



January 24, 2020

Eastern Ontario Maple Syrup Producers Association  
275 County Road 44, RR #4  
Kemptville, ON K0G 1J0

**Subject: Expression of interest for partnership opportunity with South Nation Conservation at the Oschmann Forest**

South Nation Conservation (SNC) is seeking local maple syrup producers who may be interested in purchasing bulk maple sap and maintaining maple syrup infrastructure at SNC's Oschmann Forest, located near Winchester in the Township of North Dundas.

Donated to SNC in 2017 by the Oschmann Family in memory of Gertrude Oschmann, the 18-acre forest boasts a diverse woodlot that was actively managed for maple syrup production for 50 years until the early 2000's.

Following a year of work and fundraising to construct a new pumphouse and install taps to again render the forest fit for demonstrations of maple syrup production, SNC now hosts its popular annual Maple Syrup Education Program for local youth at the Oschmann Forest.

With 525 taps onsite, there is a potential for 5,000 to 10,000 gallons of sap to be produced every year; 7,730 gallons were collected in 2019.

Those interested have until Friday, February 7<sup>th</sup>, 2020 to submit the attached expression of interest to [jmesman@nation.on.ca](mailto:jmesman@nation.on.ca).

For more information, or to arrange a site visit at the Oschmann Forest, please contact our head office at 1-877-984-2948.

Sincerely,

John Mesman,  
Team Lead, Communications and Outreach  
South Nation Conservation





## Sale of Maple Sap Produced at Oschmann Forest

South Nation Conservation (“SNC”) is seeking local maple syrup producers who are interested in purchasing maple sap and maintaining maple sap infrastructure at Oschmann Forest in the Township of North Dundas (the “Property”).

The term of the sale of maple sap and maintenance of maple sap infrastructure will be for three maple sap seasons; beginning in February 2020 and ending on December 2022.

In addition to purchasing the maple sap, interested purchasers must also be willing to undertake the following responsibilities:

- a) operate and maintain the pumphouse, pipelines, and equipment at the Property;
- b) employ industry recognized best practices to maintain tree health;
- c) repair the pumphouse, pipelines, and equipment at the Property prior to the start of the maple sap season;
- d) collect the maple sap from the holding tanks located at the Property;
- e) clean the holding tanks and equipment in the pumphouse immediately following the collection of maple sap;
- f) transport the maple sap to the Purchaser’s facility;
- g) clean the pipelines on the Property within 20 days following the end of each maple sap season;
- h) accommodate public shared use of the Property;
- i) provide payment for the all collected maple sap at the amount set by the agreed price within 30 days following the final collection of maple sap at the end of each maple sap season;
- j) provide a valid and current Clearance Certificate from the Workplace Safety and Insurance Board or provide evidence of Workplace Safety and Insurance Board coverage; and
- k) own and maintain commercial general liability insurance on an occurrence basis for third party bodily injury, personal injury, and property damage to an inclusive limit of not less than \$2,000,000 per occurrence.

Interested purchasers are invited to contact John Mesman, Team Lead, Communications and Outreach ([jmesman@nation.on.ca](mailto:jmesman@nation.on.ca)) to arrange a site visit to the Property. Expressions of interest will be received by the Team Lead, Communications and Outreach until **1:30:00 PM, on Friday, the 7<sup>th</sup> day of February 2020.**





SOUTH NATION  
**CONSERVATION**  
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## Map of Oschmann Forest

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Ormond Road, PT LT 4 CON 12 Winchester PT 1 ON 8R5536, North Dundas

