



**Fountains
Land**
AN F&W COMPANY



Wild Woods Sugarbush Operation

A newly developed 6,600 tap, turn-key sugarbush operation.

The property represents a newly developed, turn-key, organic sugarbush operation with an onsite sap processing facility and developed markets for maple sap and retail syrup sales through e-commerce, wholesale, and farmers markets. All components of the operation were built to the highest standards and advanced technology. Notable highlights include:

- 🌲 6,600 taps established in 2021-2022, for 74-83/taps per acre
- 🌲 Excellent access via a town-maintained road
- 🌲 Large, newly constructed sugarhouse fully equipped to process 1,200 gallons of sap/hour
- 🌲 Sap production averages 120,000 gallons/year with a strong annual revenue history
- 🌲 Comprehensive equipment package included for immediate production
- 🌲 Potential homesite near the town road, offering sweeping views with tree clearing

Property Highlights

- 💰 \$618,000
- 📏 108 Acres
- 📍 Walden, VT
- 🏠 Sugarbush



Zach Jaminet, CF | Real Estate Agent & Forester
(802) 249-5575 | zachary.jaminet@fountainsland.com
79 River St., STE 301 | Montpelier, VT 05602
www.fountainsland.com

LOCATION



Looking over the sugarbush with Coles Pond just to the west.

The property is in the southern part of the Northeast Kingdom region of Vermont. Walden Township largely consists of high-country forestland and scattered family farms, with the property and the adjacent 10,826-acre Steam Mill Brook Wildlife Management Area at its northern center. Locally, near the property, there is a mix of year-round and seasonal homes. In the summer, out-of-towners flock to cabins and homes around Coles Pond, which is only a few minutes walk down the road.

The property's northern boundary sits along the Steam Mill Brook Wildlife Management Area, representing a considerable public forest resource expanding the local recreational footprint. This rural area is also within trucking distance of wholesale sap buyers, offering varied wholesale sap sales options.

Hardwick Village, the largest nearby town center, is 12 miles to the southwest. Montpelier, the state capital, is 33 miles south, while St. Johnsbury and the I-91 corridor are 23 miles to the east.

ACCESS



Coles Pond Rd. frontage past the sugarhouse driveway.

Legal access to the property is provided by approximately 1,095 feet of frontage along Coles Pond Road, which is fully maintained by the town. A developed driveway leads from the town road a short distance to the sugarhouse and sap tank.

Electric power is available along Coles Pond Road, supplying the sugarhouse directly. Additionally, a VAST snowmobile trail runs across the property, as shown in the maps below.

SUGARBUSH OPPORTUNITY

Internal road through the sugarbush's gently rolling terrain.

The sugarbush consists of a healthy, fully stocked sugar maple timber resource growing in well-drained, highly productive soils suited to sugar maple production. The trees exhibit full crowns, no signs of dieback, and tight bark texture, indicating a healthy sugarbush. Nearly all maples on the property are sugar maples.

Roughly 78 acres are tapped on the property, covering 5,800 taps, resulting in +/-74-83 taps per acre, representing a high per-acre tap count. Under a 2024 10-year lease agreement (transferable to the buyer), an additional +/-800 taps are located on the adjacent property to the west, resulting in a sugarbush with 6,600 total taps. An additional +/-500 taps appear to be available on the Subject.

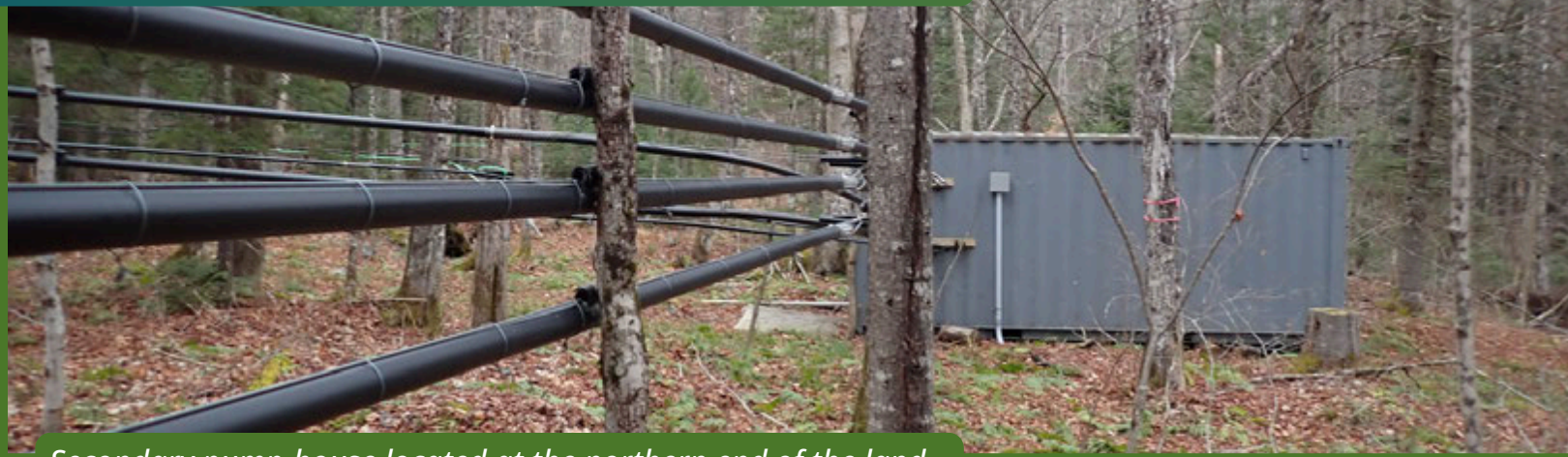


Evaporator in the sugarhouse.

The balance of the forest is untapped and consists of a +/-27-acre mixedwood stand dominated by mature softwood species and a small open-water wetland. The entire forest has been recognized as Bird-Friendly by the Bird-Friendly Maple Project at Audubon Vermont.

The land can be considered a high-elevation sugarbush, with the height of land at elevation 2,380', falling to a low elevation of 2,220' along the road frontage. Much of the central section of the land runs along an elevation of +/-2,300', representing gently sloping terrain. The northern 1/3 of the land slopes away from the sugarhouse, with the +/-3,300 taps in this area flowing to a pumphouse located along the north-central boundary. The sap collected at the secondary pumphouse automatically pumps to the roadside sugarhouse, which can be monitored and controlled remotely. The balance of the taps all flows directly to the primary sugarhouse collection tank.

SUGARBUSH OPPORTUNITY CONTINUED



Secondary pump-house located at the northern end of the land.

The taps and tubing were installed during 2021-2022, representing relatively new tubing infrastructure. The tubing network has been carefully designed, taking advantage of natural flow directions and appropriately spaced lateral and main lines (the latter both wet & dry lines). The maps at the end of this report delineate the tubing layout. The tubing infrastructure includes high-gauge support wiring and stainless-steel fittings, minimizing future maintenance. In addition, seasonal ¼" spouts have been used, and spouts have been removed with the vacuum pump running to clear standing sap from the lines at the end of each season.

A nicely developed internal woods road network, coupled with the mostly gently rolling terrain, provides for easy access to taps and tubing lines during tapping and maintenance.

Sap Collection

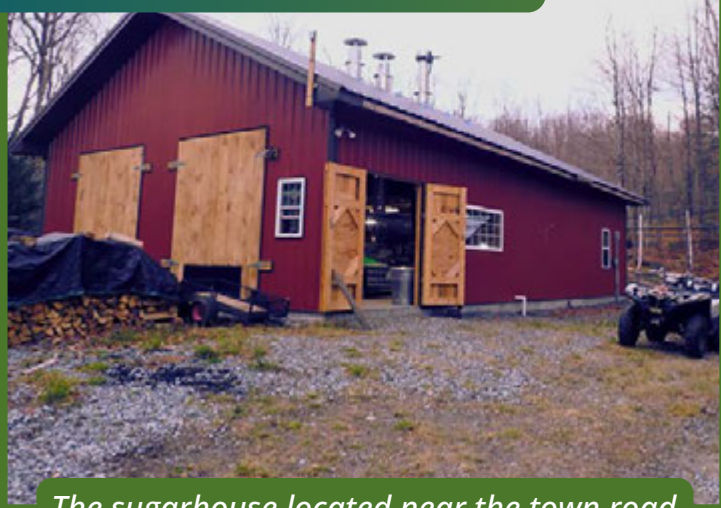
All of the sap from the sugarbush automatically flows into a main 6,500-gallon stainless steel sap tank located behind the sugarhouse. Roughly 1/2 of the sap flows directly into the main sap tank, with the remainder flowing to the sap collection tank in the secondary pumphouse at the property's northern end. This remote sap is then automatically pumped to the main sap collection tank.

The sap collection operation includes a complete wireless vacuum/sap monitoring system, allowing the operator to remotely check for leaks, sap tank levels, and temperatures. The many sensory nodes in the sugarbush allows the operator to pinpoint a leak area and quickly resolve an issue.



Woods road through the sugarbush.

SYRUP PRODUCTION



The sugarhouse located near the town road.

Syrup production and bottling are conducted in the 30' by 50' steel-framed sugarhouse, built in 2021 on a cement slab (with floor drainage to the outside under the slab). The partial second level is 30' by 20' and houses a sap concentrate tank plus a storage area. High-quality electric wiring is throughout the sugarhouse. A nearby spring provides year-round water; during sugaring season, a portable toilet is rented and placed near the sugarhouse. The newly drilled well is 300' deep and produces 50 gal/min. The electrical supply to the sugar house is 400 amps.

A reverse osmosis room in the sugarhouse is heated. The RO is a CDL 2-post (expandable to 4 post) unit. Next to the RO room is a 4,500 gallon permeate tank.

The evaporator is a CDL 3'x12' wood-fired unit with 2 sets of syrup pans, auto draw, hoods, stacks, and a niter removing float box.

Machinery & Equipment Inventory

The table below list all machinery & equipment that is being transferred as part of the sugarbush operation. The date of purchase and estimated market value are also provided.

Machinery/Equipment Description	Year	Market Value
6,500 G Open Top Tank SS	2020	\$7,500
8,300 G Open Top Tank SS	2023	\$10,000
7.5 Hp CDL Vacuum Pump	2020	\$6,500
CDL 4,000 tap 2-chamber horizontal extractor with 1hp internal pump, VFD and moisture trap	2020	\$5,500
20' Shipping Container	2021	\$3,500
3,300 G Open Top Tank SS	2021	\$4,100
Goulds 2HP Sap Pump	2021	\$1,500
CDL 5,000 tap 2-chamber horizontal extractor with 2 hp internal pump	2021	\$5,000
CDL Monitor System (13 vac, 3 tank, 1 motor control, base station)	2021	\$5,000
CDL 3'x12' wood fired evaporator with 2 sets pans, auto draw, hoods, stacks, niter float box	2022	\$26,000
10" Filter Press on cart with gear pump	2022	\$2,500
Draw-off Tank with lids	2022	\$1,500
Draw-off Tank with lids	2024	\$1,500
Pan Washer	2022	\$3,500
30 - 40G SS Syrup Barrels	2024	\$5,500
Bottling Unit - 40G water jacket with 4 heads	2023	\$3,500
4,500 G Open Top Tank SS	2023	\$5,500
RO - CDL 2 post expandable to 4 post	2023	\$18,000
Maple Collection Pipeline - 800 taps on neighboring property	2022	\$13,600
Totals		\$129,700

SAP & SYRUP SALES



Evaporator in the sugarhouse.

The owner traditionally produces a combination of raw sap to a local syrup producer, combined with the production of syrup in the sugarhouse, which is then sold in bulk and small quantities via various retail venues. All of the sap and syrup produced is certified organic.

The production, associated maintenance, and sales have largely been achieved by one person, the owner, Rob Niles, a testament to the highly engineered and well-considered operation Rob has created.

Since the operation became fully built out in 2022, wholesale bulk sap production and sales have averaged 90,000 gallons of sap, representing roughly 2/3 of the total sap produced in the sugarbush operation. This sap sugar content has averaged 2.0%, an impressive percentage. In the past, a local sap buyer picked up the sap on site, which is available in an 8,300 tank outside the sugarhouse (in 2025, the owner will be processing all of his sap and not selling it to a local sap buyer). Access to the property and tank is easy, facilitating a future relationship with a sap buyer.

The remaining sap (roughly 30,000 gallons on average from 2022-24) is converted to syrup in the sugarhouse. The sale of this syrup is a combination of bulk sales and retail through the Wild Woods Maple website, as well as at farmers' markets and wholesale accounts to various retailers nationwide.

Wild Wood Maple Brand

The ownership has created a successful brand to facilitate its retail sales with an associated registered and trademarked business: Wild Woods Maple, LLC. The web site can be found at www.wildwoodsmple.com. The business and web site can be available for sale to the buyer who intends to run a similar operation and sales strategy.



Agritourism

The ownership supports agritourism in Vermont by providing an RV site and a campsite that can be reserved through the popular reservation platform Hipcamp. The RV site is level and adjacent to the sugar house. It has an electric hook-up and is near the spring water. The campsite is dry and level, and a picnic table and fire ring with some firewood are provided.

TAX & TITLE



Sugarbush with owner walking down a main access road.

Municipal property taxes in 2024/5 were \$2,552.97. Except 9.3 acres around the sugarhouse area plus a 2-acre additional homebuilding site at the height of land, all of the property IS enrolled in the State of Vermont's Use Value Appraisal (UVA) Program (plan date April, 2021). The ownership is Robert C. Niles and Katie A Amadon, whose Warranty Deed is recorded in Book 77, Pages 208-9 in the Waldon town records. A survey of the land was conducted in 1972 by Michael Hemond indicating 108 acres.



Installed in 2022, sap lines have years of service ahead of them.



The secondary pump house is insulated and powered with electricity.

Fountains Land is the exclusive broker representing the seller's interest in the marketing, negotiating and sale of this property. Fountains Land has an ethical and legal obligation to show honesty and fairness to the buyer. The buyer may retain brokers to represent their interests. All measurements are given as a guide, and no liability can be accepted for any errors arising therefrom. No responsibility is taken for any other error, omission, or misstatement in these particulars, nor do they constitute an offer or a contract. We do not make or give, whether in these particulars, during negotiations or otherwise, any representation or warranty in relation to the property.

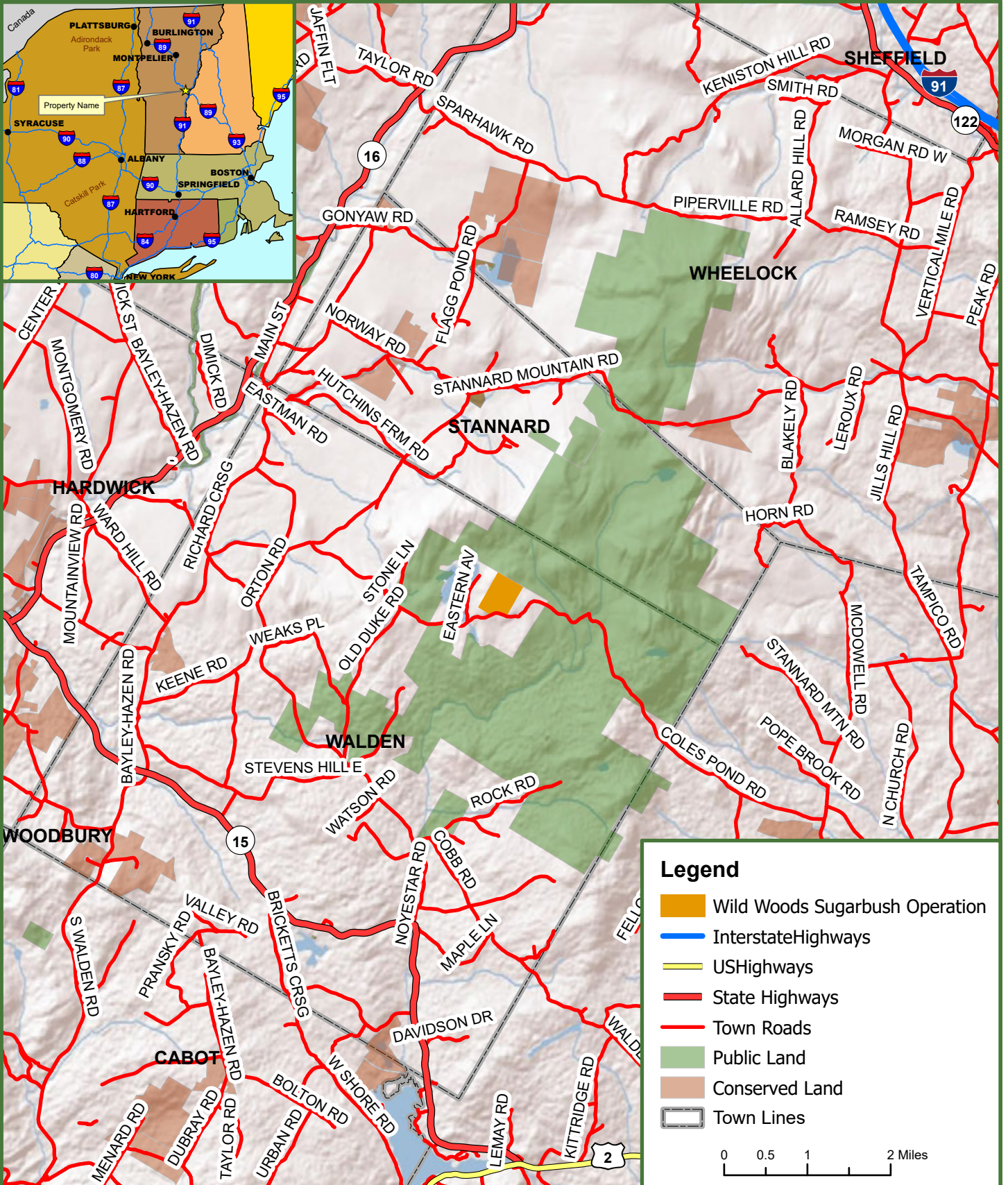
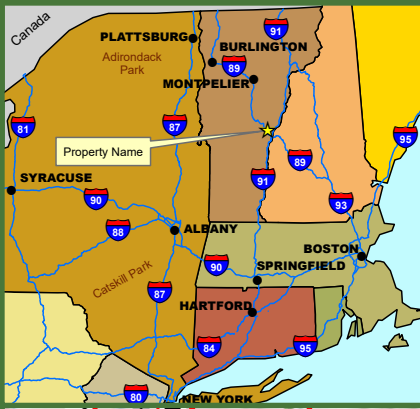


Locus Map

Wild Woods Sugarbush Operation

108 Acres

Walden, Caledonia County, Vermont

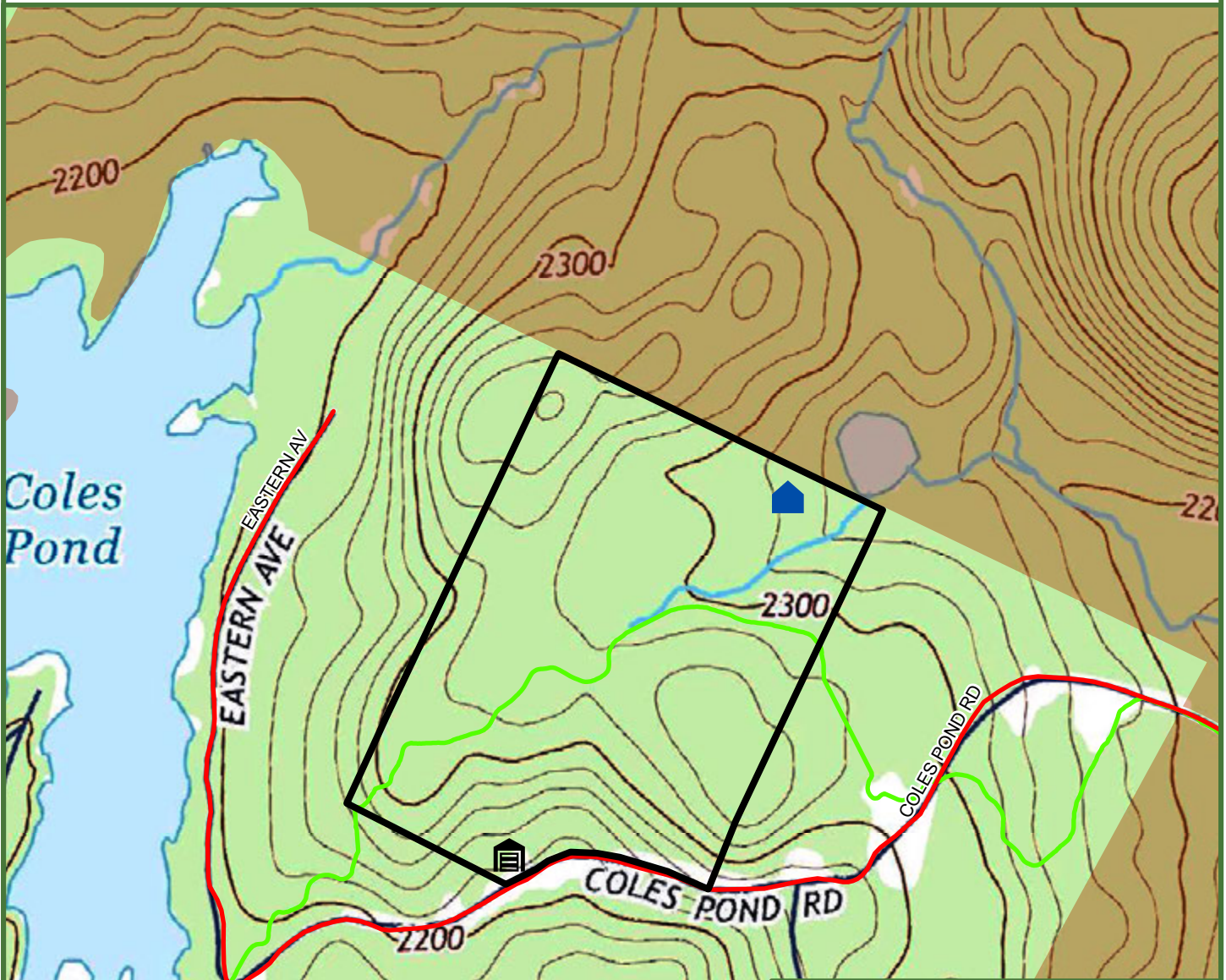




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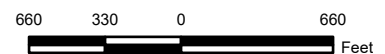
108 Acres

Walden, Caledonia County, Vermont



Legend

- Wild Woods Sugarbush Operation
- Town Roads
- VAST Trails
- Sugar House
- Pump House
- VT - Conserved Land
- VT - Public Land
- Town Lines



This is Not A Survey

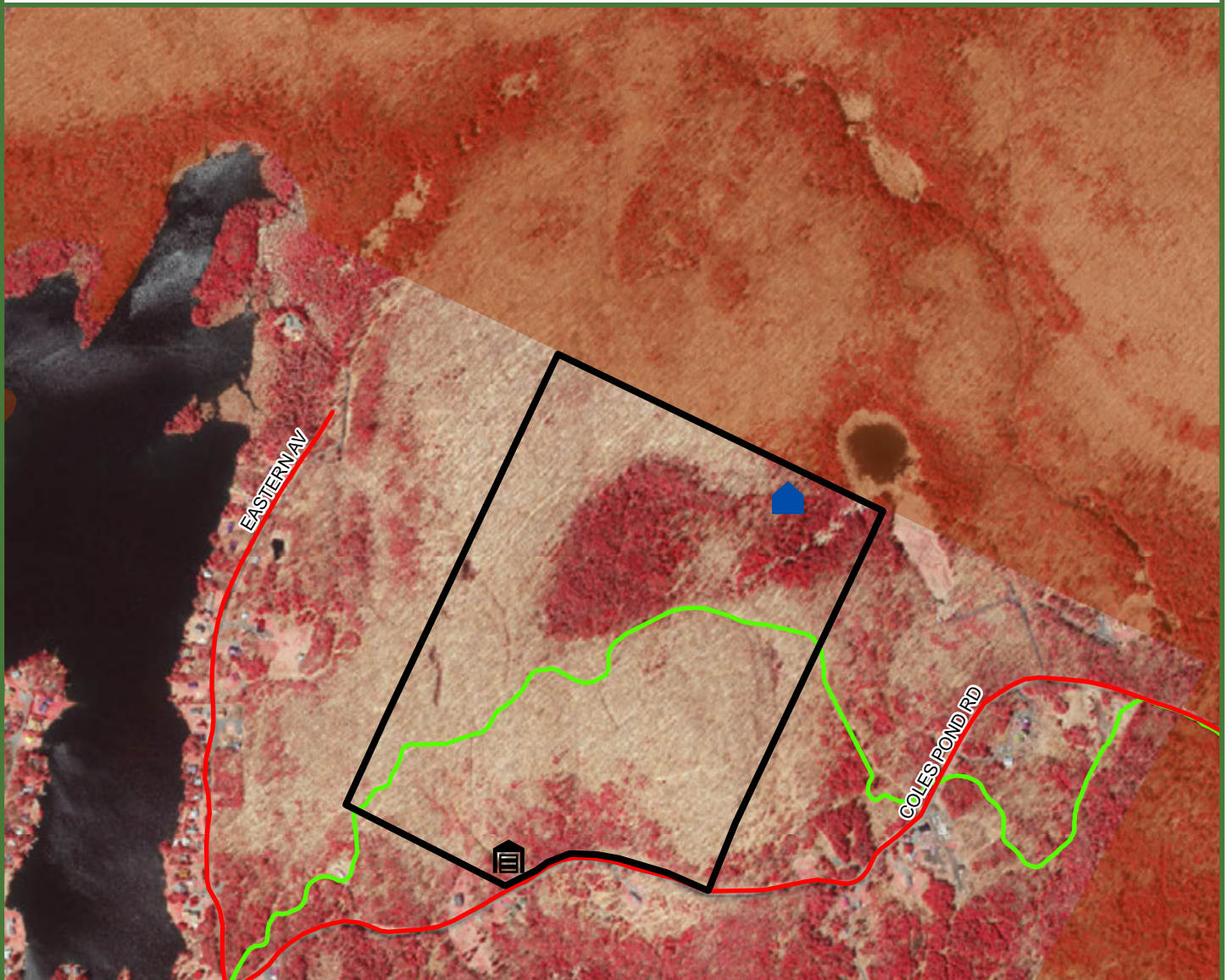
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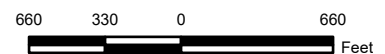
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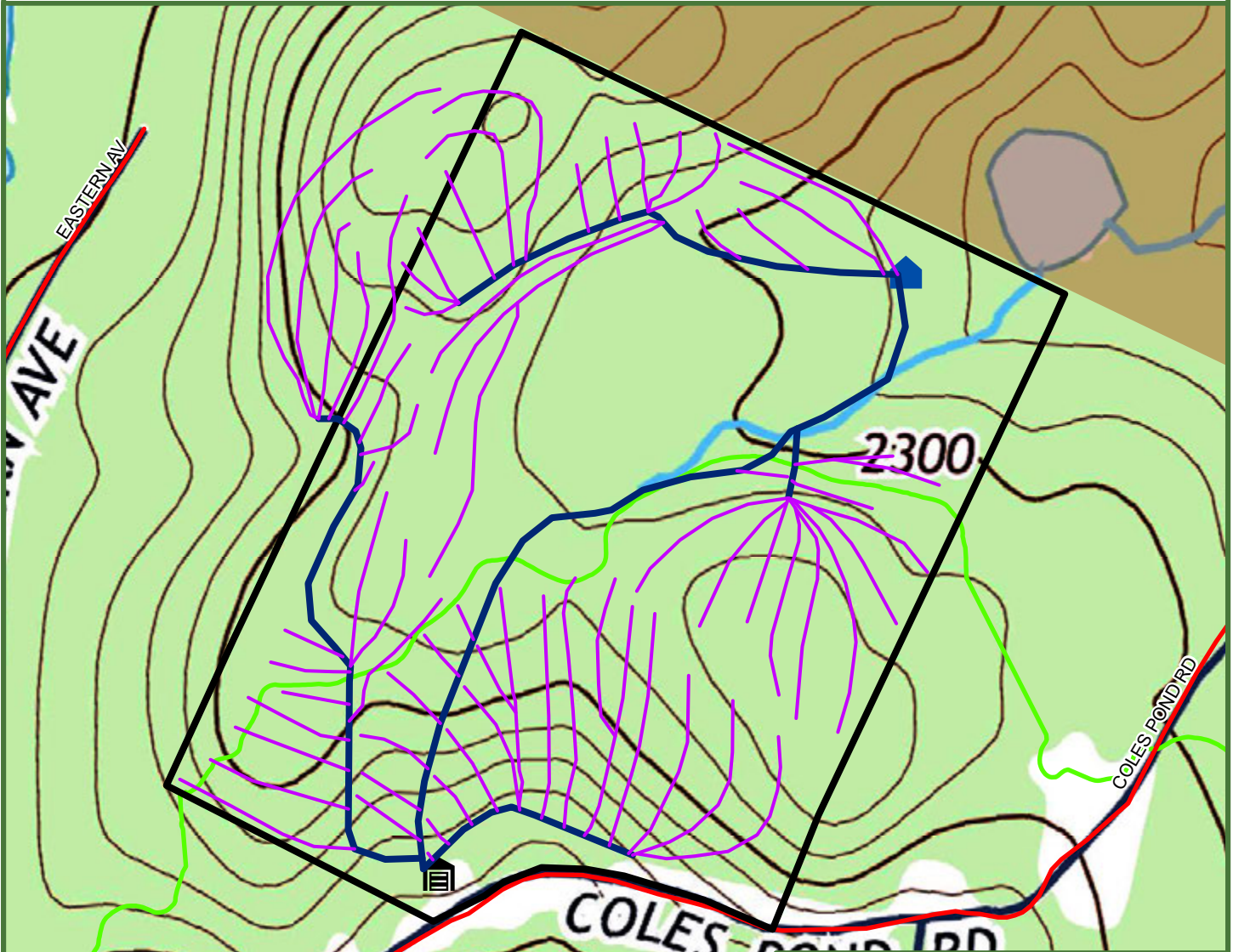


Wild Woods Sugarbush Operation

Tubing Layout Map

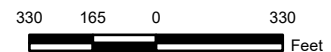
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Walden, Caledonia County, Vermont



Legend

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-  VAST Trails
-  Main Line
-  Branch Lines
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-  Pump House
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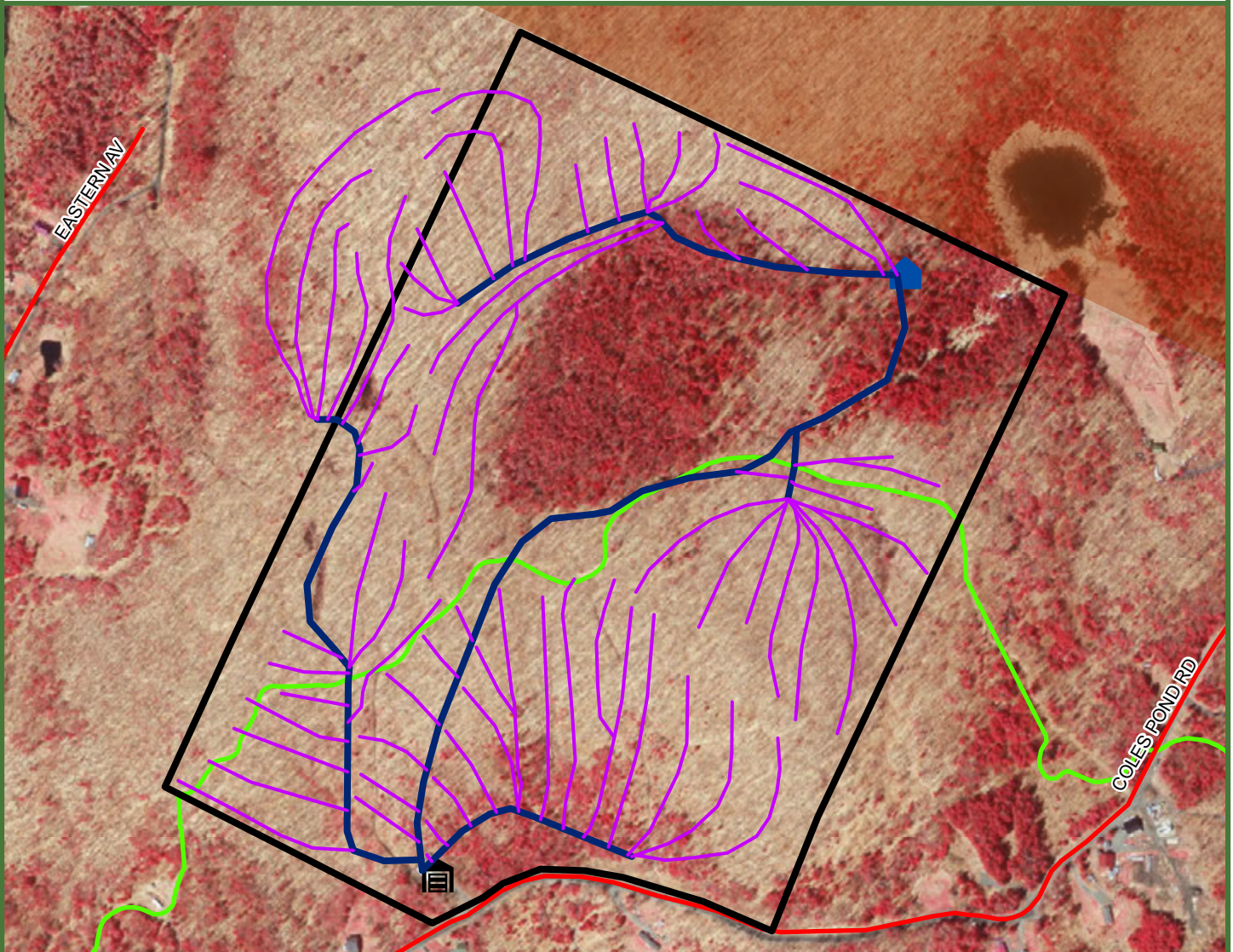


Wild Woods Sugarbush Operation







Tubing Layout Map

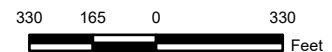
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Vermont Real Estate Commission Mandatory Consumer Disclosure



[This document is not a contract.]

This disclosure must be given to a consumer at the first reasonable opportunity and before discussing confidential information; entering into a brokerage service agreement; or showing a property.

RIGHT NOW YOU ARE NOT A CLIENT

The real estate agent you have contacted is not obligated to keep information you share confidential. **You should not reveal any confidential information that could harm your bargaining position.**

Vermont law requires all real estate agents to perform basic duties when dealing with a buyer or seller who is not a client. All real estate agents shall:

- Disclose all material facts known to the agent about a property;
- Treat both the buyer and seller honestly and not knowingly give false or misleading information;
- Account for all money and property received from or on behalf of a buyer or seller; and
- Comply with all state and federal laws related to the practice of real estate.

You May Become a Client

You may become a client by entering into a written brokerage service agreement with a real estate brokerage firm. Clients receive the full services of an agent, including:

- Confidentiality, including of bargaining information;
- Promotion of the client's best interests within the limits of the law;
- Advice and counsel; and
- Assistance in negotiations.

You are not required to hire a brokerage firm for the purchase or sale of Vermont real estate. You may represent yourself.

If you engage a brokerage firm, you are responsible for compensating the firm according to the terms of your brokerage service agreement.

Before you hire a brokerage firm, ask for an explanation of the firm's compensation and conflict of interest policies.

Brokerage Firms May Offer

NON-DESIGNATED AGENCY or DESIGNATED AGENCY

- **Non-designated agency** brokerage firms owe a duty of loyalty to a client, which is shared by all agents of the firm. No member of the firm may represent a buyer or seller whose interests conflict with yours.
- **Designated agency** brokerage firms appoint a particular agent(s) who owe a duty of loyalty to a client. Your designated agent(s) must keep your confidences and act always according to your interests and lawful instructions; however, other agents of the firm may represent a buyer or seller whose interests conflict with yours.

THE BROKERAGE FIRM NAMED BELOW PRACTICES NON-DESIGNATED AGENCY

I / We Acknowledge Receipt of This Disclosure

This form has been presented to you by:

Printed Name of Consumer

Fountains Land

Printed Name of Real Estate Brokerage Firm

Signature of Consumer

Date

Zachary Jaminet

Printed Name of Agent Signing Below

[] Declined to sign

Zachary Jaminet

Printed Name of Consumer

Signature of Agent of the Brokerage Firm Date

Signature of Consumer

Date

[] Declined to sign