

THE PIPELINE

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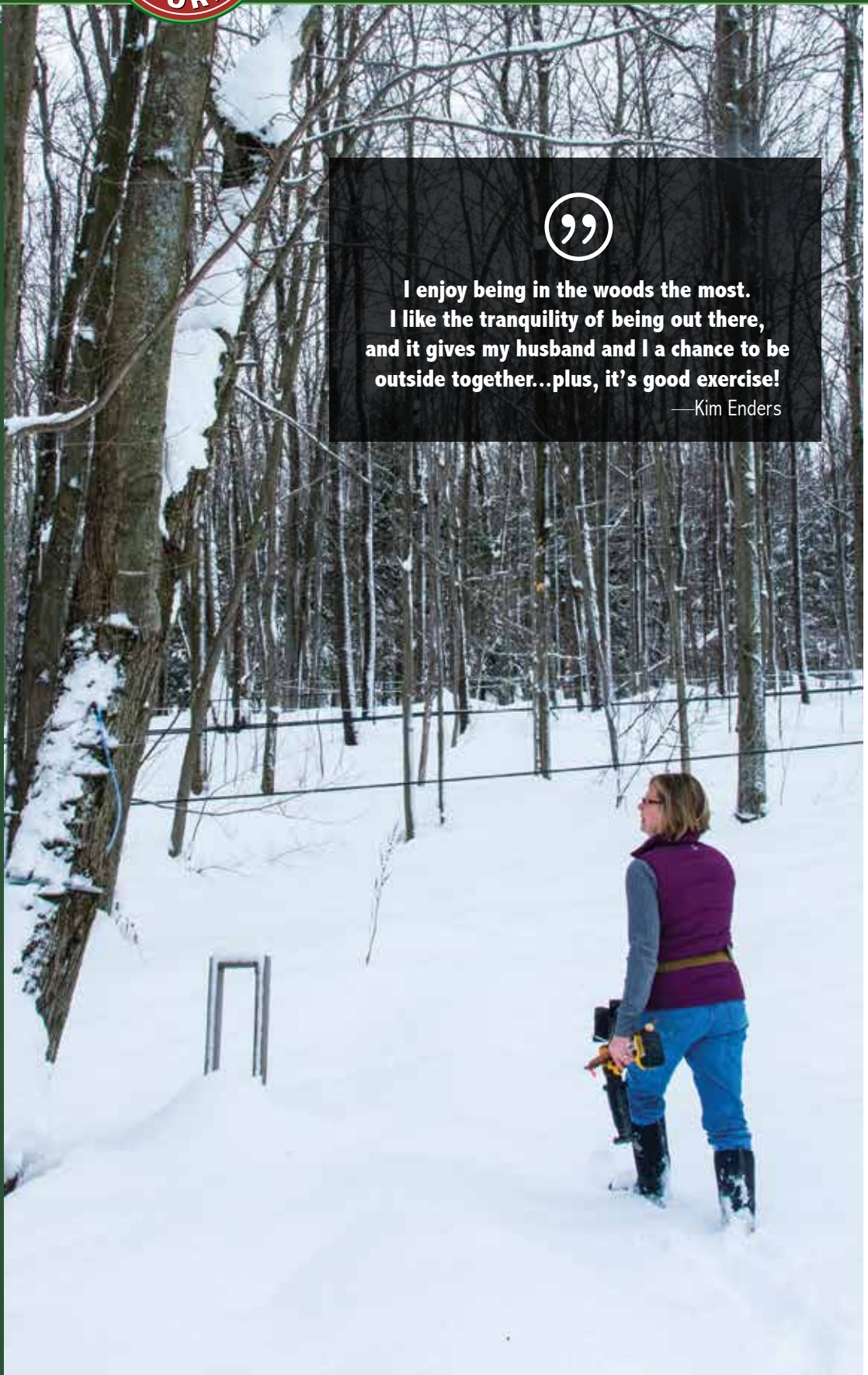
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**I enjoy being in the woods the most.
I like the tranquility of being out there,
and it gives my husband and I a chance to be
outside together...plus, it's good exercise!**

—Kim Enders





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Behind The Scenes . . . Notes from the NYSMPA Office



HELEN THOMAS

Dear members,

I just finished reading the March issue of the Maple Digest -there was a lot of good information by researchers in Maine, Vermont, New York, and Ohio. I hope you can find time this month, maybe while tending your evaporator, to read the information from the various research studies reported. Think of it as reading by the fireside! Like the Digest, this issue of the PIPELINE is intended to keep you current on the maple industry. Thank you to Mike, Steve & Pete at Cornell for providing so much of the content!

January gave me the pleasure of seeing many of you personally at one of the many maple schools held across NYS - aren't we lucky to have the Cornell Maple Program team to organize and teach at Verona, Letchworth, Miner Institute, Lowville, Gouverneur, and at the NY Farm Show? I always enjoy the chance to see you in person, since so many of you are only a phone call or email the rest of the year.

February took me to Albany several times. First was a TasteNY reception at the annual convention of elected county officials from across NYS. This was an opportunity to be sure that all of the various counties know that maple is an important part of agriculture in upstate NY. Next was our annual trip to visit state legislators known as our Maple Lobby Day. Dale Moser, Kevin Ardison, Dave Schiek, Dwayne Hill, Damien Hill, Mike Kenny, Debra Kenny, Keith Schiebel and his VVS FFA students made up the teams with myself and Jeff Williams and Lauren Williams of NY Farm Bureau. We met with over 25 different offices: senators, assemblymen, and budget support staff for both chambers. As with other years, we were gratified by the support that was universal from everyone we visited. We finished the month on leap year day with the annual Farm Bureau Agriculture reception held at The Egg at the capitol.

My phone has rung often in the last month with questions from the media. Many questions came about the early start of the season; by the end of the call the reporter has learned a lot from me about sap runs and their relation to temperature. That doesn't prevent the question - "So what will this year's crop be like?" Good, we hope - check back with us late in April! On a more serious note, though, some of the calls have explored the topic Mike covers in his article - the effect of a global economy and the disparity between the Canadian and US dollar. This is a fact that we producers must take into account. If our product has to be more expensive because we have higher production costs here in the US, I would suggest that our product also needs to be the very highest quality we can make. The small "craft" brewery for beer can survive alongside the big name supermarket brands. Ask yourself, "why?" The answer is in the craft of making it and the artistry of packaging and marketing the product. If you want to create a retail market for your crop, the aim for high product standards and packaging should be chief on your list of goals.

Hope your season is a good one. Please let me know!

HELP US KEEP YOU INFORMED!

We send frequent emails to the entire membership to let you know of things happening in the maple world. The latest emails were about state fair consignments and competition entries.

IF YOU DID NOT GET THEM, do the following:

Send an email to office@nysmaple.com. This will tell us your current email address. Maybe our records need to be updated.

Check your spam for office@nysmaple.com and info@nysmaple.com. We use these two email addresses to send you the latest news, if your spam filter has them blocked you will not receive our communications.

IF YOU HAVE AN IPHONE or IPAD: We frequently send documents that as Adobe pdfs that need Acrobat Reader to be viewed. Download and install the free reader: <http://www.adobe.com/products/reader-mobile.html>

A Message from our President

By Harry Komrowski



HARRY KOMROWSKI

The weather is strange this year (again), with some very early warmth. The contrast from last year's maple season to this year's is about as different as can be. Last year's season consisted of deep snow and constant cold temperatures until March, whereas this year features what seems like two week cycles of winter, then a few days of spring. The early start has made for lots of media attention and that is always good for our industry!

The gentle weather can also encourage backyarders to try making maple syrup for the first time, as some of them will be the next decade's producers and association members. Lets hope the weather does in fact give a spike to this year's membership.

I listened to a story over the past year that relates to the quality of syrup and it really stuck with me. It was about a producer selling at a market who was questioned by a customer about why his glass jars of syrup on the display table didn't have any "mother" in them. "Mother" the producer questioned? Yes, that layer of "mother" at the bottom of the jar. My friend that gave me a jar of syrup said maple syrup has to have that "Mother" to show it's real syrup.

Maple Syrup should, of course, never have "mother" or, that layer at the bottom of a jar correctly identified as sugar sand or niter.

All of which leads me to believe that maybe our association needs a "Sugar Sand" poster for members to display in there sugarhouses, as this is an area consumers are not very aware of or familiar with.

The story should go something like this; when maple syrup is boiled down to the correct density, there will also be sugar sand suspended in the syrup. This is because the maple tree roots absorb water from the soil it grows in, which becomes the sap. That water will have also absorbed minerals from the ground.

The sap has only a small amount of sugar and the boiling typically takes 40 gallons of sap to produce a gallon of syrup. Because so much water is evaporated, the minerals that are dissolved in the ground water become supersaturated and are said to drop out of suspension. It is these minerals that are the sugar sand and, as any master producer knows, must be filtered from syrup to be legally sold to consumers.

And, since were talking sugar sand, it leads me to state a theory I have about why there are greater or lesser amounts of it during different time of the season or, from one season to the next. I believe that as we begin gathering sap from the sugar bush, the trees naturally

absorb more ground water to replace what we take. Typically in early season when sugar sand is less, the water being absorbed is from the melting snow pack setting on the forest floor. That melt water may have only been in the ground for minutes and not had much chance to absorb minerals from the soil. Conversely, as the season progresses, the snow pack is gone, the maple tree tap roots are called upon to absorb water from deeper in the ground - this equals more minerals, hence more sugar sand. Let me know what you think about this as we see each other during the year or email me at pres@nysmaple.com. Here's wishing you a productive season.

Important NYSMaple.com Updates

Here are some important updates that have been made to our website, NYSmaple.com. These changes are aimed to make the site more user-friendly, easier to navigate, and to create a better overall experience for both members and consumers alike! The map-based search of our members now includes several variations.

- The search on the "BUY LOCAL" page only includes those members who have told us they sell a retail product.
- We have added three searches under SUGARMAKERS:
 1. SEARCH-ALL MEMBERS will include all active association members.
 2. SEARCH-MEMBERS WHO SELL WHOLESALE only includes those members who have indicated that they sell wholesale products.
 3. SEARCH-MEMBERS WHO SELL BULK includes those members who have said they sell bulk (Barrels) of syrup.
- The search on the Maple Weekend portion of the website only includes members who have signed up for this year's Maple Weekend.
- The search on Maple Weekend Pancake Breakfast portion of the website only includes members doing Maple Weekend pancake breakfasts onsite.

If you find your business missing from one of these pages, you will need to contact the state office to update your information at office@nysmaple.com or (315) 877-5795.

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From Ten to 2,100: Red Schoolhouse Maple

By Alex Zangari, Zoey Advertising

The mild winter led many maple producers to an early tapping season, and Red Schoolhouse Maple was no exception. The farm, which is owned and managed by husband and wife, Kim and Kevin Enders, is nestled on 35 acres of wooded land in Oswego County.

The Enders began tapping on the first of February, which was about two weeks earlier than their typical tapping season. In anticipation of the higher accumulation of snow that usually hits the North Country, the Enders run their tap lines a bit higher on the tree than normal. During usual tapping seasons at their farm, there's a base of at least two feet of snow that covers the ground. This year, they had to carry buckets out to the woods to stand on because they couldn't reach the lines. "That was a first!" Kim said with a laugh.

"We had beautiful green grass, I sent a picture to my mom in Florida so she'd believe me!" said Kim. Red Schoolhouse Maple had about ¾ of their woods tapped, with sap flowing, when the February freeze and snowstorm hit the week of the 15th. The small town of Palermo, where the farm is located, got about 37 inches of snow over night, plus four more inches the next day. Out of over 2,000 taps, just 100 remained untapped at the time of the storm. The Enders planned to wrap up the rest of the tapping by the end of that week, when the snow stopped and warmer temperatures were in the forecast.

The Red Schoolhouse Maple operation went from ten taps seven years ago, to 2,100 taps today. "We started off with buckets in the backyard," Kim explained. "I grew up in Liverpool, I'm not from a farm family...but we were always a 'hands-on' family." One season, Kim saw something on TV about the tapping process and said to her husband, "You know, I'd really like to try that sometime!" So they did!



KIM ENDERS

After a trip to Vermont to buy an evaporator, they built their fully finished sugarhouse, which now has a seasonal retail store that is open during the holidays and during tapping season.

"The great thing about maple is that you can make it a full-time job, or a hobby," Kim said, who, like her husband, works full-time and also coordinates the NYS Fair Maple Center. "You really get a sense of accomplishment. This type of thing absolutely does not appeal to everyone, but we love it."

After they're all tapped, the Enders will be focused on Maple Weekend 2016. "We have some people that come to our sugarhouse for Maple Weekend every single year. They always thank us, they're so loyal, and they're really 'all about maple,' so it's extremely enjoyable to see them and talk with them each year."

The Enders will be participating in both of the Maple Weekends, which are March 19-20 and April 2-3. They will be holding pancake breakfasts during both days of each weekend, from about 8 a.m. to noon. Tours and other family activities begin around 10:30 a.m. They will also be doing an Easter Egg Hunt this year, on Saturday, March 19th.

Kim's piece of advice for the first-time Maple Weekend participating producer? "Offer more than just maple. It's a good idea to have other things to look at in your sugarhouse, and other products like molded sugar and maple cream." She always puts out about five or six dishes during her Maple Weekend, all of which feature maple as an ingredient

in some way.

"I enjoy being in the woods the most. I like the tranquility of being out there, and it gives my husband and I a chance to be outside together...plus, it's good exercise!" Kim said. Something that started as a curiosity and ten taps has now turned into a 2,100-tap operation and a true passion for the Enders...That's a pretty "sweet" success story!



Offer more than just maple. It's a good idea to have other things to look at in your sugarhouse, and other products like molded sugar and maple cream.

—Kim Enders

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Maple Granulated Sugar Recipes

Kim's Super Healthy Peanut Butter Protein Bars

By Kim Enders
Red Schoolhouse Maple

Ingredients:

1 cup organic peanut butter
2/3 cup granulated maple sugar
2 eggs
2 scoops vanilla protein powder
Dark chocolate for drizzle topping

Directions:

Mix all ingredients together, except chocolate. Form into individual cookies, or press into an 8" by 8" pan to make bars. Bake at 350°F for 10 minutes. Drizzle with melted dark chocolate when cool.



Recipe for Maple Popcorn Syrup

From the State Fair Maple Center

Ingredients:

4 lbs granulated maple sugar
1 lb white (cane) sugar
12 oz very dark /strong flavor syrup

Directions:

Mix together well and store refrigerated in airtight container.
(Note: recipe is for the maple mixture only.)

Maple Sugar Cookies

Contributed by
Scott St. Mary

Makes about 3 dozen

Ingredients:

1/2 cup (1 stick) of unsalted butter, softened
1 cup granulated maple sugar
1 tsp of vanilla extract
1 large egg
1/2 cup + 1 tbsp maple syrup
(very dark/strong flavor is preferred)
2 cups all-purpose flour
1/2 tsp baking soda
1/2 tsp of salt

Directions:

Cream butter and sugar together until light and fluffy. Add the vanilla extract and egg and mix well. Add the maple syrup and mix well. In a separate bowl sift together flour, baking soda and salt. Slowly add the flour mixture to the butter mixture and stir just until blended. Cover with plastic wrap and chill for thirty minutes. Preheat oven to 350°F. Drop spoonfuls of the cookie dough, about 1 inch balls, onto cookie sheets lined with parchment paper. Bake for 10-12 minutes or until lightly browned around the edges.

Maple Fudge

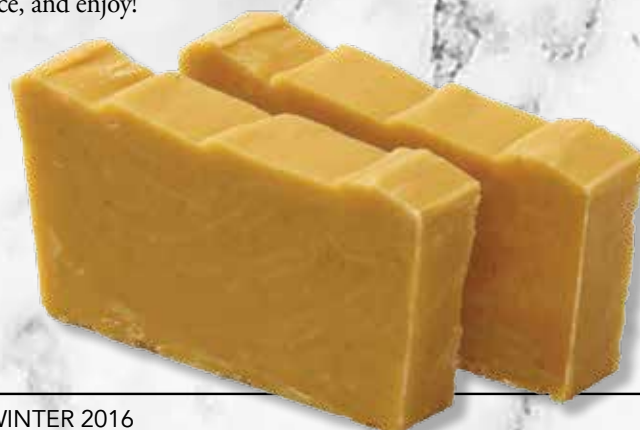
Submitted by Missy Leab
Ioka Valley Farm

Ingredients:

1/2 lb butter
1/2 lb granulated maple sugar
1 lb confectioner's sugar

Directions:

Melt butter on low heat. Add maple sugar, mix until smooth keeping on low heat. Hand mix in confectioner's sugar until well blended. (Optional: add nuts or chips as desired.) Press into pan, let cool, slice, and enjoy!



Maple Cinnamon Bread

By Mona Childs

Makes 3 loaves

Ingredients:

2 pkg active dry yeast
3/4 cup warm water (105-115°)
Dissolve yeast in warm water.
When dissolved, add the following to the yeast mixture:
2 2/3 cup warm water
1/4 cup granulated maple sugar
1 tbsp salt
3 tbsp shortening
5 cups flour
(Optional: Raisins)

Directions:

Beat until smooth. Add another 4 to 5 cups of flour - enough to make an easy-to-handle dough. Knead on floured board about 10 minutes. Place in covered greased bowl and let rise in warm place (about 1 hour). Punch dough down, divide in thirds. Shape each third and place in greased loaf pan. Spread each loaf with 1 tbsp softened butter. Mix 1 tsp cinnamon with 1/4 cup maple sugar for each loaf, and sprinkle over the buttered loaves. (Optional: add raisins as desired.) Let rise in warm place until double (about 1 hour). Bake at 350°F for 20 minutes.



Apple Cranberry Crisp

By Ruth Esther Delavan

Ingredients:

5 cups peeled, cored, thinly sliced cooking apples
1 cup cranberries
2 tablespoons granulated maple sugar

Topping:

1/2 tsp cinnamon or apple pie spice mix
1/2 cup quick cooking rolled oats
3 tbsp packed granulated maple sugar
2 tbsp flour
1/2 tsp cinnamon or apple pie spice mix
2 tbsp butter

Directions:

Preheat oven to 375°. In a 2 quart baking dish combine apples and cranberries. Stir together the sugar and spice and sprinkle over apples, then toss to mix in. In small bowl, combine the dry ingredients. Cut the butter in with fork or pastry blender until crumbly. Sprinkle evenly over apple mix. Bake for 30 to 35 minutes, until apples are tender.



Expect Lower Bulk Syrup Prices in 2016

By Michael Farrell, Ph.D., The Henry Uihlein II and Mildred A. Uihlein Director of The Uihlein Forest

Bulk syrup prices are expected to be significantly lower when you go to sell your crop this spring, and it has absolutely nothing to do with how much syrup is made. With most agricultural products, prices are usually correlated with the size of the harvest. If there is a shortage, prices will rise and if there is a surplus, then prices will likely fall. However, unless there is an extreme shortfall due to weather conditions, prices will almost certainly be lower than last year, even without a bumper crop. As a sugarmaker, it is important to understand how bulk syrup prices are calculated and perhaps adjust your business plans according to market conditions.

The Federation of Maple Syrup Producers of Quebec determines the minimum pricing that will be paid by packers in advance of the season. Since all commercial sugarmakers in Quebec must belong to and sell their bulk syrup through the Federation, and given their large market share (70-75%), the Federation has the ability to dictate pricing for the industry as a whole. The good news is that the price for the top grades has actually gone up from \$2.92 per lb last year to \$2.95 per lb for this coming

year. However, the bad news is that this figure is in Canadian dollars. If it were in US dollars, things would be looking a lot better for us right now. In the global economy, our economic fate as sugarmakers is tied directly to the US-Canadian exchange rate, which in turn is impacted by the price of oil and a myriad of other factors that we have virtually zero control over.

In May of 2015, the Canadian dollar was approximately 80% of the value of the US dollar and thus bulk syrup prices were around \$2.35 per lb. As I am writing this, that figure has fallen to about 71% (and it has been even lower). Nobody knows what it will be when prices come out in April or May, but many economists think the current slide will continue. Thus, there is a good chance that the Canadian dollar will be around 70% of the US dollar this spring, when bulk prices are established by US packers. Based on the current exchange rate and the minimum prices set by the Federation, we should expect syrup prices to be about \$2.10 to \$2.20 per pound for the top grades this upcoming season.

It is important to realize that as the maple industry was rapidly growing in the US

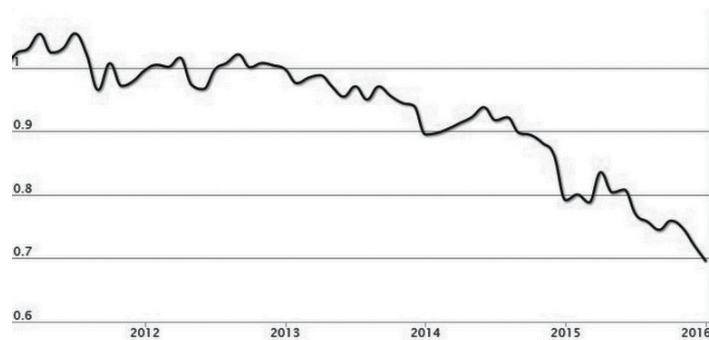


Figure 1. Canadian-US Dollar Exchange Rate 2011-2016
Source: www.usforex.com last accessed February 2, 2016.

over the past five years, things were much different. Figure 1 displays the US-Canadian exchange rate from 2011 to 2016. In 2011, the Canadian dollar was actually worth more than the US dollar, in 2012-2013 it hovered close to about par, and then heading in to 2014 it began its steady decline. There are always winners and losers when exchange rates fluctuate, and U.S. sugarmakers had been doing very well several years ago. However, American producers are now at a major disadvantage when selling bulk syrup or competing with Canadian companies for grocery store accounts. (see Figure 1)

As a sugarmaker, what can you do during these difficult times? First of all, it's important to realize that even if you don't sell bulk syrup, you aren't necessarily immune to the lower

bulk prices brought about by the exchange rate. Even if you sell all of your syrup retail, you may notice some pushback from consumers who question why they should pay \$16-20 for a quart from you when its only \$10-12 at the grocery store (and we have definitely seen prices that low this year at some major outlets). Many people would rather buy from a local sugarmaker, but some may not be willing to pay significantly higher prices to do so. I wouldn't suggest lowering your prices to match lower ones found elsewhere, but you may have to ramp up your marketing efforts so that you can more easily sell your syrup without resorting to lowering prices.

If there is a bumper crop, and you can afford to hold on to some of your bulk syrup this spring, that MIGHT be a

smart move. There is always a chance that bulk prices could rebound in 2017 and perhaps there will even be a short crop that year, making your bulk syrup even more valuable. However, there is also a chance that the Canadian dollar will be just as weak, if not weaker, in spring of 2017, and bulk syrup prices could plummet even further. There are simply too many variables at play, many of which we have no control over, so it's a gamble to try to play the markets. Furthermore, many sugarmakers need to sell their bulk syrup in the spring to pay down bills, so it may not be possible for you to hold off on selling some of your barrels. Everyone has heard the expression "buy low and sell high," so if you can afford to wait to sell some of your bulk syrup until prices go back up, you may come out ahead. The risk here is that prices may not rebound and some of your syrup may even go bad or degrade in quality if it wasn't filled and stored properly. There is also the opportunity cost of holding on to your inventory vs. selling the drums and investing those funds. You must consider the alternative rate of return you could earn on your money if you had it available to invest. For instance, if you think you could earn 5% return on your funds, syrup prices would need

to go up by at least 5% in the next year before you sell it in order to earn a greater return on your bulk syrup.

Finally, it is important to realize that the U.S. packers are not trying to take advantage of sugarmakers by offering lower prices this season. The reality of the market is that the U.S. packers have to compete with Canadian packers in the market and all of the large syrup accounts are extremely price sensitive. The margins are extremely tight when selling in to these large accounts, and if a U.S. packer was paying more than a Canadian packer, the U.S. packer would either lose the account or lose money in trying to keep the account. The maple syrup market is highly competitive, and one cannot afford to pay more than their competitors for their raw material (bulk syrup) and expect to remain in business. Thus, whatever the Federation establishes for the minimum price of bulk syrup multiplied by the exchange rate will be the going rate for bulk syrup this spring. If there is a short crop, prices could be higher, but we'll have to wait until late April or early May to know for sure.



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Need a Replacement Evaporator or New RO? Grants Available!

USDA REAP grants will be available in 2016

These grants will pay 25% of the cost of maple production equipment that saves energy.

If you are thinking of replacing or adding equipment, and want to apply for a grant to help with the cost, start NOW! This USDA program will be announced later this spring, and the deadlines for application are always a challenge to meet on time. These are the basic requirements:

- Three years of maple production history (how much syrup did you make and how much fuel did you use to make it?)
- Make & model information on the equipment you want to install
- Ability to front the cost and wait for reimbursement.

If you are interested, the association is pleased to have the services of the two professionals who can help you apply! Contact one of them to begin your application. There is a modest fee for their services.

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Northeast Agriculture Technology Corp.
NYS Certified Energy Assessor
607-725-2741, natc244@centralny.twcbc.com

Angel Thompson, Grant Writer
(347) 610-1171, artmamasays@gmail.com



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The Value of Sample Bottles & Batch Coding

By Michael Farrell



This season, as you are filling drums of pure maple syrup, you are strongly advised to fill at least one sample bottle, preferably two, for every barrel you fill. These are usually 1 oz or ½ oz in size and can be useful for a number of reasons:

1. From a marketing perspective, you can keep them on a shelf in your sugarhouse (preferably in front of a window) to display the wide variety of maple syrups you produce. This is a great way to discuss the wide variety of natural flavors found in pure maple and the unique nature of your syrup.
2. If you are going to be selling drums, having sample bottles that prospective buyers can examine will allow them to purchase the barrel without having to open it. After a barrel has been opened, the vacuum seal that was created when it was hot packed is broken and it is much more prone to spoilage. Thus, if a bulk syrup buyer can trust that your 1 oz. sample is representative of the entire barrel, then this will help facilitate better transactions.
3. If you are going to be making value-added products, you can test the invert sugar concentration levels from your sample bottles and then choose the barrel to make your candy, cream, or granulated sugar according to the results. If you have taken any of the value-added classes offered by Steve Childs, you know the value of testing the invert sugar levels and incorporating that data in to your recipe. It is important to properly label and store each sample bottle. We have a sticker on top that simply has the number associated with each barrel. All of the barrel and sample information is then stored in an Excel worksheet where the sample number can be referenced to the barrel number, date of production, grade, and brix. That is too much information to write on a small label, so the numbering system works well for this purpose. Having two samples allows for repetition and backup (which is always a good thing), and having some samples stored on a window for marketing purposes and others stored in a refrigerator for testing purposes makes sense. That way, you don't have to disturb your nice looking syrup display, and you won't have to worry about the sunlight and other factors affecting the perceived grade of syrup!

Note that, with the new international grading system, you are also required to batch code your jugs every time you bottle syrup. This is a common sense regulation that nearly all food manufacturers must follow. Should there ever be a problem with some of your syrup or you get a formal complaint, it's extremely helpful to have codes on all of your jugs so that you only have to test (and potentially pull) the jugs with that code. The batch codes can be whatever you want them to be - they just need to be clearly understood and uniform within a batch so that one can easily identify a specific batch.

New York State 20-C Exemption Kitchen Reg Update

By Helen Thomas, NYSMPA Executive Director

During the State Fair, questions came up regarding kitchen exemptions. I've also had some inquiries from a few producers who applied for kitchen exemptions and received denials or confusing information. So, it seemed time to check with Ag & Markets to be sure we all know the facts!

2016 Kitchen Exemption

Starting in 2016, Kitchen Exemption applications can only be done by completing form FSI-898c and emailing to the Department of Ag & Markets in Albany. The form & instructions are available here: <http://www.agriculture.ny.gov/FS/consumer/processor.html>. You will also have to mail water test results if you have well water - for municipal water, no tests are required.

What can be made in a home kitchen? The key here is HOME kitchen. So, they will not consider anything made on "unusual equipment" that is not normally in a home. No cotton candy, ice cream, etc. Popcorn will depend on your kitchen process - obviously a large glass popcorn machine is not normal kitchen equipment.

If commercial ingredients are used then the following would be okay: coated nuts, Chex Mix, maple cream with raspberry or strawberry. The key is that you can't grow your own straw-



berries, for example, and then add those directly to the cream. It's okay to make cotton candy mix, as that is just blending sugars. It's also okay to do maple spices, again, as long as the spices are commercially sourced. Lastly, it is okay to make heated confections, such as maple peanut brittle.

Definitely not allowed: anything with dairy, raw vegetables, or anything with chocolate that isn't baked (chocolate chip cookies would be acceptable, but chocolate coated maple sugar would not be).

Once a kitchen exemption is issued, it lists all the foods you are allowed to make and IF IT ISN'T LISTED you can't make

it until you get the exemption updated. Our advice is to be explicit with what you want to make...For example, don't say "flavored maple cream," but instead specify "raspberry maple spread, using our own pure maple syrup made into spread with XYZ brand raspberry syrup added." Using the word "cream" without being explicit that there is no dairy ingredient can be misunderstood, so be sure you make it clear you mean pure maple cream. Maple products cannot include any butter, cheese or dairy ingredients without clearance from Ag & Markets, and this requires more than a kitchen exemption.

A Note About Shared-Use 20-C Kitchens

20-C licenses are issued for the name of the requestor (individual or business), not for the location. If a shared facility is used, the holder of the 20-C license must assume liability for the product made and the process used, or else the maker of that product needs to apply for their own 20-C license at that location. Any shared facility agreement should state the water source and define whose responsibility it is to keep the facility clean and up to spec. Include the agreement with your 20-C application.

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Wayne Brow's 10 TIPS FOR TAPPING

By Wayne Brow, Brow's SugarHouse - West Chazy, NY



WAYNE BROW



- 1 Tubing Maintenance**
Focus on the woods: walk your lines after the leaves fall off the trees. Check for any problems and do your repairs then, before they are buried in the snow or ice. Don't forget to check your lines after high winds or storms as well.
- 2 Tap Early (If Possible)**
I'd rather get the first two runs of sap than the last two. Starting early provides you with the opportunity to do bush maintenance before the big runs come. Be ready when the trees are ready!
- 3 Be Conscious of Tree Selection**
Don't overtap: One tap hole on an 8" or larger diameter tree. Two tap holes for 18" and larger trees.
- 4 Tap Hole Value: Quality is Key**
Take your time to select good healthy wood. Each tap hole is worth at least \$10. The quality of your tapping is far more important than the speed!
- 5 Tapper Selection**
Precision tappers are very useful for many tappers. Use good quality tapping bits that are sharp!
- 6 Technique**
Stand on firm ground so you don't wobble. Straight in and straight out. This will prevent micro air leaks. I prefer to use the drill on low speed.
- 7 Select the Proper Tubing Droplines**
I prefer a 3011 dropline. This gives me the flexibility to select the best wood for my spout (and not just the ONLY wood I can reach because my dropline is too short).
- 8 Consider Tapping Below the Lateral Lines**
This is an excellent option in assisting the tapper in locating good wood and has no impact on production.
- 9 Pay Attention to Tap Hole Depth**
1X inch to 1 1/2 inch deep. I don't accept brown colored chips. Look at a different spot on the tree.
- 10 Choose the Correct Type of Spout for You and Your Trees**
My preference is the white nylon spout. It adapts to the hole better and is more malleable.



Educate with Maple!

By Alex Zangari, Zoey Advertising

Head to our website for a collection of K-6 curriculum, all available for download and use at <http://www.nysmaple.com/educators/>. Here you will find worksheets, coloring books, activity books, posters, and videos, which all provide educational value...and incorporate MAPLE! These resources cover a wide variety of subject areas, including Art, Math, English/Language Arts and more. Best of all, the videos appeal to all ages, not just elementary students!

We hope you will help promote NY Maple by reaching out to your local school. Tell the elementary principal, librarian, or a favorite teacher about these materials. Send them a letter introducing the materials, or better yet, visit them to show them the website. You also can contact Helen at the state office (office@nysmaple.com) to get a copy of the materials on a DVD that you can then share.

At your maple sugar operation, use them with your own kids or grandkids after school or on the weekend. During maple season, print some worksheets to have in your sugarhouse, and set up the videos for visitors to watch.

If you are a teacher, these are great, New York State approved curriculum pieces that can be used in your classroom to cover all areas of study! Through this curriculum, students will learn essential elements of an important New York State agricultural product, while practicing the necessary classroom instruction skills.

We are grateful to Steve Childs at the Cornell Maple Program for coordinating the production of these materials, and to the various funding sources that made it possible.



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Update from LCMPA

Jake Moser, President LCMPA

2016 New York Calendar of Upcoming Schools & Workshops

- July 17-19 New York State Maple Tour, Cortland NY**
Contact: Cindy Gardiner, Chenango County Cornell Cooperative Extension
99 N. Broad St., Norwich, NY 13815
607-334-5841 (Ext. 11)
- July 20-23 Mid-Atlantic Maple Camp**
Contact: Cynthia (Cindy) Martel, West Virginia Department of Agriculture
Oak Hill, 226 Maple Avenue, Oak Hill, WV 25901
(304) 465-3762, (304) 541-9756 cell
cmartel@wvda.us, www.wvagriculture.org
- Sept. 27 Maple Production for the Beginner Broome County**
Contact: Laura Biasillo
Cornell Cooperative Extension-Broome County
840 Upper Front St., Binghamton, NY 13905
(607) 584-5007, lw257@cornell.edu
- Oct. 22 Maple Value Added Workshop Broome County**
Contact: Laura Biasillo
Cornell Cooperative Extension-Broome County
840 Upper Front St., Binghamton, NY 13905
(607) 584-5007, lw257@cornell.edu
- October 26-29 North American Maple Syrup Council and International Maple Syrup Institute Annual Meetings in Vermont**
- Dec. 3 Southern Tier Maple Program**
Contact: Brett Chedzoy, Cornell Cooperative Extension Schuyler County, Agriculture and Natural Resources office: 607-535-7161; cell: 607-742-3657
bjc226@cornell.edu
- Dec. 10 Onondaga County Maple School**
Contact: Kristina Ferrare
Cornell Cooperative Extension of Onondaga County
The Atrium, 2 Clinton Square, Syracuse, NY 13202
315-424-9485 ext 231, 315-424-7056 fax
www.ExtendOnondaga.org

The LCMPA held their annual meeting on Saturday, January 23, 2016. We had 20 members in attendance for the meeting. We discussed the upcoming Maple Weekends, possible renovations to Lewis County fair booth, and the 2017 NYS Maple tour (which we will be hosting, and will center around the Jefferson, Oneida, and Oswego counties). I would like to take this moment to add, if there are any interested producers that may want to host a stop at their place, please contact me at (315)486-7933 or by email at mosersmaple@frontier.com

We have also added two new directors to the executive board. So, congratulations to Evan Zehr and Dave Freeman! I would also like to say "thank you" to the two directors whose terms have come up and have now stepped down. Thank you Nadeen Lyndaker and Larry Gorczyca for all the selfless time and effort you have contributed throughout your terms!

At our annual executive board meeting, held on February 13th, we took nominations and appointed the new officers for the LCMPA. The officers are as follows:

Jake Moser - President
Cortney Markham - Vice President
Leroy Burnham - Secretary
Shawn Massey - Treasurer

Congratulations to all. If you have any interest in becoming more involved with the LCMPA, please feel free to contact me.

Don't forget Maple Weekends are split this year around the Easter holiday. If you are a participating producer good luck, and have some wonderful weekends! If you are not participating, please get out and visit some of your neighbors' operations. As always, if you are looking for participating places, or somewhere to get your belly full of pancakes, visit mapleweekend.com.

The best to all with the upcoming season!

St. Lawrence Regional Update

Hugh Newton, St. Lawrence MPA

On February 13 the St. Lawrence County Maple Producer's Association held its annual dinner. It is traditional to honor a "maple person of the year". This year David Davis was presented with a plaque honoring him for his contributions to maple in St. Lawrence county over the years.

David and his brother Mark are the fourth generation of the Davis family to tap the same sugar bush. He has been a Leader equipment dealer for more than thirty years, so he is known throughout the county as a great resource for advice and knowledge.

Recently he retired, and has donated his time working for the association at some of our events. He has helped with the hot task of working the griddle at the county fair pancake breakfast. The Davis family donated a sap gathering sleigh that was their grandfather's to the sugaring display at the St. Lawrence Power Equipment Museum.

His devotion to the needs of the maple producers in St. Lawrence County will be missed but we wish him a Happy Retirement!



Mill Creek Maple Supply

David Norton

Maple Sugaring Equipment & Supplies

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