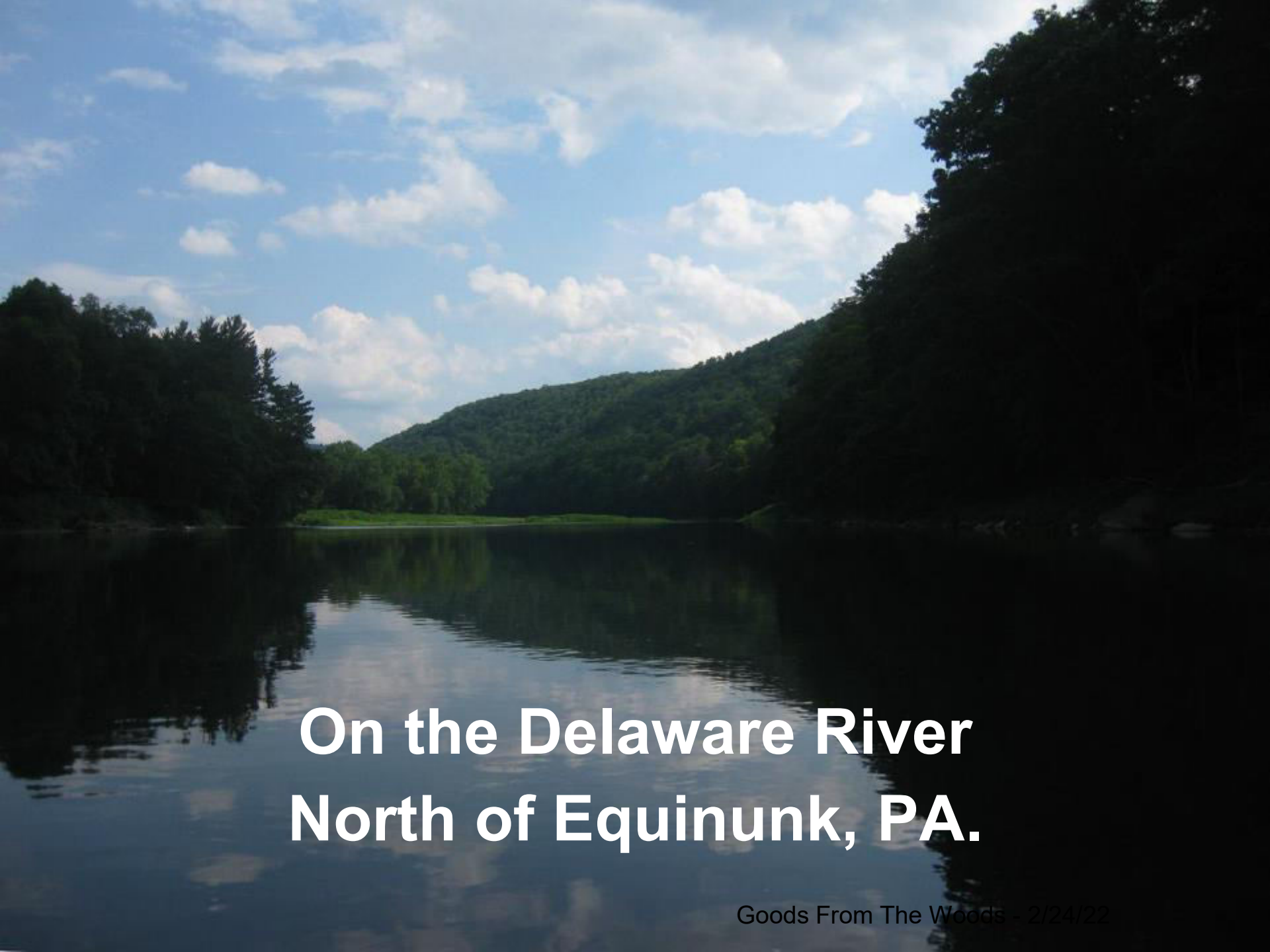


Delaware Valley Ramps

Managing Your Sustainable Forest for Wild
Forest Foraged Products

Gathers, Procures and Sells

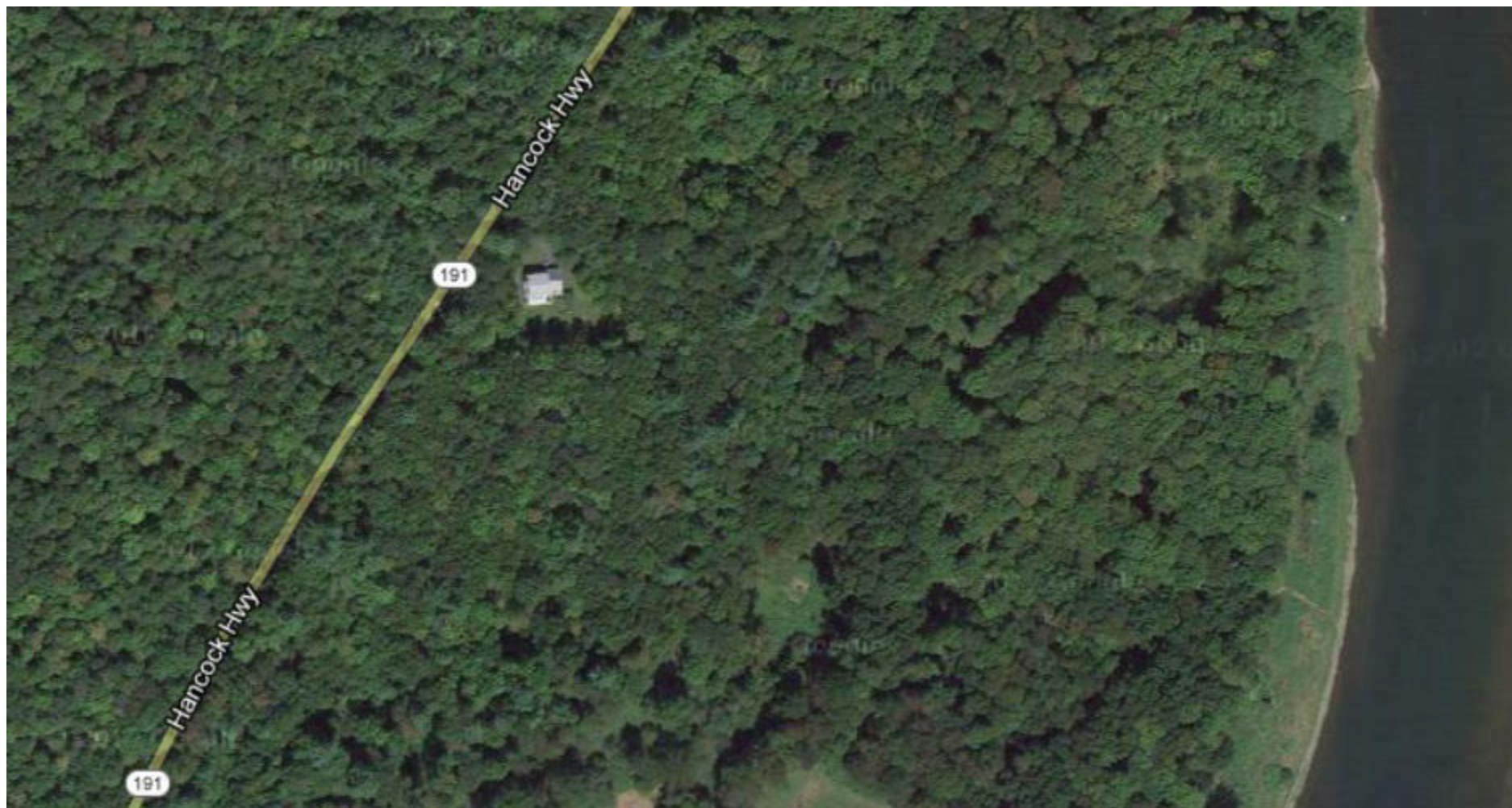
- Ramps (wild leeks)
- Stinging Nettles
- Wood Nettles
- Fiddlehead Ferns
- Wild Mushrooms
- Other wild edibles as available or on request including Lamb's Quarters, Purslane, Curly Dock, Dandelion, Garlic Mustard and Japanese Knotweed



On the Delaware River North of Equinunk, PA.

Goods From The Woods - 2/24/22







The Property

20 acres of mature sweet deciduous hardwoods
Delaware River Valley properties

Goods From The Woods - 2/24/22

The Property

Mixed deciduous mature hardwoods: ash, black cherry, maple, black birch, apple, hickories, 70-110 years old, 100 plus feet high. Not pine, oak, black walnut.



5' of sandy/loamy soil, no rocks

“Best Soil in Wayne County”

Also excellent for cultivating garlic, onions, potatoes

Goods From The Woods - 2/24/22

The Property

Habitat includes Mayapples, Trillium, Trout Lilies and Jack-in-the-Pulpit throughout and Skunk Cabbage in the lowest areas,



Invasives include knotweed, garlic mustard, burdock and multiflora rose.

Late Winter

Ramp seed heads in the snow



Late Winter Fertile fronds of Ostrich Fern



Early Spring

Ramp sprouts under maple buckets



Early Season Green carpet of ramps



Prime Season

Green carpet of ramps and may apples



The Business - Products



Ramps



Fiddlehead Ferns



Stinging Nettles



Wood Nettles

(image: Angelyn, identifythatplant.com)

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The Business - Products



Japanese Knotweed

(image: Marie Viljoen, culture.wnyc.org)



Garlic Mustard

(image: ediblewildplants.wordpress.com)

The Business - Products



Morels



Oysters



Chanterelles



Boletes

(image: Paul McHugh, www.rogersmushrooms.com)

The Business - Customers

- 1. Restaurants in NYC and NEPA
- 1. Distributors, mostly dealing with restaurants
- 1. Direct sale retail mail order, mostly for bulbs and seeds



The Business - Season



Goods From The Woods - 2/24/22

The Business - Season

Mid-April til the end of May for ramps

Season extends into June for other wild edibles and can extend throughout the summer until November if you have the product and demand

The Business - Season

Ramps>Ferns>Knotweed>Stinging
Nettles>Morels>Flowering Garlic
Mustard>Wood Nettles

There is a fall season for Ramp Seeds
and dormant bulbs for planting,
Mushrooms, Nettles, Garlic Mustard,
Knotweed Rhizome

The Business - Process

Digging



The Business - Process

Storing



The Business - Process

Washing



The Business - Process

Weighing



The Business - Process

Shipping

Deliveries in 10-20 lb.lots
in bins, wet bottom or 5
lb poly bags

Express overnight
shipping plastic bags for
ramps, nettles, ferns.
Paper or cloth mesh with
ice packs for
mushrooms.



The Business - Staffing

4-5 member crew paid hourly for digging, washing, weighing and bagging, 2-3 days per week, 8 hours per day

Teenagers to middle aged guys.

Pleasant, moderately physically demanding work in the woods

1 person per week for deliveries



The Business - Marketing

The product markets itself. Chefs covet it and start contacting us in the spring before it's even up or harvestable.

Product from the south is often available 1 month and Michigan 1-2 weeks before NEPA, so competitive advantage is local and freshness. We often have product after the other areas stop.

Generate a few sales from web but most sales leads are word of mouth or direct contacts.

The Business - Marketing

Creative chefs love to try new things so always find time to talk with them, bring them samples and eat in their restaurants.

Our biggest problem is product quantity. We could sell and distribute 5 times the available product.

Always looking for independent foragers to supply according to size, quantity, schedule and quality standards which we provide.

The Business - Numbers

I can harvest 5+ lbs. an hour when the ramps are mature. I count on my crew to do 3 lbs. per hour.

It takes about an hour of washing/weighing/bagging for every 4 hours of crew digging.

Labor over the course of the season averages out to 50% of COGS.

The early harvests we barely break even cause the ramps are small, the crews average less than 2 lbs./hr/person including processing.

The Business - Numbers

In 2021 we sold 400 lbs. of ramps and about 50 lbs of the other products.

Our best year was the first year of the pandemic, 2020 when everyone wanted the first green vegetable from the woods.

Over the years we've ranged from 350 to 800 lbs of ramps in a season. Like all food businesses, there is always some turnover in customers as chefs and buyers change jobs.

Cultivation, Conservation, Control



New Business Model

Ramps U-Pick

- For 2022 we are pivoting the business to an experiential model
- We will market to individuals and families to purchase a ticket to come and harvest ramps on the property at a scheduled time
- 3-4 week season, 6-10 people per 2 hour time slot, 3 days a week.
- Tools and training including washing and storing ramps provided
- Very limited wholesale orders fulfilled for long time customers

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