

AGRICULTURAL OPPORTUNITY



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COMMERCIAL AGENT

6760 HARDING HIGHWAY, MAYS LANDING, NJ

08330

BLOCK 616 LOT 2,3,4



**WITH MOST OF THE LAND BEING
UNENCUMBERED FA-10 ZONE
THIS PARCEL IS LOCATED ON RT 40
(HARDING HIGHWAY) SETTLED IN A
PERFECT LOCATION FOR
ECOTOURISM**

HAMILTON TOWNSHIP

BLOCK 616, LOT 2

**[HTTPS://NJPINES.MAPS.ARCGIS.COM/APPS/
WEBAPPVIEWER/INDEX.HTML?
ID=28EF313EB49F4E8F96CA249D871D06FE](https://njpines.maps.arcgis.com/apps/webappviewer/index.html?id=28ef313eb49f4e8f96ca249d871d06fe)**

**FA-10 ZONES ARE PROTECTED
PINELANDS WITH LIMITED USES.
THIS PROPERTY IS IN A PRIME
LOCATION FOR ECOTOURISM, THE
LIQUOR LICENSE CAN BE UTILIZED IN
A FARM TO TABLE ESTABLISHMENT**

§ 203-28. Permitted, accessory and conditional uses. [Amended 11-20-1989 by Ord. No. 1014-89; 5-17-1993 by Ord. No. 1148-93; 7-7-1997 by Ord. No. 1261-97; 6-18-2012 by Ord. No. 1722-2012]

A building or land in the Forest Area Districts shall be used only for the following purposes:

A. Permitted uses shall be as follows:

Use	Districts		
	FA-10	FA-25	FA-70
Agricultural commercial establishments	X	X	X
Agriculture*	X	X	X
Agriculture-related employee housing	X	X	X
Campgrounds (See § 203-34.)	X	X	X
Forestry (See § 203-174.)	X	X	X
Home occupations	X	X	X
Low-intensity recreation, including sportmen's clubs and lodges	X	X	X
Places of worship (See § 203-177.)	X	X	X
Schools (See § 203-180.)	X	X	X
Clustered residential development (See § 203-196.1.)	X	X	X
Single-family residential on existing lots of record (See also Article XVI, § 203-202, and Article XV, § 203-193.)	X	X	X

ASKING \$400,000 + \$100,000 for LL

\$500,000

SITS ON 4.7 ACRES WITH 2

EXISTING

BUILDINGS AND A LIQUOR LICENSE

ON THE PROPERTY

THERE ARE 2 EXISTING BUILDINGS ON THE

PROPERTY

2500SF AND 1500SF



State of New Jersey

Department of Law and Public Safety

Division of Alcoholic Beverage Control

2025 - 2026

12 - HAMILTON TOWNSHIP

01 - ATLANTIC COUNTY

Pursuant to Title 33 of the New Jersey Statutes, A **PLENARY RETAIL CONSUMPTION LICENSE**

is hereby Granted To **BAKER & CARLSON LLC**

**6760 HARDING HIGHWAY
MAYS LANDING, NJ 08330**

License Number: **0112-33-021-012**

This license confers all rights and privileges pertaining thereto, as set forth in Title 33 of the New Jersey Statutes, and any amendments thereof and supplements thereto, and is expressly subject to the terms, provisions, limitations, requirements and conditions set forth therein and any rules and regulations promulgated heretofore and hereafter by the Director of the Division of Alcoholic Beverage Control pursuant to Title 33 of the New Jersey Statutes. The license is further subject to the provisions of all municipal ordinances and/or resolutions pertaining thereto which have been or shall have been duly enacted under law.

Effective Date: **07/01/2025**

Fee Paid **\$200.00**

Attest: **12 - HAMILTON TOWNSHIP**

Maple and Pine Sap Harvesting at 6760 Harding Highway: Opportunities and Considerations in the NJ Pinelands FA-10 Zone

Site Overview

The property at

6760 Harding Highway, Mays Landing

is situated in a highly sensitive forest environment where "random and uncontrolled development" is restricted. Engaging in sap harvesting is beneficial for several reasons:

Benefits of Sap Harvesting

- **Permitted Land Use:** "Forestry" and "Agricultural product processing" are explicitly listed as permitted uses in Pinelands Forest Areas. These activities allow for economic use of the land without the intensive clearing required for residential or industrial development.
- **Tax Benefits:** a **Woodland Management Plan** can qualify the owner for **Farmland Assessment**. Once a plan is in place, the sale of maple or pine syrup counts toward the required agricultural income for tax breaks.
- **Environmental Compatibility:** Sap harvesting is a non-destructive practice. Pinelands regulations require that clearing and soil disturbance be limited only to what is necessary for the permitted activity. Tapping trees typically does not trigger the strict "major development" reviews required for building structures.
- **Resource Protection:** The FA-10 zone is designed to protect characteristic Pinelands plant and animal species. Sustainable harvesting practices—like those for [pine resin](#) or [maple sap](#)—maintain the forest canopy, which is an "essential element" of the local environment.

Harvest Timing & Method

- **Sugary Sap (Maple):** In New Jersey, tapping typically begins in **late January or early February** when daytime temperatures are between and and nights are below freezing.
- **Pine Sap:** Resin can be harvested year-round, though it is often easier to collect in **winter** when it hardens and is less messy.
- **Equipment:** Modern methods like **plastic tubing** are often used on larger tracts to save manpower, though traditional buckets are also common.

Business and Market Considerations

Expanding a Canadian syrup and sap operation to the

FA-10 zone in the **NJ Pinelands**

6760 Harding Highway offers high cost-effectiveness for direct-to-consumer sales, but presents unique production challenges compared to traditional northern regions.

1. Market Value and Revenue Potential

New Jersey offers a significantly higher price point for finished syrup compared to the bulk-dominated Canadian market.

- **Direct-to-Consumer Pricing:** Local NJ producers report selling syrup for approximately **\$20 per pint** (\$160 per gallon) at farmers markets.
- **High Demand:** Producers in Northwest NJ and Central NY often **sell out every season**, indicating a strong local appetite for "Made in NJ" products.
- **Proximity to Consumers:** With over **22 million people** living within an hour's drive of the Pinelands, the cost of reaching a massive customer base is minimal compared to shipping from rural Canada.

4. Pine Sap Diversification

Expanding into **pine resin (sap)** harvesting adds a year-round revenue stream that is less climate-dependent than maple.

- **Multi-Use Resource:** Pine resin is a valuable "wonder sap" used for natural medicines, waterproofing, and antiseptics.

- **Low Competition:** While maple syrup is a crowded global market, specialized Pinelands forest products like pine resin or **Atlantic White Cedar** lumber are niche markets with strong local heritage and demand.

- Comparison Summary

Canadian vs. NJ Pinelands Sap Harvesting: Key Differences

Feature	Canadian Standard	NJ Pinelands (FA-10)
Primary Tree	Sugar Maple	Red Maple
Sap-to-Syrup Ratio	40:1	60:1
Bulk Price (Gallon)	~\$47	~\$160 (Retail)
Tax Advantage	Varies by Province	NJ Farmland Assessment
Season Start	March/April	Jan/Feb

Summary of Tariff Impact on NJ Producers

Overview

The following table provides a detailed summary of the tariff impacts on New Jersey producers, comparing the effects across Canadian imports, South American imports, and local New Jersey operations. Key categories include retail syrup, pine sap/resin, and equipment. The analysis reflects competitive pressures, tariff rates, and implications for local businesses.

Tariff Impact Breakdown

Category	Canadian Imports	South American Imports	NJ Producer Impact
Retail Syrup	0% (if USMCA-compliant)	10%–15% (varies)	High competition from Canada; low from S. America.
Pine Sap/Resin	25%–35%	10%–50% (Brazil highest)	Strong protection for local NJ resin.
Equipment	25% Tariff	N/A	Higher startup costs for NJ producers.

Conclusion

Tariff policies have a significant impact on New Jersey producers. While retail syrup faces intense competition from Canadian imports due to zero tariffs under USMCA compliance, South American imports incur moderate tariffs. Pine sap and resin are strongly protected with high tariffs for imports, ensuring support for local production. Equipment imported from Canada is subject to a 25% tariff, resulting in higher startup costs for New Jersey producers. These dynamics shape the competitive landscape and operational challenges for local businesses in the syrup and resin industries.



Concept rendering of renovation

6760 Harding Highway Mays Landing, NJ 08330

Based on current zoning regulations and location, the site has potential for redevelopment with a change of use. The showcased concept features the renovation of the existing building into a modern nightclub/bar, while the motel is repurposed for agritourism.

During the daytime, the bar is intended to operate as a restaurant with both indoor and outdoor seating. The agritourism pavilion would feature a farm produce market and souvenir shop, creating a new family-oriented destination for the property.

These renderings are conceptual only and are intended as a visual starting point. The design shown would require a Change of Use application and zoning variances for impervious coverage, front yard setback, and side yard setbacks.

*Please note that this is not a substitute for a full due diligence process.

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