

Tonoloway Farm Property Description

Location: 9943 Highland Turnpike, McDowell, VA 24458

South and west-facing slopes of Bullpasture Mountain

Highland County map number 58 A 54 and 58 A 54A

Land: 205.79 acres, roughly 30% pasture and 70% forested with diverse Appalachian hardwoods. Duff Run is a spring-fed stream that runs along the front of the property, while a seasonal stream runs through the middle. There are numerous karst features including small caves. The property is under easement for its conservation potential and historical value as part of the McDowell battlefield area. The terms of the easement are rather permissive (in our opinion), not limiting any of the agricultural, tourism, business or residential uses we pursued (easement documents provided in separate folder). Much of the adjacent land, and most importantly the view, is also under permanent easement as part of the historic McDowell battlefield. The house is situated on the lower quarter, with a gravel driveway that is improved with drainage and culverts. There are numerous trails and access roads on the property, including the road leading to a summit that is part of Bullpasture ridge, with 360-degree views overlooking McDowell and the valley below.

Land improvements: There is new internal livestock fencing around the lower quarter of the property surrounding the house and workshop, and new water infrastructure from a natural spring with a 1700 gallon reservoir. Along the seasonal stream, there are 3000 hardwood trees planted (mostly walnut, maple, oak and sycamore) as a riparian buffer on 9.2 acres with support from the Chesapeake Bay Foundation (documentation included in folder). On top of the mountain there is a commercial-quality chestnut orchard with 200 young trees that are beginning to yield. In the forests there is a tubing network for tapping walnut trees (2000+ taps) and maple trees (approx 200 taps). The business has agreements with neighboring properties to tap additional maple trees. Near the house, there is a homestead orchard with apple, pear, cherry, apricot, peach, english walnut, pecan, chestnut and pawpaw trees, as well as raspberry, blackberry, blueberry, gooseberry, honeyberry, and currant bushes. These are a mix of young and established fruit producers. There is also a vegetable garden and 300 crowns of asparagus in the orchard.

House/cabin:

- 1170 sq. ft. cabin, built in 1994, renovated in 2018-2022
- 2 bedrooms, 1.5 bath
- 25' x 9.4' front porch, 25' x 5' timber-framed rear mudroom
- Hickory hardwood flooring throughout
- Cathedral ceiling in combination room
- Heat is electric baseboard (new) and Jotul wood stove
- Water supply spring-fed with a well back-up
- Septic is conventional system
- Exterior is hemlock siding with a standing-seam metal roof

- Kitchen remodeling includes granite countertops and Viking gas stove
- Bathroom remodeling includes tile surfaces and custom finishings
- 10 x 12' garden shed with covered lean-to, constructed of heavy timbers with hemlock siding, with electricity and lighting
- Solar panels: ground-mounted 4.1kw grid-tied solar array with direct supply capability

Workshop:

- 2600 sq. ft. two stories on a 36 x 36' footprint, with a storage loft
- 24 x 24 ' open-air lean-to for equipment storage
- Constructed during 2021-2022 from heavy timbers sustainably harvested from the land
- Concrete foundation, hemlock siding, metal roof
- Ground floor currently used for maple & walnut syrup production, including commercial kitchen equipment for processing and bottling
- Large 12'x14' ventilated root cellar fully underground.
- 2nd floor is half storage, half enclosed/heated with three rooms serving as offices, storage or temporary accommodation with kitchenette/shower.
- Building has spring water and gray-water system with composting toilet, no septic
- This is considered an agricultural building, not residential/commercial.

Barn

- 700 sq. ft (approx) antique barn on the ridge, surrounded by the chestnut orchard
- Hay loft
- Re-sided and stabilized in 2016

Business: Tonoloway Farm is famous for its diversified tree syrups and forest-grown mushrooms. The business has developed a loyal base of customers, both online and face-to-face through farmers markets and the annual Highland maple festival. Although Tonoloway is a small business easily managed by 1-2 people, we are the largest producer of black walnut syrup in North America, which is a big driver of sales and attracts customers to all product lines. Annual income has varied from \$120-180k in recent years, depending on production and market engagement. If desired, the business would convey with physical capital, customer base, website, online sales platform, wholesale accounts and market agreements. The farm is also involved in research on black walnut syrup production with university partners (Virginia Tech and Future Generations University), which generates secondary revenue through research grants. The current owner and farm manager are available to support transitioning the business to new ownership, if desired. The business model can easily be adapted for regional expansion or streamlined to a lower-labor, higher-margin seasonal operating model.

Featured on Discovery Channel's Moonshiners programme, Virginia PBS, Modern Farmer and numerous local and regional media. www.tonolowayfarm.com

Photos



Cabin / home



Garden



Solar panel array



Chestnut orchard and barn



Black walnut tree grove



View from highest point



Workshop during production season



Workshop side view



Workshop front view



Syrup production



Syrup production



Wood-fired syrup evaporator



Shiitake mushroom yard



Shiitake mushrooms fruiting



Farmers' market stand



On-farm sales during Highland Maple Festival



Tonoloway syrup product range



Antique barn on the hilltop



Small safe cave near the house