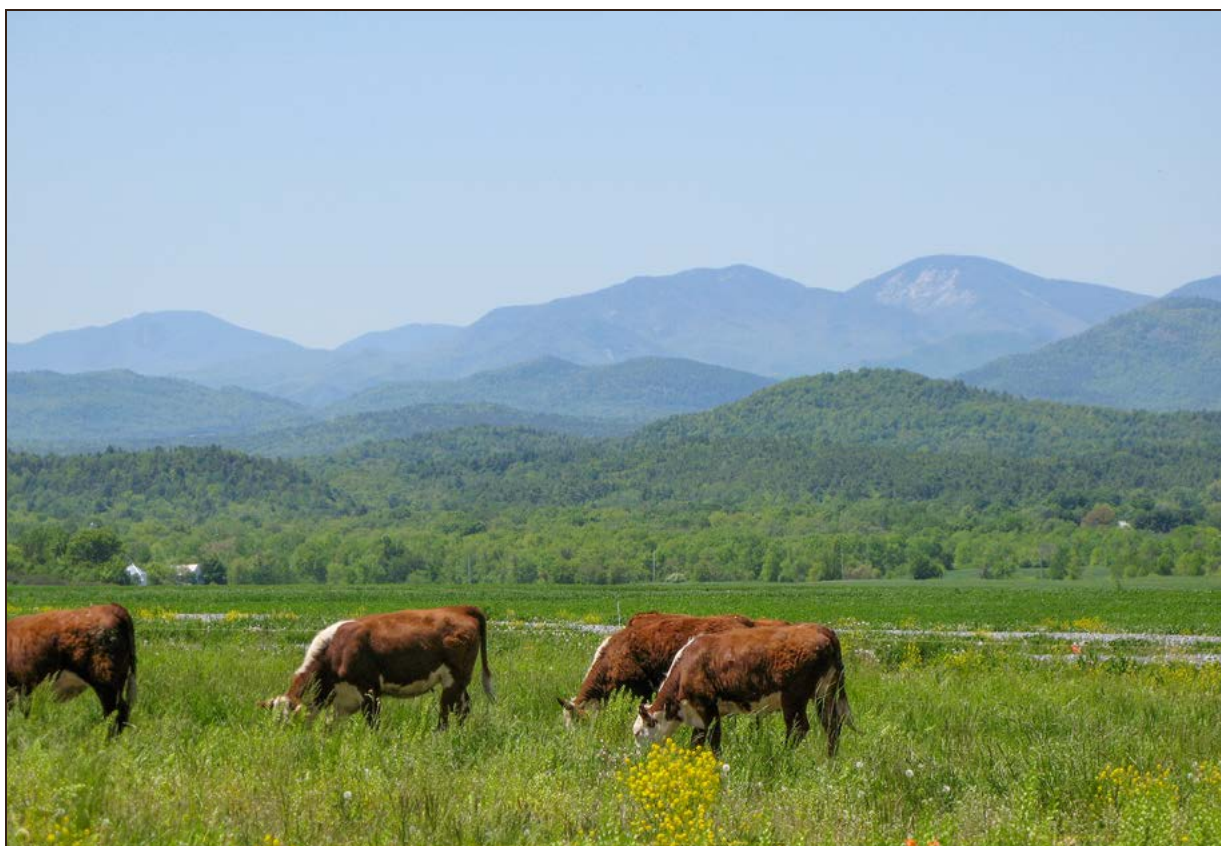




Lewis Family Farm
ESSEX, NEW YORK





Lewis Family Farm
ESSEX, NEW YORK

\$8,000,000 | 1,117± ACRES



LISTING AGENT: **ALEX WEBEL**

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SALES | AUCTIONS | FINANCE | APPRAISALS | MANAGEMENT



Executive Summary

The Lewis Family Farm is an exceptional organic farm raising grass-fed beef in New York's North Country. The property spans 1,117± acres, 850± of which are in pasture. The backdrop for the farm could not be any more picturesque, with Lake Champlain to the east and the 46 highest peaks of the Adirondack Mountains ("the 46-ers") to the west.

The farm's operating strategy quite literally encompasses everything from the ground up, beginning with the soil. Drain tile has been installed under all 850± acres of pasture to eliminate runoff and soil compaction, the result is nutrient rich, resilient sod with root systems running several feet deep. In turn, this creates the foundation for the rotational grazing program. The accompanying improvements match the quality of the land and everything from the fencing to the barns to the six homes has been thoughtfully designed and well executed. It could easily support an operation much larger in size.

The property's abundant appeal extends well beyond agriculture. The charming lakeside town of Essex can be reached in under ten minutes and the two northeastern landmarks on the farm's doorstep – Lake Champlain and the iconic Adirondack Mountains – provide year-round outdoor recreation. The Lewis Family Farm is a rare opportunity to step into a first-rate organic, grass-fed cattle operation on a pristine farm in a highly scenic and desirable area.

Location

The Lewis Family Farm is located within ten minutes of Essex – a tiny, picturesque town on the western shore of Lake Champlain. Known for its well-preserved 19th-century architecture, it's listed on the National Register of Historic Places and exudes a quiet, small-town charm. The lakefront recreation, surrounding countryside, the working farms, and proximity to Adirondack Park add to its abundant appeal. Essex is also home to the Essex-Charlotte Ferry, one of two ferries that regularly traverse Lake Champlain, providing an easy and efficient year-round connection to Burlington and Vermont.

From the Vermont side of Lake Champlain, downtown Burlington is a short drive from the ferry dock. Burlington is a lively small city that is home to the University of Vermont, a vibrant arts scene, delicious farm-to-table dining, and a wide array of amenities and resources. It's also home to Burlington International Airport, which offers direct commercial air service to 18 cities throughout the U.S.

Approximate distances to nearby towns, cities, and airports:

Essex, NY 6 minutes/4 miles

Willsboro, NY 10 minutes/6 miles

Burlington, VT 1 hour/23 miles (via ferry)

Montreal, Canada 1 hour and 40 minutes/96 miles

New York, NY 4 hours and 20 minutes/280 miles

Plattsburgh International 35 minutes/34 miles

Adirondack Regional 1 hour 15 minutes/55 miles

Burlington International 1 hour 5 minutes/25 miles (via ferry)





Locale

The North Country is no secret, yet it retains a somewhat undiscovered feeling for those less familiar with the region. It encompasses a wide swath of northern New York that stretches from the Thousand Islands across the Adirondacks to the western shores of Lake Champlain. It is a rural region that balances rugged wilderness, agriculture, history, and rural charm.

Lake Champlain has played a key role in the area for centuries, dating back to Native American and Colonial times when it was a strategic military and commerce corridor. Today it supports a vibrant mix of boating, tourism, recreation, wildlife, and waterfront communities. The lake sits less than a mile down the road from the farm and there is a public marina nearby in Essex.

Adirondack Park is a sprawling six-million-acre tapestry of protected lands to the west of the farm. Established in 1892 as a byproduct of the Great Camps of the Gilded Age, it was one of the first wilderness preservation efforts in the U.S. Unlike traditional state and national parks, it is a unique mix of public and private lands, with more than 100 communities and 130,000± residents living within its boundaries. The lands within the park are comprised of an awesome patchwork of dense forests, more than 3,000 lakes and ponds, thousands of miles of rivers and trails, and peaks of the Adirondack Mountains. Recreational pursuits within the park are wide-ranging and never-ending. In short, it's an unparalleled resource on the Farm's doorstep.

General Description

The Lewis Family Farm occupies an idyllic stretch of countryside, surrounded by working lands, small farmhouses, and attractive second homes near Lake Champlain. The eastern portion of the farm looks towards and over the lake, while views to the west capture the Adirondack 46ers (the highest 46 peaks in the mountain range).

In many ways, the approach to the farm begins with the main house, a classic 19th-century farmhouse situated off Whallons Bay Road. Adjacent to the house is the hobby barn, a beautiful old multi-purpose building. To the east is the main three-and-a-half-acre pond. Continuing into the farm is the farm shop complex, which serves as the nerve center for farm operations. It comprises the shop barn, a large, multi-bay workshop, and the farm office with an upstairs apartment. Three equipment barns measuring 3,200± square feet each sit nearby.

Other components of the farm operation include the Hay Barn complex in the northwestern corner of the farm (a collection of nine additional barns utilized for hay storage and miscellaneous farm operations), as well as the cattle working facility (known as the Cattle Shed) in the northeast corner of the property on Middle Road. The same drainage considerations found in the pastures extend to the barns. All barn pads sit on top of drain tile to ensure work areas and buildings remain dry with maximum functionality.

Behind the Cattle Shed is mature sugar bush. Although no longer in use, gravel roads were installed to access all areas that were tapped, and water and electric are on-site. The North Country is well known for its maple syrup production and a revived syrup operation would be an excellent addition to round out ongoing farm activities.

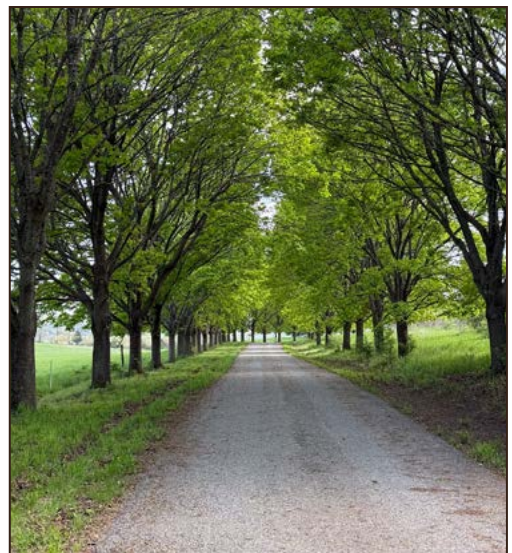


Acreage

An approximate breakdown of the acreage on the farm is as follows:

Pastures ~ 846±acres • House Sites and Barns ~ 36±acres • Wooded ~ 117±acres
Other (ponds, roads, non-pasture open ground, etc.) ~ 118±acres

Total ~ 1,117± acres



Improvements

There are a total of six houses on the property, four of which are finished. The remaining two houses are fully framed and have utilities stubbed in but await completion by a future owner. The main farmhouse dates to the 19th century and underwent a thorough renovation in the 1990s. The other occupied houses on the property include the Grand View House, built in 1991, the Manager's House, built in 2007, and three additional farmhouses also built in 2007 (which includes the two partially finished homes). The houses share a vernacular farmhouse style that blends seamlessly with the landscape.

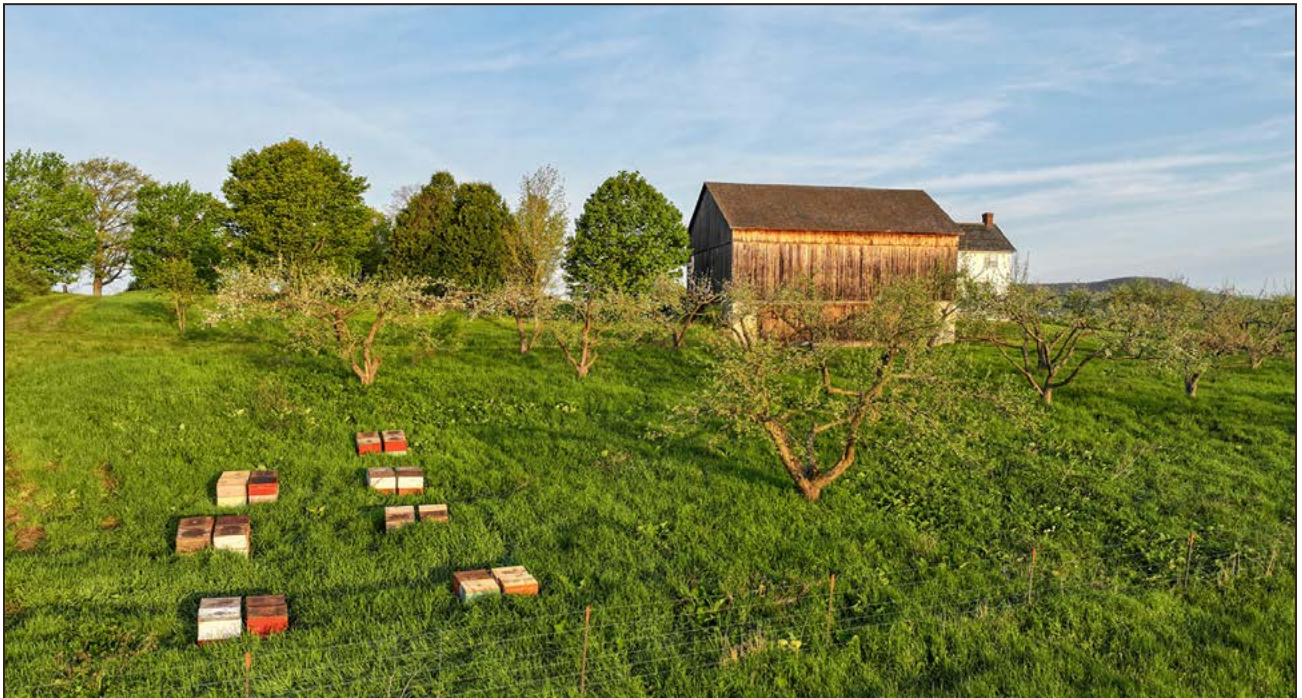






Climate

This area has a true North Country climate with four distinct seasons. The long summer days are warm and pleasant, with low humidity and average highs in the upper 70s to low 80s. Autumn brings crisp air and vibrant foliage, gradually cooling temperatures into the 50s. Winters are snowy and colder, with average highs in the 20s and lows in the single digits. Spring arrives in April and the landscape comes alive as temperatures steadily rise into the 50s and above. Annual rainfall averages around 38 inches and annual snowfall is approximately 75 inches.



General Operations

Grazing is spread across 11 larger pastures, which together measure 850± acres. A six-strand barbed-wire perimeter fence surrounds the pastures and runs along the road frontage and property boundaries. All interior pasture fences are built with two-strand, electrified high-tensile to facilitate rotational grazing. The farm manager estimates the stocking rate is one AUM per acre, although the farm is currently stocked at a much lower density and a portion of the pastures are utilized for hay production.

As mentioned, all pastures have drain tile installed, ensuring there is virtually no runoff on the farm or soil compaction. The resulting soils support deep rooted, drought-resistant sod throughout the pastures. Further preventing runoff are nearly three dozen water and sediment control basins (WASCOBs) installed in key drainage areas.

No pesticides or herbicides are used on the property and the farm is both USDA grass-fed certified and NOFA-NY Certified Organic. Simply put, the owner's goal is to raise healthy beef on pristine land in sync with nature. The success of the farm's methods can be seen in the diversity of wildlife and bird populations, which include important indicator species such as grasshopper sparrows and short-eared owls.



The barns and support structures are concentrated in three areas—the farm shop, the hay barn complex, and the working facility. Spread among those sites are 17 barns, ranging from smaller equipment barns to the maintenance shop to three large hay barns measuring approximately 80'x250' each.



Recreational Considerations

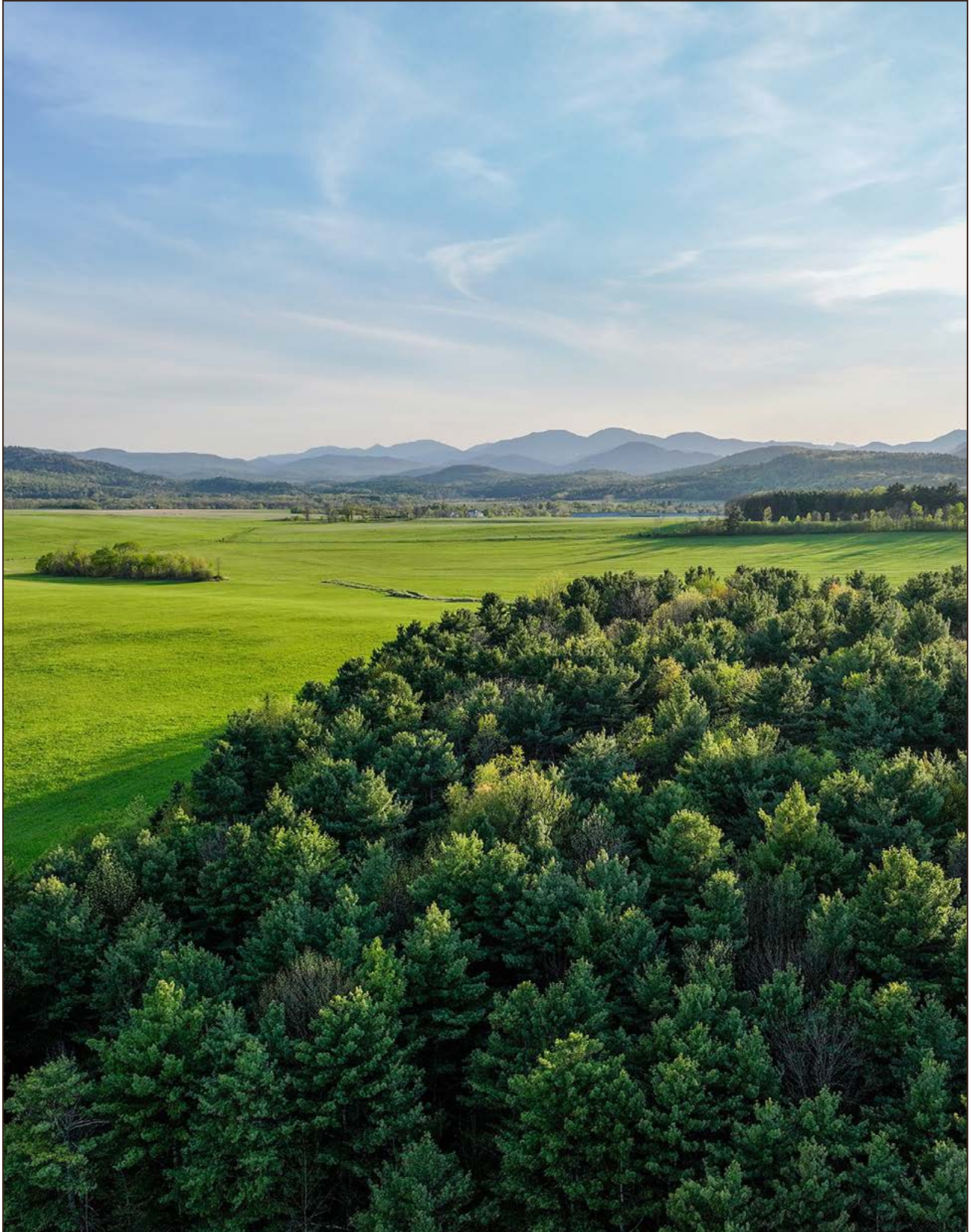
The recreational opportunities surrounding the farm are boundless, starting with Lake Champlain, one of the largest freshwater lakes in the United States. The 122-mile-long lake reaches depths up to 400 feet and is a favorite destination for boating, fishing, and a number of water-based activities. Nearby, Adirondack State Park is an outdoor person's paradise and is home to endless hiking, climbing, paddling, hunting, and fishing for both trout and warm water species. Whiteface Mountain is 45 minutes from the farm and features the largest vertical drop (3,420 feet) of any ski resort east of the Rockies.

The area around the farm has rich and diverse wildlife populations, including whitetail deer, moose, Eastern Wild Turkeys, black bears, and fox. Seasonal waterfowl are also frequently found on the farm ponds and New York State biannually stocks pheasants in the Split Rock Mountain Wild Forest. While hunting has not been a focus on the farm under current ownership, ample on-site opportunity exists for future owners.



Taxes

Annual property taxes are approximately \$21,607.



Broker's Comments

Simply put, the Lewis Family Farm is special. The scenery and location are spectacular and the land is pristine. When adding in the established organic, grass-fed beef operation, this is a rare offering that offers both immediate utility and the clear potential to create a true legacy farm.

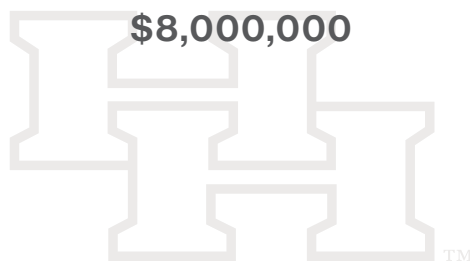




Click on map above for link to Land id™ map of property.

Price

\$8,000,000



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Additional Services Offered by Hall and Hall

- 1. MANAGEMENT SERVICES** – Hall and Hall's Management Division has a very clear mission—to represent the owner and to ensure that his or her experience is a positive one. Services are customized to suit the owner's needs. They often begin with the recruiting and hiring of a suitable ranch manager or caretaker and are followed by the development of a management or operating plan along with appropriate budgets. Ongoing services include bill paying, ranch oversight, and consulting services as needed. Even the most sophisticated and experienced ranch owners appreciate the value of a management firm representing them and providing advice on local area practices and costs. [Jerome Chvilicek](#), [Dan Bergstrom](#) at (406) 656-7500, or [Jim Fryer](#) at (406) 587-3090 are available to describe and discuss these services in detail and welcome your call.
- 2. RESOURCE ENHANCEMENT SERVICES** – Increasingly the value of a ranch is measured by the quality of each and every one of its resources. Coincidentally, the enhancement of a ranch's resources also increases the pleasure that one derives from the ownership of a ranch. Our management services have included the assessment of everything from wildlife habitat to bird habitat to water resources and fisheries and the subsequent oversight of the process involved with the enhancement of these resources. [Jerome Chvilicek](#), [Dan Bergstrom](#) at (406) 656-7500, or [Jim Fryer](#) at (406) 587-3090 are available to describe and discuss these services in detail and welcome your call.
- 3. AUCTIONS** - Hall and Hall Auctions offer "Another Solution" to create liquidity for the owners of Investment-Quality Rural Real Estate. Our auction team has experience in marketing farmland, ranchland, timberland and recreational properties throughout the nation. Extreme attention to detail and complete transparency coupled with Hall and Hall's "Rolodex" of more than 40,000 targeted owners and buyers of rural real estate help assure that there are multiple bidders at each auction. In addition, the unique Hall and Hall partnership model creates a teamwork approach that helps to assure that we realize true market value on auction day. For more information on our auction services contact [Scott Shuman](#) at (800) 829-8747.
- 4. APPRAISALS** - Staying abreast of ancillary market influences in ever-changing economic conditions requires a broad professional network to tap into. Finding an appraiser who not only understands the numbers but also the differences in value from one area to another is a critical part of making an informed decision. The appraisal team at Hall and Hall, formed entirely of Accredited Members of the American Society of Farm Managers and Rural Appraisers (ASFMRA), has that critical network of brokers and lending professionals. This professional network coupled with diverse experience across multiple regions and market segments allows our appraisal team to deliver a quality product in a reasonable timeframe. [Chad Dugger](#) at (806) 698-6882 is available to describe and discuss these services in detail and welcomes your call.
- 5. SPECIALIZED LENDING** - Since 1946 Hall and Hall has created a legacy by efficiently providing capital to landowners. In addition to traditional farm and ranch loans, we specialize in understanding the unique aspects of placing loans on ranches where value may be influenced by recreational features, location and improvements and repayment may come from outside sources. Our extensive experience and efficient processing allows us to quickly tell you whether we can provide the required financing.

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New York State Disclosure Form for Buyer and Seller

THIS IS NOT A CONTRACT

New York State law requires real estate licensees who are acting as agents of buyers or sellers of property to advise the potential buyers or sellers with whom they work of the nature of their agency relationship and the rights and obligations it creates. This disclosure will help you to make informed choices about your relationship with the real estate broker and its sales agents.

Throughout the transaction you may receive more than one disclosure form. The law may require each agent assisting in the transaction to present you with this disclosure form. A real estate agent is a person qualified to advise about real estate.

If you need legal, tax or other advice, consult with a professional in that field.

Disclosure Regarding Real Estate Agency Relationships

Seller's Agent

A seller's agent is an agent who is engaged by a seller to represent the seller's interests. The seller's agent does this by securing a buyer for the seller's home at a price and on terms acceptable to the seller. A seller's agent has, without limitation, the following fiduciary duties to the seller: reasonable care, undivided loyalty, confidentiality, full disclosure, obedience and duty to account. A seller's agent does not represent the interests of the buyer. The obligations of a seller's agent are also subject to any specific provisions set forth in an agreement between the agent and the seller. In dealings with the buyer, a seller's agent should (a) exercise reasonable skill and care in performance of the agent's duties; (b) deal honestly, fairly and in good faith; and (c) disclose all facts known to the agent materially affecting the value or desirability of property, except as otherwise provided by law.

Buyer's Agent

A buyer's agent is an agent who is engaged by a buyer to represent the buyer's interest. The buyer's agent does this by negotiating the purchase of a home at a price and on terms acceptable to the buyer. A buyer's agent has, without limitation, the following fiduciary duties to the buyer: reasonable care, undivided loyalty, confidentiality, full disclosure, obedience and duty to account. A buyer's agent does not represent the interest of the seller. The obligations of a buyer's agent are also subject to any specific provisions set forth in an agreement between the agent and the buyer. In dealings with the seller, a buyer's agent should (a) exercise reasonable skill and care in performance of the

agent's duties; (b) deal honestly, fairly and in good faith; and (c) disclose all facts known to the agent materially affecting the buyer's ability and/or willingness to perform a contract to acquire seller's property that are not inconsistent with the agent's fiduciary duties to the buyer.

Broker's Agents

A broker's agent is an agent that cooperates or is engaged by a listing agent or a buyer's agent (but does not work for the same firm as the listing agent or buyer's agent) to assist the listing agent or buyer's agent in locating a property to sell or buy, respectively, for the listing agent's seller or the buyer agent's buyer. The broker's agent does not have a direct relationship with the buyer or seller and the buyer or seller cannot provide instructions or direction directly to the broker's agent. The buyer and the seller therefore do not have vicarious liability for the acts of the broker's agent. The listing agent or buyer's agent do provide direction and instruction to the broker's agent and therefore the listing agent or buyer's agent will have liability for the acts of the broker's agent.

Dual Agent

A real estate broker may represent both the buyer and the seller if both the buyer and seller give their informed consent in writing. In such a dual agency situation, the agent will not be able to provide the full range of fiduciary duties to the buyer and seller. The obligations of an agent are also subject to any specific provisions set forth in an agreement between the agent, and the buyer and seller. An agent acting as a dual agent must explain carefully to both the buyer and seller that the agent is acting for the other party as well. The agent should also explain the possible effects of dual representation, including that by consenting to the dual agency relationship the buyer and seller are giving up their right to undivided loyalty. A buyer or seller should carefully consider the possible consequences of a dual agency relationship before agreeing to such representation. A seller or buyer may provide advance informed consent to dual agency by indicating the same on this form.

Dual Agent with Designated Sales Agents

If the buyer and seller provide their informed consent in writing, the principals and the real estate broker who represents both parties as a dual agent may designate a sales agent to represent the buyer and another sales agent to represent the seller. A sales agent works under the supervision of the real estate broker. With the informed consent of the buyer and the seller in writing, the designated sales agent for the buyer will function as the buyer's agent representing the interests of and advocating on behalf of the buyer and the designated sales agent for the seller will

New York State Disclosure Form for Buyer and Seller

function as the seller's agent representing the interests of and advocating on behalf of the seller in the negotiations between the buyer and seller. A designated sales agent cannot provide the full range of fiduciary duties to the landlord or tenant. A designated sales agent cannot provide full range of fiduciary duties to the buyer or seller. The designated sales agent must explain that like the dual agent

under whose supervision they function, they cannot provide undivided loyalty. A buyer or seller should carefully consider the possible consequences of a dual agency relationship with designated sales agents before agreeing to such representation. A seller or buyer provide advance informed consent to dual agency with designated sales agents by indicating the same on this form.

This form was provided to me by _____ of _____
(Print Name of Licensee) (Print Name of Company, Firm or Brokerage)

a licensed real estate broker acting in the interest of the:

(☐) Seller as a (check relationship below)

(☐) Buyer as a (check relationship below)

(☐) Seller's Agent

(☐) Buyer's Agent

(☐) Broker's Agent

(☐) Broker's Agent

(☐) Dual Agent

(☐) Dual Agent with Designated Sales Agent

For advance informed consent to either dual agency or dual agency with designated sales agents complete section below:

(☐) Advance Informed Consent Dual Agency

(☐) Advance Informed Consent to Dual Agency with Designated Sales Agents

If dual agent with designated sales agents is indicated above: _____ is appointed to represent the buyer; and _____ is appointed to represent the seller in this transaction.

(I) (We) _____ acknowledge receipt of a copy of this disclosure form:

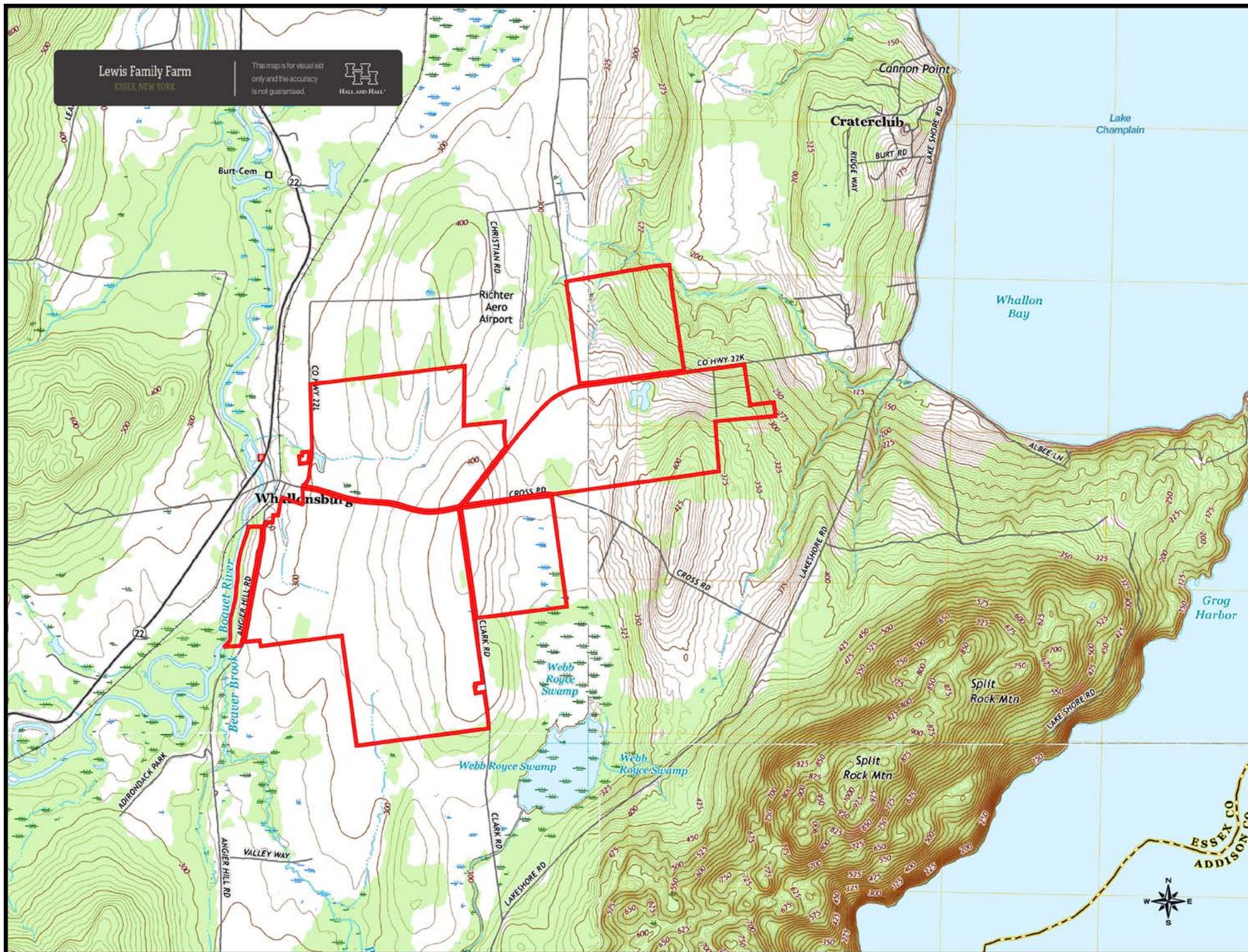
Signature of { ☐ } Buyer(s) and/or { ☐ } Seller(s):

Date: _____

Date: _____

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