES	YES	YES		YES	
295a (Bear Cantina)	YES	YES	YES	YES	YES	
295b (Phot Tibet)	YES	YES	YES	YES	YES	
Petersen	YES	YES	YES		YES	
2 Residences	YES	YES	YES	YES	YES	
Bearsville Park & woodland		YES	YES		YES	
Car Lot, pathways, leachfield			YES		YES	

INVESTMENT OPPORTUNITY: BEARSVILLE CENTER, WOODSTOCK, NY

A Legendary Cultural Destination with Multi-Stream Income and Scalable Potential. The Opportunity Set in the heart of the Catskill Mountains, just two hours from NYC, **Bearsville Center** is a rare, income-generating, 15-acre cultural destination. Rich in musical history and creative energy, the campus is anchored by the iconic **Bearsville Theater**, founded by music mogul Albert Grossman and now managed by **Peter Shapiro**, one of the most influential figures in live entertainment.

This fully operational property offers **immediate revenue**, deep brand equity, and **significant expansion potential** across hospitality, events, and lifestyle sectors.

Why Invest:

Proven Revenue: Income from live events, weddings, festivals, F&B, retail, (Not Included in Rental Income), and tenant leases

Cultural Legacy:

Recorded or performed here—**The Band, MeatLoaf, Patti Smith, Todd Rundgren, the B52's, Shawn Mendes, The National, The Lumineers**

World-Class Management: Theater now run by Peter Shapiro (*Brooklyn Bowl, Capitol Theatre*)

Explosive Tourism Zone: Located in the \$2.5B Catskills-Hudson Valley market, second only to NYC

Iconic Brand Equity: Deep local loyalty, global cultural cachet and brand awareness

Development-Ready: Zoned for commercial use with infrastructure fully in place

Event Powerhouse: Over **100+ annual live events**, sell-out shows and proprietary festivals

Quick Facts-Location: Woodstock, NY – 2 hrs from NYC-**Acreage:** +/- 15 acres of prime Catskill real estate

Anchor Tenant: Bearsville Theater (>100 events/year)-**Zoning:** Commercial, retail, hospitality, entertainment, weddings (incl. liquor licenses)-**Infrastructure:** Theater, studios, café, bar, restaurant, artist spaces, retail units, Utopia recording studio, full utilities-**Footfall:** 3,500–9,000+ visitors/month-**Revenue Streams:** Events, F&B, festivals, private hire, leases-**Hospitality-Ready:** Licensed for weddings, retreats, corporate hire

MORE ON THE TENANTS

DayGlo Presents, DBA Bearsville Op Co.: <https://dayglopresents.com>

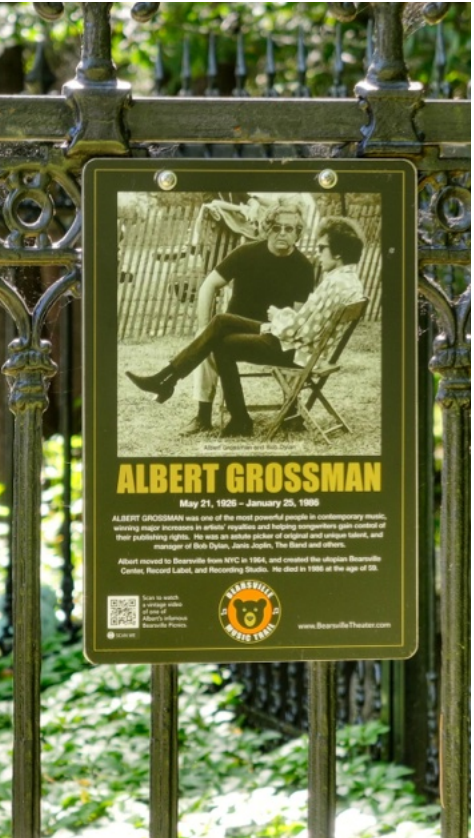
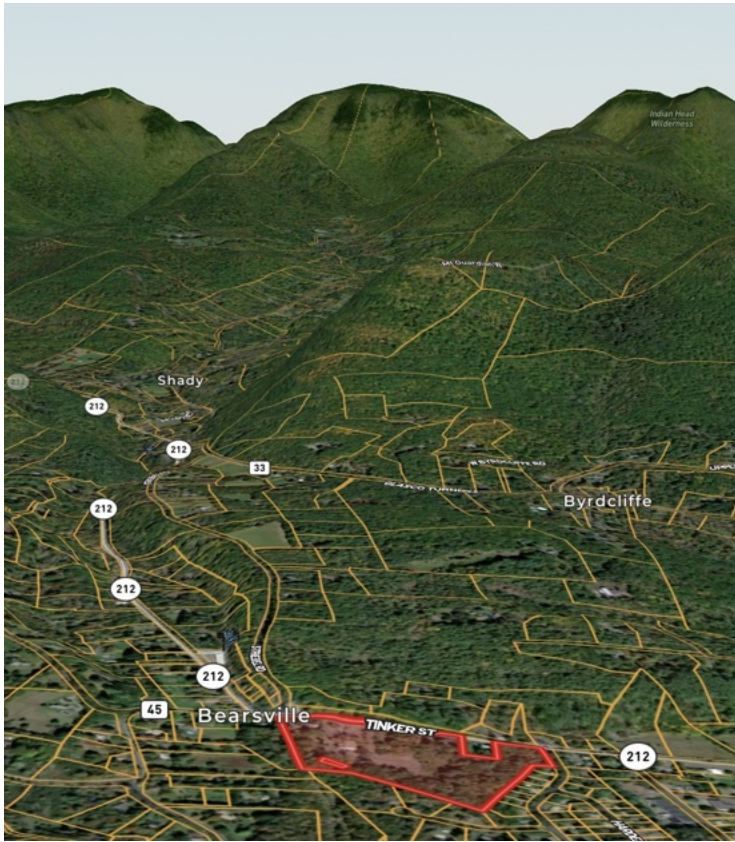
The Bear Cantina: <https://www.thebearcantinawoodstock.org>

Tibet Pho: <https://www.tibetphowoodstock.com>

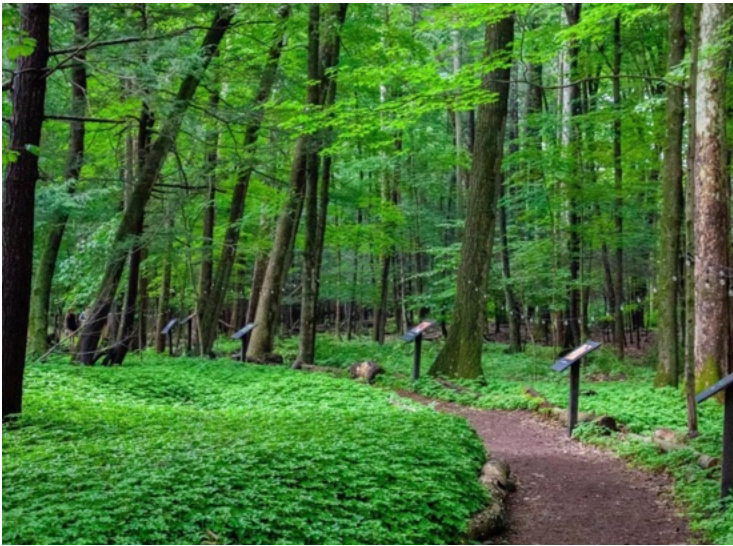
Tinker Street Tavern: <https://www.tinkerstreettavern.com>

LIFE AT THE BEARSVILLE CENTER





BUILDINGS AND PARKLAND



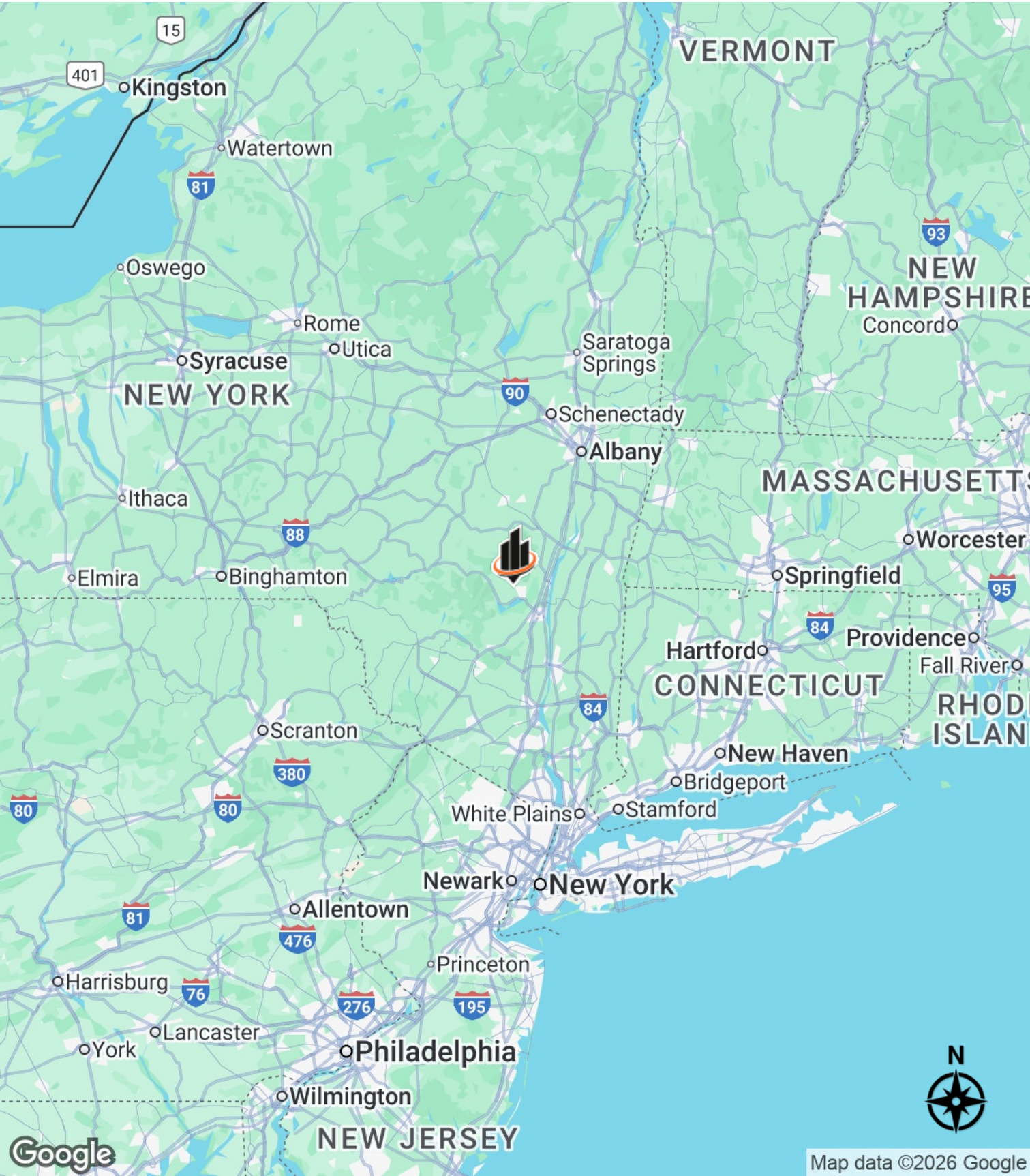
HOSPITALITY



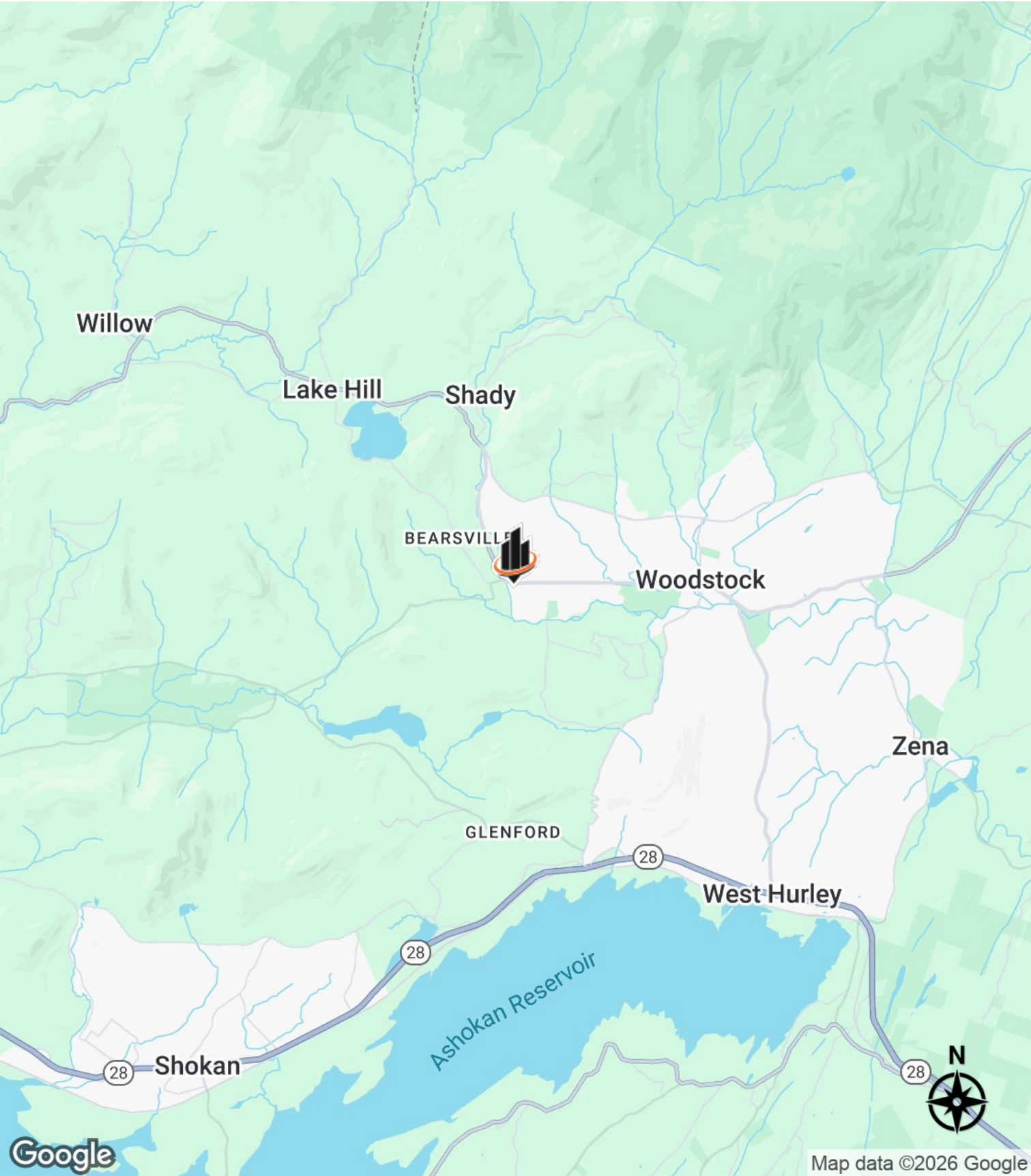
FESTIVALS AND EVENTS



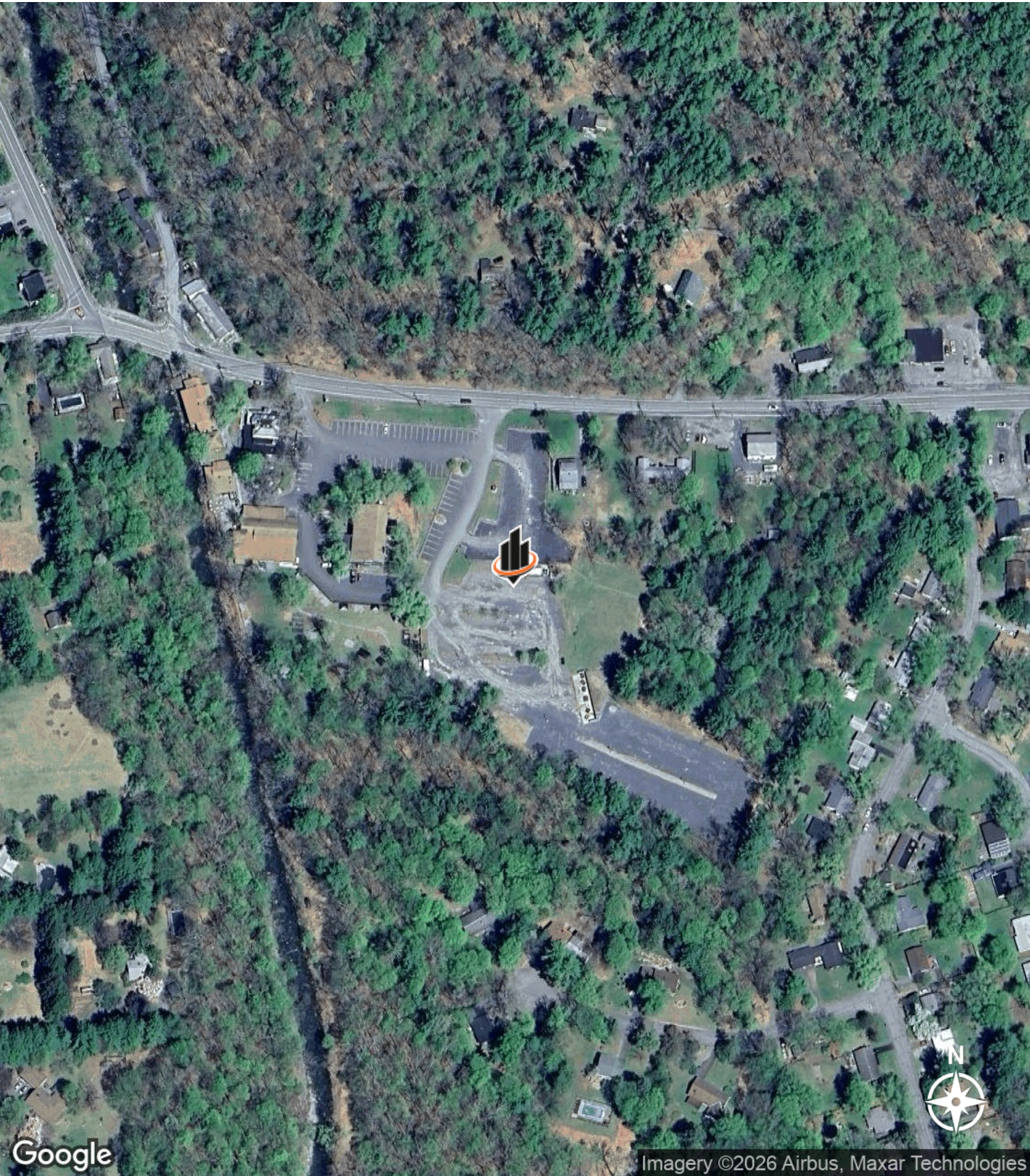
LOCATION MAP



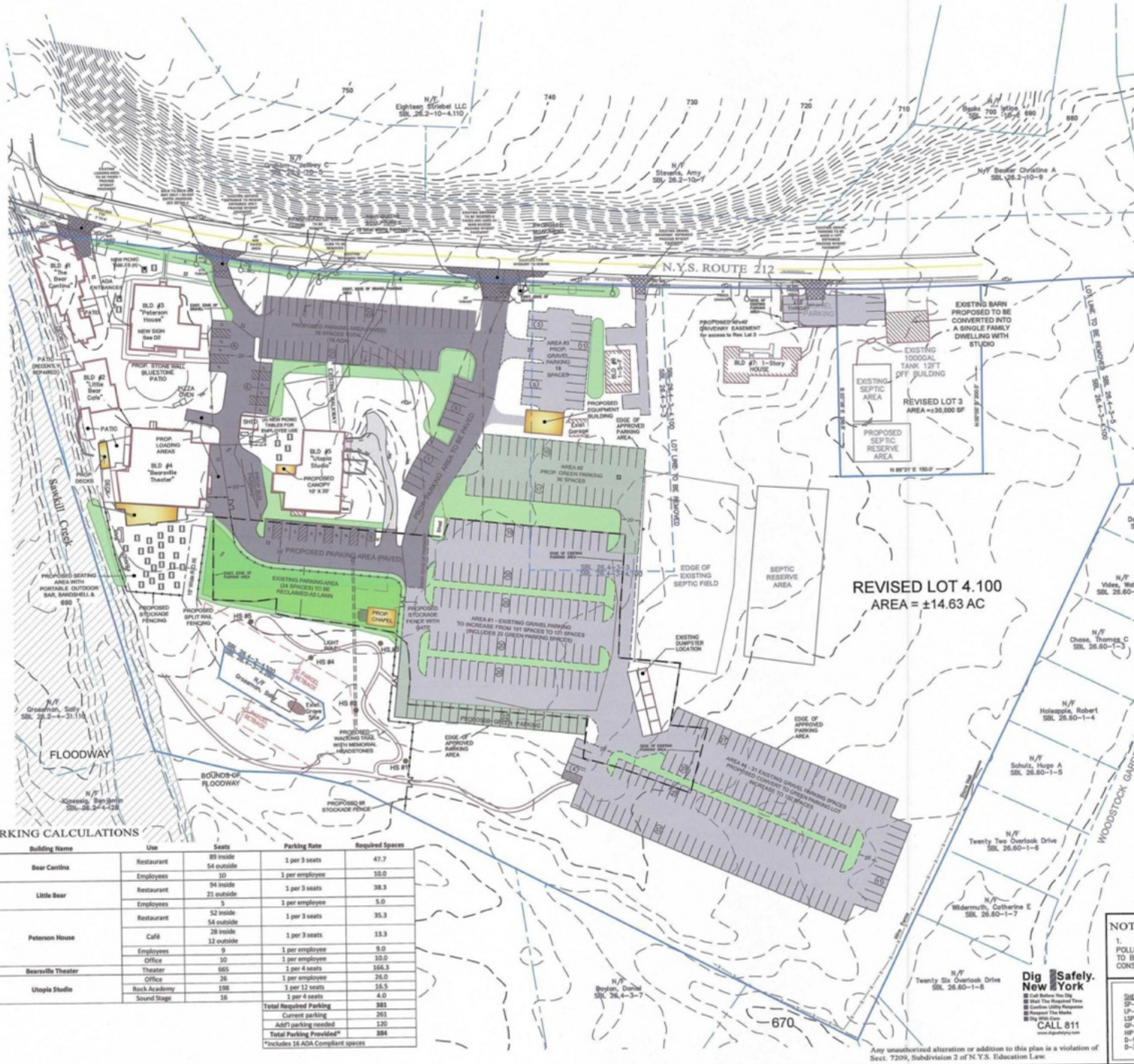
REGIONAL MAP



AERIAL MAP



SITE PLANS



ADVISOR BIO 1



JOSEPH DEEGAN, CCIM

Managing Director

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PROFESSIONAL BACKGROUND

Before his affiliation with SVN International Corporation, Mr. Deegan founded and successfully operated Deegan-Sanglyn Commercial Real Estate, a full service commercial real estate advisory firm offering landlord & tenant representation, site selection, development, consulting and property management services.

Mr. Deegan has served in all offices of the Hudson Valley New York State Commercial Association of Realtors chapter as well as all offices of the Upstate NY CCIM (Certified Commercial Investment Member) Chapter for which he is currently serving as President. In addition he is a New York State approved instructor.

He has served locally on the Ulster County Development Corporation, Gateway Community Industries, Ulster County Chamber of Commerce, YMCA of Ulster County and the John A. Coleman Catholic High School Board of Directors.

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ADVISOR BIO 2



NATE KANNEY, CCIM

Senior Advisor

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PROFESSIONAL BACKGROUND

Nathan Kanney, CCIM, SEC, is a seasoned commercial real estate professional with over 12 years of experience across all major asset classes, including multifamily, retail, office, industrial, and land. As a Senior Advisor at SVN Deegan- Collins Commercial Realty, he provides brokerage and advisory services throughout the Hudson Valley and Upstate New York, with a focus on investment strategy, acquisitions, dispositions, and creative capital structuring. Nathan brings deep expertise in specialized asset types such as self-storage, manufactured housing communities, and value-add redevelopment opportunities. He is particularly adept at crafting creative real estate solutions—including exchanges, syndications, and joint ventures—that optimize both investor returns and deal execution. A Certified Commercial Investment Member (CCIM) and an active member of the Society of Exchange Counselors (SEC), Nathan has also successfully sponsored and operated a 506(b) real estate syndication, leading underwriting, capital raising, and asset management efforts for private investors. Prior to his real estate career, Nathan competed professionally as an off-road motorcycle racer for elite teams including Red Bull KTM. He now brings that same focus and discipline to real estate investment while continuing to grow his personal portfolio. Outside of work, he enjoys mountain biking, skiing, and working as a SAG-AFTRA stunt performer in film and television.

MEMBERSHIPS

CCIM, SEC

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ADVISOR BIO 3



THOMAS COLLINS, CCIM

Managing Director

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NY #10491205234

PROFESSIONAL BACKGROUND

Thomas Collins is a Managing Director at SVN Deegan-Collins Commercial Realty. His Real Estate background includes over 30 years of appraisal, brokerage, consulting, site selection, development, re-development, and mortgage finance. Prior to his affiliation with SVNDCCR, Tom was a Founder and President of Commercial Associates Realty, Inc. He is a Certified Member of the Commercial Investment Real Estate Institute CCIM and is a past President of the New York State CCIM Chapter. Since co-founding Commercial Associates Realty in 1998, Mr. Collins has facilitated over 150 million dollars of investment, office, industrial and retail property transactions.

In addition to Mr. Collins' 30 years in the Commercial Real Estate business, he has been a Mayoral Appointment to the Kingston Waterfront Redevelopment Committee and the City of Kingston Zoning Revision and Comprehensive Plan Committees. He is currently serving as Chairman of the Health Alliance Hospitals Board of Directors.

Tom is a past Board President of the Kingston Hospital Foundation and a current Board Member of the Rural Ulster Preservation Company, a non-profit housing and community development agency. He is past chairman of the Ulster County Development Corporation, Kingston Uptown Business Association, Woodstock Public Library District, and a past board member of the Family of Woodstock, Inc. and the Ulster County Regional Chamber of Commerce.

MEMBERSHIPS

Commercial and Investment Real Estate Institute
New York Commercial Association of Realtors

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