

# SAVAGE RIVER LODGE

LISTED FOR SALE  
1600 MT AETNA ROAD  
FROSTBURG, MD

LISTING AGENT  
TERAH CRAWFORD



*Taylor-Made*  
DEEP CREEK VACATIONS & SALES





An unparalleled property, 43 private acres surrounded by 700 acres of Savage River state forest, Savage River Lodge is a nationally recognized destination. Spread across the breathtaking mountain property, you will find 18 rustically charming cabins, 8 uniquely welcoming yurts, a picturesque 3 bedroom residence, and a stunning 10,000 square ft lodge that encompasses a lavish dining room offering fresh gourmet American cuisine. Operating since 1997, Savage River Lodge has welcomed thousands of guests and built an unmistakable brand! Among other titles and accolades, they have offered Maryland's "Finest Spa & Couple's Getaway", "Finest Dessert", and "Finest Fine Dining".

A sustainable environment, the Lodge installed 325 solar panels behind the main Lodge building. The panels provide 65 percent of the Lodge's electricity and create 84 Solar Renewable Energy Credits (SRECS) each year.

**The lodge is the only venue in Maryland endorsed by Trout Unlimited, SRL is right in the middle of four trophy rivers. The Lodge is situated on 43 acres of private property, nestled in the middle of the Mt. Aetna Tract of the Savage River State Forest.**

Through a cooperative agreement with the State of Maryland, the Lodge maintains 14 miles of trails throughout their property and the Savage River State Forest. The diverse loop trails offer hours of enjoyment and opportunities to enjoy nature at its finest. This is truly a once in a lifetime opportunity!



# EXECUTIVE SUMMARY

Savage River Lodge in Western Maryland is surrounded by 750 acres of Savage River State Forest. Only a 2 hour car ride from Pittsburgh, PA, 2.5 hours from Washington DC and Baltimore and less than 5 miles from Interstate 68.

**15,000**

Square Foot Main Lodge with Guest Services, Great Room, Restaurant and Bar, Meeting Rooms, Wine Cellar, Gift Shop, Wraparound Deck with stunning mountain views

**45**

private acres located in the beautiful Appalachian Mountains of Western Maryland

**18 CABINS  
8 YURTS  
1 RESIDENCE**

Comfortable and unique accommodations and incredible opportunities for growth!

## SUSTAINABILITY

325 - panel solar system accounts for 65% of the main lodge's electricity. The panels also power an electric car station. Tankless hot water heaters are found in all 8 yurts and 6 of the cabins.

**14**

miles of hiking and biking trails on the property. The Nordic Center holds 80 sets of cross-country skis and 60 sets of snowshoes.

## FISHERMAN'S DREAM

Access to 4 world-class fly-fishing streams. The only Trout Unlimited endorsed lodge in Maryland! With quiet forests and clear mountain streams, Western Maryland is the place to be for fly fishing. If you want to go for trophies or just want to experience the meditative "zen" of fly fishing, we'll get you hooked.





# THE MAIN LODGE

15,000 square feet of rustic luxury... Built largely from sustainable lumber. The Lodge is an open architectural pleasure; form unites with function and makes a comfortable chair and a book in the library loft that much more special. Its a common space for guests that feels like their own but warmly overlaps with the space of others. It provides a central meeting place for connecting with each other... with limited Wi-Fi and boasting views of an unforgettable sunrise, perfectly timed each day for admirers of mountain Maryland skies

## The East Porch

SUNRISE... AND FALL

Soak it in. This is where morning makes its big entrance and, wow, what a show! Inviting rocking chairs beckon you to sit and enjoy the view. This walkout, wraparound deck space is so inviting!

**The lodge houses the guest services reception area, a Great Room with double sided, two story stone fireplace, an award winning Gourmet Restaurant & Full-Service Bar, Corporate Meeting Rooms, a gift shop, wine cellar, laundry facilities, additional offices, handicap accessible with a 3-story elevator, backup generator, and sprinkler system.**







## LUXURY YURTS

**8 Pacific Yurts**, completed in 2014 are each 30 feet in diameter. They all feature king size beds. The gas-log fireplaces and radiant floor heat from Warm-board make them a cozy retreat year-round. The luxurious living area is furnished with plush couches and chairs.

**While there are other yurts that dot the land east of the Mississippi, none of them are quite like these. Each of the eight, 30-ft diameter, yurts has a private deck, sitting room. The radiant floor has them feeling cozy and warm all year long!**

"The yurts are probably the nicest you can find anywhere -- beautiful wood floors, wood lattice walls, with a full bathroom with a solid shower, over 800 square feet of space, the comfiest of beds, with a gas fireplace to provide some heat along with the radiant heat from the floor, a huge leather sofa, and a small dining area with a sink and mini fridge... You can hear the birds chirping and can open up the doors and windows so it feels like you're outside and you can really take in the fresh air and beautiful nearby greenery.

There's also an outdoor patio with a couple of chairs where you can lounge and read." Guest Review from Erica L. Columbia Heights, Washington, DC





# CABINS IN THE WOODS

**18 private cabins** are each 800 square feet. A nice walk or short drive to the main lodge, these accommodations are private and so comfortable. The two-story log cabin at the Savage River Lodge provides exceptional comfort and amenities. In the main sleeping loft, there are down-clad queen or king beds. The main floor seating area is furnished with sink-into chairs, a queen sleeper-sofa, table and chairs, a gas-log fireplace, and a small refrigerator. Ceiling fans ensure your year-round comfort. The generous bath has two sinks, a soaking tub, and upscale offerings. The rocking-chair-furnished porch provides a wonderful retreat.

**"Maybe some of the best advice I've ever given: Do not pass this up! Without question the best weekend getaway from DC we've ever had... I think it might be the best kept secret within 3 hours of DC."**





# INVESTMENT SUMMARY

## OFFER PRICE \$7.9 MILLION

ANNUAL INCOME / EXPENSES / NOI  
DETAILS AVAILABLE UPON EXECUTION OF A CONFIDENTIALITY AGREEMENT

	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
GROSS PROFIT	\$1,434,268	\$1,398,508	\$1,492,732	\$1,544,672
TOTAL EXPENSES	\$1,193,531	\$1,183,994	\$1,128,721	\$1,148,668
NET OPERATING INCOME	\$240,737	\$214,514	\$364,011	\$396,003

## POTENTIAL REVENUE ENHANCEMENTS WITH CONVERSION OF INNKEEPER HOUSE INTO RENTAL PROPERTY.

### Location

- 100 miles from Pittsburgh, PA
- 160 miles from Washington, DC
- 168 miles from Baltimore, MD
- 5.5 miles from Interstate 68

### Building Areas

• Main Lodge	15,000 sf
• 18 Cabins - 800 sf each	14,400 sf
• 8 Luxury Yurts - 780 sf each	6,240 sf
• Innkeeper Home - 3BR/2BA	2,200 sf
• Maintenance Building	1,200 sf
◦ With Lean Too Storage	600 sf
• Nordic Center	440 sf
<b>TOTAL</b>	<b>40,480 sf</b>

### Capital Improvements - Last 7 Years

- Aggregate Capital Improvements from 2015 to 2018 = \$1,548,000
- High Speed Internet Tower

### Mechanical/HVAC

- Lodge - Buderus high efficiency boilers, installed 10/2013
  - backup generator
- Cabins - baseboard heat and gas fireplaces. 13 of 18 units have in-line hot water heaters.
- Yurts - In-line hot water heater with radiant floor heat, gas fireplaces, and back up generator

### Mechanical/HVAC continued...

- Residence - forced air heat installed 10/2013, hot-tub, and backup generator
- Nordic Center - Propane heater and wood stove
- Solar system 75 KW - installed 10/2012

### Fire/Life Safety

- Lodge - Sprinkler system - new fire pump installed 06/2017. Fire alarm system, fire extinguishers
- Cabins - smoke detectors and fire extinguishers
- Yurts - smoke detectors carbon monoxide, and fire extinguishers
- Residence - Smoke detectors and fire extinguishers

### Operating Expense Sources

- Completed, Audited 2016-2018 Profit and Loss Statements Available

**Extensive Business/Family/Wedding Special Events Group Booking with opportunity to expand this**

### Future Opportunities

- Innkeeper House Converted to Rental Property
- Addition of Innkeeper housing in available space, lower level of lodge
- Construction of an on-site pond, stocked with trout for fly-fishing practice
- Increase of current 325-panel solar system
- Expansion of Restaurant
- Expansion fo deck on side of Lodge





## DEVELOPMENT HISTORY

**Construction began in 1997** and in October of 1999 the first cabin guests arrived. Savage River Lodge ("SRL") is a true Year-Round destination, the Lodge is a haven of recreation and eco-tourism. Directly on the property, and close by, are numerous outdoor activities like fly fishing, hiking on a 15 mile trail system that travels on the Lodge property and the state forest, cross country skiing, snowshoeing, kayaking, canoeing, white water rafting, biking and many historical attractions are near by.

**The Lodge is also a meeting destination for many companies of all sizes throughout North America wishing to retreat to nature and do various types of individual, family events, and corporate planning. Throughout the year SRL hosts numerous, mid-week retreats that incorporate fresh air and fresh ideas.**

While providing the high level of hospitality in a beautiful and natural setting is the number one operating principle, close behind are the sustainable practices put in place at SRL. Making eco-conscious decisions and protecting precious resources are the foundations that SRL continues to build upon. Before "green" was in, or the way to be, SRL was doing its part to preserve the world and the natural environment. The Lodge is based on the nature and encouraging the guests to interact with the natural world in a responsible way. From the initial building to the continued operation, being green is a way of life at Savage River Lodge.





# FACILITIES

The Savage River Lodge's 45 private acres are mainly comprised of the main lodge, 18 cabins, and 8 luxury yurts. The Main Lodge is 15,000 square feet, manufactured in 1997 by Hearthstone in Dandridge, Tennessee. The Lodge includes guest services, reception, the great room complete with a double sided, two-story fireplace, Savage River Lodge restaurant and bar, corporate meeting room, gift shop, wine cellar, laundry facilities, storage and additional offices. The Lodge is handicap accessible with ramp access and a three-story elevator.

The ground level has walkout deck space, with a 1,200 square foot retail space, including a double sided fireplace. The management offices are also on the ground floor with deck access. Ample storage space, a laundry facility, mechanical room, a bathroom, and wine cellar can also be found on the ground floor. The second and main floor is the Great Room which is where guests spend time enjoying the two-story double-sided fireplace, full bar, and full service gourmet restaurant. The kitchen, server area, and guest services offices are also part of this space, as well as two unisex bathrooms.

The top floor is used as a multi-purpose space from everything to meeting rooms for overnight business retreats, to private dinners, weddings, and even the occasional yoga studio! The conference room has four sets of double doors and walks out onto an upper deck. The loft library and landing provide cozy spots to read, dine, or play games. The third floor also has two unisex restrooms. In addition to the indoor meeting space, SRL can facilitate a wide variety of team building activities from way-finding to orienteering to cooking classes to wine tastings





# FACILITIES



(Continued) The Lodge is supported by a backup generator that provides electricity to the critical components of the building and has a sprinkler system throughout. The property's water system is supported by four wells and three independent water systems. There are 4 septic systems. The last system installed to support the Yurts utilizes the new technology required to keep the Chesapeake Bay clean.



The 18 cabins are each 800 square feet. Each layout is the same; with a sleeping loft with a queen or king bed, a sleeper sofa, gas fireplace and breakfast nook, full bathroom, outdoor deck and a beverage center with refrigerator, coffee maker, and teapot. 1 cabin is handicap accessible. At the time of installation, the cabins were not required to have sprinkler systems.



In 2013 construction began on 8 luxury yurts and completed in 2014 with the first guests staying Memorial Day Weekend '14. The yurts are 30 feet in diameter and include king beds, radiant floor heat, gas fireplace, and luxurious seating area, spacious fully plumbed bathroom, two outdoor deck spaces and a beverage center with refrigerator, coffee maker, and teapot. Although spacious, the yurts sleep only two adults, or would otherwise require a sprinkler system. Yurts have a backup generator that provides electricity in the event of a power outage.



In addition to the Main lodge and the overnight accommodations, there is a 2,500 square foot residence. The private house includes a full size, commercial kitchen, two first floor bedrooms, and one loft master suite with a bedroom, bonus room, and a large bathroom. The first floor also has a full bathroom, pantry, wrap around decking, and jacuzzi. The ground level includes a two-car garage and laundry.





## **FROM THE SELLERS**

We've marked the beginning of a new decade and are still celebrating our twentieth anniversary season! Commemorating it has given us an opportunity to reflect on our journey – from the two of us standing in an empty field dreaming up the Lodge to meeting thousands and thousands of you, our amazing guests, and sharing a piece of serenity together in these woods.

## **LOOKING AHEAD**

It's time for the next chapter in our lives. To look ahead toward the next twenty years and beyond, we're excited to announce the Savage River Lodge is listed for sale. We'll turn 70 this year, and after operating the business nearly seven days a week for more than two decades, it's time for us to start thinking about retirement. But we're not going to run off to Florida any time soon! The Lodge is our life. It is paramount for us to select a new direction that will maintain our vision and continue to grow it, with a seamless transition. That means that if the right fit doesn't present itself, we're prepared to be here for another 25+ years. (You just might need to help wheel us around by then, though!) Perhaps one of you, our Lodge Lovers, is interested in making this special place your own!

## **EVERY SEASON**

Rest assured, we're still your getaway destination for every reason, every season, and every now and then. All of your reservations are secure, and the calendar is still open – we have a whole slate of events coming up! We'll maintain exactly as we have been, but with an eye toward the future and the next generation of Lodge Lovers. Meanwhile, let's make a toast to the memories and continue making new ones.

Fondly, Mike & Jan,  
KoKopelli & Karma



# Savage River Lodge Listed for Sale

---

I am very pleased to have listed this incredibly unique opportunity. Savage River Lodge has become an essential destination in the Garrett County mountains. Now, as the time has come for the owners -the dreamers who built this successful business- to retire, the Lodge is available for the next generation. There is a strong model in place, a 20 year old book of repeat business, as well as prospective growth on the horizon for future creative minds to shape the lodge into their own success.

The sellers welcome potential purchasers to tour the lodge, to meet them and understand their standards. A non-disclosure agreement is available for those who review the information in this packet and would like to take the next steps in the process.

I am available by phone or email to discuss this opportunity, answer questions you may have, and assist you in taking the next steps.



A stylized, handwritten signature in black ink, appearing to read 'TC'.

**TERAH CRAWFORD**

REAL ESTATE PROFESSIONAL

TAYLOR-MADE DEEP CREEK VACATIONS & SALES

[TERAH@DEEPCREEKVACATIONS.COM](mailto:TERAH@DEEPCREEKVACATIONS.COM)

C: 410-487-4914

O: 301-387-4700

35 TOWNE CENTRE WAY MCHENRY, MD 21541



*terah crawford*  
real estate professional  
DRIVEN IS PASSIONATE IS COMMITTED