

THE PIPELINE



A New York State Maple Producers Association Publication

HIGHLIGHTS

- Do You Have Grade Materials?
- Birch Syrup Research
- Maple School at Paul Smith's
- Lead Contamination
- Cornell Maple Camp
- 2015 REAP Grant



Maple Weekend — Page 4

It's Becoming Official Worldwide!

The new maple grade terminology is being adopted worldwide. Maine, New York and Vermont now have the new terminology regulations in effect. New Hampshire has enacted, the regulation takes effect there at the start of 2016. The USDA also standardized on the new regulation and this took effect March 2, 2015. The only other state with regs is Ohio who have indicated they will follow the USDA regulation. The new terminology was adopted by the Canadian government in December 2014, and took effect on Dec 31, 2014 with a two year implementation period. This affects all syrup except that made & sold in Ontario & Quebec. Ontario and Quebec: all indications are that their local regulations are in the process of revision and will be enacted soon.

Remember that anything you bottle from now going forward must use these new descriptive phrases:

Golden Color and Delicate Taste; Amber color and Rich Taste; Dark Color and robust taste; Very dark color and strong taste. In addition, you should institute a batch record keeping system. Briefly, that means all barrels should be labeled when filled with the grade and date of production. All consumer packages should have a batch code on them that is related to a record you keep of what barrel(s) you used to fill that package, and on what date it was filled.

For more information visit our website, and go to FOR PRODUCERS, the 2015 grading regulation page.



UPCOMING EVENTS

Catskill May 7, 6:30 pm, Brooks BBQ

CNY Meeting May 5, 6 pm, location TBA

Lewis Meeting May 8, 7 pm, location TBA

NENY May meeting will be held at Paul Smith's College, so we can get a preview of the event. All host sites and committee members are asked to attend. Meeting date: Sunday, May 17, at 2:00 pm

St. Lawrence April 7, 7 pm, Canton Learning Farm

UH Not scheduled

WNY Regional association meeting, May 21, 7pm, at the new building, WNY Steam Show Grounds, Alexander



NEW YORK STATE Maple Producers Association, Inc.

Board of Directors

Dwayne Hill, *President*
Harpersfield, 607-652-6792

Michael Parker, *Vice President*
West Chazy, 518-420-4497

Karl Wiles, *Treasurer*
Syracuse, 315-559-7630

Dottie Merle, *Secretary*
Attica, 585-535-7136

Michael Bennett
Glens Falls, 518-222-4990

Michael Blachek
Vestal, 607-239-5636

Mike Hill
Warrensburg, 518-623-9783

Jeff Jenness
DeKalb Junction, 315-347-3415

Hugh Newton
Potsdam, 315-265-7397

Eric Randall
Alexander, 585-547-3596

Larry Rudd
Mannsville, 315-465-4491

Scott St. Mary
Malone, 518-483-6270

Tony VanGlad
Stamford, 607-652-3424

Don Weed
Moravia, 315-497-3480

Haskell Yancey
Croghan, 315-346-6356

Greg Zimpfer
Attica, 585 591-1190

Office

Helen Thomas, *Executive Director*
office@nysmaple.com
301 Myron Road
Syracuse, New York 13219

315-877-5795

Fax: 315-488-0459

www.NYSMaple.com



Behind The Scenes ... Notes from the NYSMAPA Office

Hi NY maple producers!

Whenever I begin these letters to you, it is a challenge to summarize everything that the state association has been doing on your behalf, and fit it on one page. It never fails – when I read my own copy when it arrives in the mail I think “I forgot to tell them about ...” There has been lots going on for maple in NY since the last newsletter, I am excited to share it with you, hope I don’t forget much!

We attended the New York City Wine and Food show in October, sponsored by the Food network. With over 10,000 foodies in attendance, it is a great way to remind them that Maple is a delicious, natural sweetener. We just attended the international restaurant & food show in NYC last week – this gave us great exposure to a whole new audience, more about that in future newsletters! Maple cream from NY went to the breakfast table of folks attending the Sundance Film Festival, it was served with NY bagels in the NY reception!

Your maple weekend team – 8 of your fellow maple producers – has been hard at work planning our largest maple weekend ever. With 160 locations, NYS has by far the largest maple agritourism event in the world. Now lets hope Mother Nature attends!

We work with other maple and agricultural associations – your delegates have attended IMSI (International Maple Syrup Institute) meetings in Nova Scotia & Vermont, North American Syrup council Meetings in Vermont & Nova Scotia, farm Bureau Meetings in Rochester & Albany, and the annual NY Ag Society meeting in Syracuse. We also attend the NY Farm Viability Institute annual planning meeting and the Council of Ag Organization Planning meeting. Tony Van Glad & I spent a day in NYC at the Farm to Table Upstate Downstate Ag summit, where NY maple in Statue of Liberty bottles was given to all of those attending. Some of your fellow producers spent a day talking to legislators in Albany in February on your behalf to tell them about the growth of the maple industry in NY, and to ask for funds to continue to sponsor research and promotion for all of us.

This winter saw successful maple workshop conferences around the state – starting in Erie Pa in November, to the best ever Verona conference (over

DID YOU GET OUR EMAIL?

We send frequent emails to let you know happenings in the world of maple. In the month of February already there have been notices about REAP grants, Bulk Syrup sales, and Maple Weekend Happenings. If you did not receive these emails, contact us with your correct email address!

Where trade names are used, no discrimination is intended and no endorsement is implied by the New York State Maple Producers Association.

1000 attended!) and in several regions across the state after that. Many thanks need to go to the folks from Cornell Maple Program, University of Vermont researchers, and all the maple producers and equipment dealers who put together the workshops.

Membership in the state association is strong – as of March 15 our membership totals 663, the highest it has ever been. While most of you are from NYS, we also welcome members from 7 other states and 2 Canadian provinces. One thing that makes me personally very happy – we now have 10 student members. These are the next generation of maple producer! If you have a young person in your family or business, please consider gifting them a student membership. We think it is a bargain at only \$10.

Committees of your fellow members have been working through the winter months. The maple center committee has plans under way for the 2015 State fair, which promises to be bigger & better this year. They have already spent a

workday at the center, making needed renovations upstairs to allow for more efficient storage space of supplies. The education booth committee has met several times and have their plans underway. We have committees working on a bylaw review, on wholesale opportunities, and on Best Practices guidelines. And all of you can benefit from the work of the grading implementation committee – see page xxx about the grade education materials available to all members.

We expect all of this energy to translate into better support and education for you and your maple business. If you would like to be involved in any association committee, the only requirement is your time (usually by telephone and email!) Just let one of the board members know of your interest – we will be glad to have you!

I trust you are reading this after a good day boiling, or maybe you didn't get to this until April when the season was finished. Let's hope it's the best ever!

Helen Thomas, Executive Director

DID YOU GET YOUR POSTERS?



Each member is entitled to a copy of each of the posters pictured here. If you did not yet get your copy, contact your region president or the state association office to make arrangements to get them now. We cannot guarantee availability after June 1 2015.



Thomas Kaufman
65 Charlie Wood Road
DeLancey, NY 12752

Maple Sugaring Equipment

607-746-6215/fax 607-746-8367

tomshane95@msn.com/www.catskillmountainmaple.com

CDL USA, Wes Fab, Zap-Bac, Sugarhill



Fillmore Maple Supply

Owner: Bob Beil

(585) 567-2738

See us for all your Dominion & Grimm maple sugaring equipment, containers & supplies.

10883 State Rte. 19A
Fillmore, NY 14735

Fax: (585) 567-2761
E-mail: bob@dominiongrimm.ca

Maple Weekend 2015

Maple Weekend comes of age in 2015 as 160 sugar houses open their doors to visitors. The event has been growing exponentially along with the industry as syrup-making technology has improved, retail marketing tools have become more accessible, and more and more families renew the syrup-making tradition at their farms. Your new Maple Weekend Committee has been hard at work in planning this year's event. Here's what's new:

The purpose of Maple Weekend is to provide a free educational demonstration with a maple producer where visitors can experience many aspects of pure maple production, including syrup and value-added production.

Mission Statement: As more and more sugar-houses take on the retail and value-add market, we are finding more creativity in what many of you want to do with your Maple Weekend open houses. One of the first challenges given to the Maple Weekend com-

mittee was to define the event through a mission statement so that we can better match member Maple Weekend plans with the Association's ability to promote it properly. The new mission statement, presented in the box here, clarifies the intent of the event as a free educational experience with a maple producer but leaves room for it to be held off-site in stores and museums.

Deadline for sign-up: Sign-up for the event must be by October 15 each year. This deadline allows for regional coordinators to get print materials published at a reasonable date. It also allows the State association to be ready with participant information as magazine deadlines start to come up in December.

Newly Redesigned Website: MapleWeekend.com has a whole new look with a new, more powerful search engine to go with it. Visitors to the site – over 60,000 last year – will be able to do keyword searches for participating sugar-houses in their areas and then print a handy results list to take with them on their Maple Weekend adventures. It is very important that participating sugarhouses check their listings for accuracy as this is where we are driving all of our advertising traffic.

New Advertising Venues: Matching postcards and posters have been distributed across the state and matching billboards will be posted in Albany, Kingston, Watertown,

Syracuse, Oswego and Rochester. Food Network magazine gives us a mention in their April issue (which hits the stands in March). Public radio ads will air throughout the month of March on WAMC and NCPR. Press releases went out in January statewide and press kits went out to local TV stations immediately after.

More on Facebook: Steve Reszka of Reszka & Associates continues to provide consistent, professional, shareable content on the Maple Weekend facebook page. Look for recipes and industry facts to be posted here regularly January – March. All producers are welcome to send content to him via e-mail stevereszka@roadrunner.com or you can post on their timeline. Those of you who have a facebook page are welcome to use the Maple Weekend posts to keep the conversation going on your own pages.

Questions about Maple Weekend may be directed to:

Angela Swan

NYS Maple Weekend Coordinator

mapleweekend@nysmaple.com

518-846-3192

Regional coordinators:

Western NY	Bridget Smith	(716) 649-9465
Lewis Region	Nadeen Lyndaker	(315) 346-6829
Central NY	Barb Hamlin	(315) 636-8569
Catskill	Randy Grippin	(518) 337-0784
Upper Hudson	MJ Packer	(802) 236-0881
Northeast NY	Tammy Bechard	(518) 846-7498
St. Lawrence	Lori Jenness	(315) 528-2450



IMSI Meeting – October 2014 – Wolfville, Nova Scotia

Lyle Merle, IMSI Delegate

The International Maple Syrup Institute meetings in Wolfville, NS were well attended and very interesting. Nova Scotia has a variety of agricultural commodities, much like our area with grapes, potatoes and corn and soybeans supporting the dairy and poultry businesses. Blueberries are a major crop, which is different from our area. The paper business is a major portion of the forestry industry. A third papermill was brought to the Province in 1958 in spite of recommendations against it from foresters.

With three paper mills, the forest resources are being cut faster than the regrowth. You can see the effects as you drive through Nova Scotia. The maple industry is mostly centered in Cumberland County. Production per tap is roughly half of what it is in the rest of the maple producing areas. No one is sure why that is when they are using the same technology as the rest of the industry does. Is it that the climate is different, or the soils on the hillsides are only about 6-10" deep and therefore unable to hold enough moisture?

Grade changes are continuing to proceed in all areas. There are continued favorable responses from consumers in areas that have implemented the new grades. Customers really appreciate the flavor descriptors included with the color grade.

The Marketing Committee is in early stages of developing a marketing strategy. The rep from the Federation stated that the IMSI is where the Federation was 10 years ago. They have gone from 85% of households in Quebec using pure maple syrup 40-50 times a year to 95% of households using maple syrup 60-70 times a year. They are currently consuming 2 pounds per capita in Quebec per year versus .25 pounds per capita overall in the U.S. and Canada. The Federation is spending \$1MM per year on advertising and promotion – not all of it in Quebec.

Ideas were kicked around on how to raise money to fund marketing. One possibility is 1¢ per spout sold in the U.S., collected through the equipment manufacturers. Another possibility is a Federal Marketing Order. The Nielson Reports were given – maple syrup is less than 2% of the sweeteners market, but has increased 6% over the past year, while all other sweetener categories are down versus the previous year. Statistics show that less pancakes are being consumed – is that due to people going away for nutrition issues and not wanting to use corn syrup?

There was a meeting on the proposed US Roundtable. This meeting was held outside the IMSI meetings. There was virtually no support for starting a US Roundtable. The organizers insist their intention is not to start another organization, but they would like to influence happenings in the U.S. industry. A formal organization would be necessary to have any credibility with those they are trying to influence. Others felt strongly that the new Communications Committee of the NAMSC will do what the Roundtable wants to do since the NAMSC is heavily influenced by the U.S.

The IMSI is looking for some additional funds to help with organizational expenses (aren't we all!), so they are going to propose a dues increase.

Imidiafall, which is being used to treat Emerald Ash Bore is being tested on trees infested by Asian Long Horn Beetles. Research suggests that the chemistry of the tree changes and it cannot be tapped for syrup production ever again.

Maple Hall of Fame in 2015 will be Cecile? and Roy Hutchinson, the past Editor of The Maple Digest.

The dates were set for the 2015 meetings:

- February in Burlington, VT
- May in Croghan, NY
- August in Moncton, New Brunswick
- October – Annual Meeting – in Sommerset, PA
- New York will host the annual meetings in October 2021.

I, again, brought up the Standard of Identity for Maple Sap Water. The Federation currently has a program called NAIPS which is a food safety certification program for maple sap water. I was appointed Chairman of a committee to work on this. We will try to come up with a uniform standard and then approach the regulating authorities.

There is a final push in the maple industry to eliminate lead equipment. Bulk producers will be asked to analyze their equipment that they have removed all galvanized equipment for example galvanized buckets, galvanized gathering tanks, galvanized syrup barrels, lead soldered pans. Don't forget that some brass and copper can contain lead. The lead level in syrup should be under 10 parts per billion.

International Conference on Birch Sap and Syrup

The first ever International Conference on Birch Sap and Syrup will take place from June 12-14, 2015 at Paul Smith's College in the Adirondack Mountains of New York. The main purpose of the conference is to bring together many people who are currently producing birch sap and syrup products to network with each other, share ideas, and learn about the latest research and developments in this growing industry. It is also intended for sugarmakers who have birch trees and are considering adding birch syrup production to their existing operations. If you currently produce birch syrup or are considering doing so in the future, this is the conference for you.

The activities will kick off Friday evening with a welcome reception featuring birch-themed dishes along with a tasting competition in which everyone will get a chance to taste birch syrups from throughout the world and vote on their favorite. Saturday will feature several technical sessions and

workshops along with a tour of Paul Smith's College birch and maple sugaring operations and a birch BBQ dinner. On Sunday there will be additional workshops and a tour of the maple and birch sugaring operations at Cornell's Uihlein Forest in Lake Placid.

Because the conference will be drawing people from throughout eastern Europe, Scandinavia, Alaska, and western Canada, we are also scheduling an optional tour of sugaring equipment manufacturers in northern Vermont on Monday, June 15.

The registration fee is \$150 and includes all meals and activities from Friday evening through Sunday afternoon. Registration forms and additional information is available at www.adirondackmapleschool.com. Please contact Michael Farrell at mlf36@cornell.edu or (518) 523-9337 with any questions.

February 2014 IMSI Meeting Report

Lyle Merle, IMSI Delegate

The Federation is paying a 17½-cent bonus for organic maple syrup. There is approximately only 5% carryover of organic syrup this year versus 40% carryover in previous years. 19% of Quebec's crop was certified organic this year.

There is a proposal to promote March as "Maple Month" in an effort to coordinate and continue to promote maple.

The Maple Marketing Committee reported on their progress. Their goal is to double the consumption of maple syrup in seven years. One of their main objectives is to unify the message to the consumer about the benefits and value of using pure maple syrup.

There was significant discussion on sub-standard syrup in various markets here and abroad. When an inappropriate off-flavored syrup is put on the market, it hurts all of us because the consumer perceives it to be what maple syrup is and will not pay the price for product that does not taste good. The new grading system should help this problem with the Very Dark color and Strong Taste.

The consumption of pancakes and waffles has decreased in each of the last ten years, so we need to market syrup to use somewhere else if we want to continue to grow the market.

The Food Safety and Modernization Act passed in 2012 is being administered by the FDA and will affect the Maple Industry over the next several years. Henry Markes has been in contact with the FDA and he stated that a volunteer producer certification program similar to Vermont's program will address the requirements of the Food Safety Act.

The Maple Water Committee reported the terms for maple sap water and maple beverages were discussed. The group is leaning towards calling RO permeate water "tree water from the maple tree." There will be a meeting in Burlington, VT in early May with all bottlers of maple sap and maple beverages for further discussion.

IS YOUR MEMBER PLAQUE UP TO DATE?



If you are missing stickers for past years, or if you have been a member so long that you have run out of places to put your stickers, just let the office know what you need. We'll get them in the mail to you!

Northern NY Producers Sought for Collaborative Research on Birch Syrup Production

With the support of a grant from the Northern NY Agricultural Development Program, Cornell University is seeking the input of maple producers in northern NY who are interested in experimenting with birch sap and syrup production on their lands. Anyone with sugaring operations in Clinton, Essex, Franklin, Jefferson, Lewis, or St. Lawrence counties who has a significant number of birch trees on their property and would like to tap them is eligible to apply.

The grant will pay for materials to help collect and measure sap volumes and sugar concentration from your birch trees. The goal of this project is to explore the production potential for different species of birch in varying climates. We are looking for producers who have access to yellow birch, paper birch, black birch, or grey birch trees to collect data in the pursuit of a greater understanding of the sugaring potential for these species. In particular, we want to determine if there are differences in volumes and sap sugar concentration from these species in different regions of the north country and what the impact of using vacuum tubing, gravity tubing, or buckets is on sap yield. As with maple, there are likely to be large differences in sap volumes and quality from different species, collection methods, and locations.

We know a lot about maple but not nearly as much about birch. Therefore, if you live in NNY, have at least 50 birch trees, and have ever been curious about the quality and quantity of sap they could produce in the spring (primarily after the maple season has ended), then this is your opportunity to test them without incurring any out-of-pocket expense. Please contact Michael Farrell at (518) 637-7000 or mlf36@cornell.edu if you have any questions or are interested in learning more about the project.

Fall Squash, Maple and Cider Soup

By chef Kevin McCarthy
Paul Smith's College Culinary School

Yield: 2 quarts

- 2 butternut squash, cut in half and scored
- 4 Macintosh apples, quartered and de-seeded
- 1 qt. apple cider
- 1 cup light pure maple syrup
- 1 oz. olive oil
- 1 white onion, diced small
- 3 stalks celery, diced small
- 2 sprigs thyme
- 1 cup cream (optional)
- Water to adjust consistency
- Salt and pepper to taste
- 1 T dark maple syrup



Cut squash in half lengthwise. Scoop the seeds out of the squash (save the seeds and toast them to garnish the finished soup). With a knife score the flesh of the squash, brush with olive oil, and season with salt and pepper. In a 2"-deep half-hotel pan, put the squash, apples, light maple syrup and cider together (mix well), cover with aluminum foil, and roast in a 375°F oven for 30 minutes. Remove foil and continue cooking until the squash is fork tender (about 1 hour). You want the squash to caramelize—be sure it does not burn! Once the squash are cooked and slightly cool scoop out the flesh and discard the skin.

While the squash are cooking, in a large sauce pot use the remaining olive oil to sweat the onion and celery until cooked through. Add the thyme, cooked squash and apple cider mixture to the sauce pot. Simmer for 20 minutes. Purée the soup in a blender (adding water if necessary) until smooth. Add cream if desired. Season with salt and pepper and finish with a drizzle of the dark maple syrup and the toasted seeds.

Justus Asthalter

Maple Syrup, Inc.

Authorized Dealers for



Fully Stocked Glass & Plastic Inventory

Sean Boyes
865 Aden Rd., Parksville, NY 12768
(845) 292-8569
family@justusmaple.com

CHECK OUT THE NEW LOOK OF OUR WEBSITE
www.justusmaple.com

Serving NY, PA and NJ for 4 Generations



Mack Maple Supply

Maple Equipment and Supplies
Tubing Installation and Maintenance
Forestry Consulting

Gavin MacKellar
1139 County Route 35
Potsdam, NY 13676
315-244-5256
mackmaplesupply@gmail.com
www.mackmaplesupply.com



Central NY Maple Education Experiment

Teri and Mike Blachek, of Sugar Creek Maple Farm, Vestal NY, have partnered with a local school club to market and promote Maple Syrup and other local farm products at local school events. The club's leader, Gunnar Glover is a senior this year and has turned his love of outdoors and agriculture into a local force for educating his peers and the general public of the health, environmental, and economic benefits of "buying local produced foods."

Here is the group's charter: The Seton Catholic Central Sustainability Club was founded in autumn of 2014 to promote environmental, economic, and social sustainability within the school and around the community. Central to the group is the value of local consumption, especially in regard to agricultural products. The club labors to connect the student and faculty body to local farmers and producers. Education on the importance of local agriculture, an understanding of how and where food is produced, and encouraging active engagement in food production are all primary focuses. These objectives are pursued through introducing students directly to producers, making local products available to students, initiating discussions, and, eventually, through an on-site garden program. So greatly is the Sustainability Club committed to these values that even the majority of its fundraising efforts are devoted to the sale of local goods, including maple products from Sugar

Creek Maple. Supplementary funds come through other sales, grants, and various donations, including a recent generous contribution by Broome County Farm Bureau.

Since its formation, the group has grown to over 30 active members from very diverse backgrounds. Almost all of the students are from urban or suburban environments, so the club offers, for some, their only substantial exposure to agriculture. This introduction has already been a significant motivator in getting students to increase their interest in and purchase of local and/or sustainable products. The group has begun on campus composting of food and yard wastes to increase student involvement and educational opportunities, all while delivering a constant reminder to be conscious of food choice. By providing a variety of opportunities for student participation, the club continues to grow and extend its influence. The club plans to tour the working sugar house, when sap starts flowing (June?)

This partnership between students and maple farm has been a win/win for everyone involved. Gunnar, produced maple last year from 4 taps in his front yard, and understands the joy (and sweet rewards) from producing pure maple syrup. Gunnar is waiting to hear from Cornell (his first choice college) regarding admission in their agriculture program. Sugar Creek Maple Farm, wishes he and the club members the very best!



800.935.7245
KaplanMaple.com
Sales@KaplanContainer.com

Kaplan Maple is your source for everything maple!





Custom Tubing Installation
Maple Equipment Sales
Sugarbush Consultant

82 McDonald St., Glens Falls, NY 12801
518.222.4990 • TapholeMaple@gmail.com

Stand Out.

Affordable graphic design for labels, packaging, marketing materials, clothing, and cookbooks



Grindstone Press & Graphics
Cathleen@GrindstonePress.com
(518) 827-6252





Thompson's Sugar Shack LLC
Maple Caramel Popcorn • Maple Peanut Brittle • Maple Spice Rub • Maple Syrup • Maple Cream • Fundraisers
WHOLESALE PRICING AVAILABLE



607 - 652 - 4261 | Thompsonsugarshack@yahoo.com
www.thompsonsugarshack.com | Facebook Thompson Sugar Shack

Adirondack Maple School at Paul Smith's College

As maple production continues to grow, so does the demand for educated producers. Paul Smith's College and Cornell Cooperative Extension have partnered to bring you the Adirondack Maple School, a program focused on the science, business, and culinary aspects of maple.

SESSION 1

Developing a Profitable Sugar Operation

August 1-4, 2015

Cost \$695*

This course, led by Dr. Michael Farrell, Director of Cornell University's Uihlein Sugar Maple Research Field Station, is designed for students and existing sugar producers who want to develop a more profitable operation.

Specific topics will include:

- Innovative sugar bush management
- State-of-the-art sap collection and processing
- Developing value-added maple products and other non-timber forest products from your sugar bush
- Expanding production through buying sap and leasing taps
- Evaluating fuel and equipment options
- Maximizing return on capital and time investment

SESSION 2

Sweet & Savory: The Art & Science of Cooking with Maple

August 5-8, 2015

Cost \$695*

Join PSC Chef Kevin McCarthy to explore innovative uses of maple syrup and sugar in the development of food items such as soups, sauces, marinades, and glazes. This hands-on course will culminate with a grand "maple feast" prepared by the students.

Specific topics will include:

- The science of maple as an inverted sugar and its applications
- Sweet utilization areas will cover cookies, quick breads, fruits and pies, pastries and confections
- Flavor profiling of maple syrup, including characteristics of umami and pairing with spices
- Maple syrup use with proteins, vegetables, and starches
- Applications for soups and other savory "value-added opportunities"

*Pricing for each session includes tuition, all instructional materials, housing, and all meals. Sign up for either session this weekend and save \$100.

Interested in earning college credit? Students may elect to earn one transferable college credit per session from Paul Smith's College, a regionally accredited institution. It is recommended that students check with their individual institution to ensure transferability. An additional tuition fee of \$200 per session is required for students interested in earning college credit at the Adirondack Maple School.

For information, please contact the admissions office at Paul Smith's College at (800) 421-2605 or admissions@paulsmiths.edu.

Central NY's Maple Equipment Supplier
LINK MAPLE FARM

New & Used
Equipment
Tubing
Buckets
Containers



4045 Macfarland
Taberg, NY 13471

(315) 336-3030
www.LinkMapleFarm.com

VISA
MasterCard

THE BACON
JUG
COMPANY

SAVING YOUR TREES & YOUR MONEY EVERY YEAR!

New design stainless steel spiles will last generations. The small taphole 5/32" helps the trees to heal quickly!



5/32" 5/32"

No landfill waste.. Easy to use, Easy to clean. Saves time and \$MONEY\$
Experienced customer service and tech support.

ASK FOR YOUR FREE SAMPLE TODAY

Maple Hill Farm, 107 C. Crapsier Road, Cobleskill, NY 12043 | 1-800-543-5379 or 518-234-4858
MAPLEHILLFARMS.BIZ

Summit Offers Opportunity to “Connect the Dots”

By Ruth E. Thaler-Carter

Among the activities recently undertaken by the New York State Department of Agriculture and Markets under Commissioner Richard A. Ball that offer promise to the agriculture industry in its efforts to enhance visibility among potential consumers and customers was the first-ever Farm to Table Upstate-Downstate Agriculture Summit. Held December 4, 2014, in New York City, with then-Lieutenant Governor Robert J. Duffy presiding, the goal of the event was to “explore ways of increasing access to fresh food for underserved populations and growing New York City markets’ access to upstate agricultural producers as a means of boosting in-state production and consumption,” according to the department.

Of the event, Agriculture and Markets Department Commissioner Richard A. Ball said, “As farmers, we live and work just a few hours away from the largest appetite in the world in the New York City metropolitan area. The potential for upstate farmers to harness this marketplace is limitless and we just need to connect the dots better.”

The department may do another summit and has set up a task force to keep the momentum going on this topic.

Note:

Below is a more detailed description of the ideas and next steps lifted from Governor Cuomo's press release, “Governor Cuomo Announces Highlights from the 2014 Farm to Table Upstate-Downstate Agriculture Summit,” December 4, 2014 (<https://www.governor.ny.gov/news/governor-cuomo-announces-highlights-2014-farm-table-upstate-downstate-agriculture-summit>).

Regional Food Wholesale Farmers’ Market – The governor is committed to developing a Regional Food Wholesale Farmers’ Market, and state government will work with local and private partners to identify resources and an appropriate

site. This market will enable the upstate agricultural industry to increase access to metropolitan markets for producers, while providing an array of healthy, affordable food for communities. It will also serve as an aggregation hub and processing facility to assist upstate producers and processors in targeting institutional and private sector procurement.

Development of a Regional Food Hub Task Force and Action Plan – This new task force will consist of a balanced membership of stakeholders from upstate and downstate New York, including members of New York City government named by Mayor Bill de Blasio, along with members of New York State government named by Governor Andrew Cuomo. Working together, they will develop a plan to expand the distribution of regional foods to the New York City marketplace. A report will be presented to Governor Cuomo on how to expand regional food hubs across New York State within the next 90 days.

Food Box Expansion Program – This program will enable underserved, low-income communities to purchase New York State fresh and locally sourced fruits and vegetables. Consumers can use their SNAP benefits to pay for food boxes on a weekly or bi-weekly basis. This program will bridge the gap between farmers and consumers; farmers will

Mill Creek Maple Supply

David Norton

Maple Sugaring Equipment & Supplies



1551 County Highway 20
Edmeston, NY 13335

607-965-6920

Email: millcreekmaple@yahoo.com

www.millcreekmaple.com

Lloyd L. Munsee
(716) 763-5917



David L. Munsee
(716) 665-7414

Maple Equipment
& Supplies



sugarhill®
CONTAINERS



Manufacturer of Quality Maple Sugaring Equipment!
Located In The Heart Of N.Y.

Evaporators, Canning / Bottling Units, Tanks, Spouts, Tools,
Custom Fabrication

6018 Wilbur Rd. East Syracuse, NY 13057
(315) 432-1326

steve@nextgenmaple.com / www.nextgenmaple.com

benefit by selling more produce, and consumers will benefit by having access to fresh, healthy food. State funding will cover administrative costs associated with qualified and competitively chosen organizations plus procurement, transportation, distribution and nutrition education. New York State is committing \$500,000 to this initiative.

Buy NY – Governor Cuomo announced the formation of a new initiative called “Buy NY,” a joint effort by the State Department of Agriculture & Markets, Department of Corrections and Community Supervision, Office of Mental Health, Department of Health, Office of General Services, and Cornell Cooperative Extension. Its purpose is to leverage existing centralized contracts regarding the purchase of state food products, including produce and dairy products. One of the initiative’s goals is to help state and local governments increase the purchase of local agriculture products in government-run institutions such as hospitals, colleges, prisons and other facilities. The Office of General Services launched a new Buy NY website in January to provide a portal for state and local governments to learn more about purchasing New York State-produced products. It will also help educate New York agricultural producers and distributors about the state contracting system, which is available to all 62 counties and hundreds of municipalities across the state.

SUNY Farmers’ Market Certification Course – The state, in cooperation with the Farmers Market Federation of New York and six SUNY campuses, will develop a curriculum to

WE HAVE ALL THE INFORMATION YOU’VE BEEN ASKING FOR!

“For Producers” has:

- Links to federal and state regulations you need to know
- Ads for equipment dealers
- Member applications
- Info about upcoming events
- Printable member lists

Check It Out!
NYMAPLE.COM

improve the quality and performance of farmers’ markets across the state. These courses will help market managers improve their promotion of farmers’ markets and any market-based incentive programs offered at the markets.

Taste NY Culinary Tour – This initiative will provide tours of upstate farms for downstate restaurateurs to cultivate stronger business-to-business relationships between the two entities.

Increased Outreach by the Taste NY Office in Brooklyn – the newly formed Taste NY Office in Brooklyn will increase outreach to highly trafficked tourist attractions in New York City, with the goal of expanding economic opportunities for New York State agricultural producers.

Smart Marketing is a marketing newsletter for extension publication in local newsletters and for placement in local media. It reviews elements critical to successful marketing in the food and agricultural industry. **Please cite or acknowledge when using this material.** Past articles are available at <http://agribusiness.dyson.cornell.edu/SmartMarketing/index.html>.



Ripple Rd. Maple Products
the retail division of Walling
Family Sugarhouse
Neil & Tonya Walling
655 Ripple Rd
Norwich, NY 13815
607-674-5273
607-316-7270
tonyawalling@frontiernet.net

- Tubing/Fittings
- Accessories of Production
- Tapping/Tools & etc.

- REVERSE OSMOSIS
- EVAPORATORS
- FILTER PRESSES
- TANKS
- TUBING & FITTINGS



Flint

Maple Products

CELLPHONE 607-316-0346
EMAIL RFLINT53@YAHOO.COM

Wolcott Maple Equipment & Supplies




Offering The Latest In Technology:
Evaporators, Reverse Osmosis, Vacuum Systems, Tubing supplies and fittings, Assorted style containers: Colonial, Sugar Hill, Glass, Marland Instruments: Auto-draw-off, thermometers, West Fab filter presses and equipment

WANTED: Bulk Maple Syrup
Give us a call for the latest prices!

585 786-3893
Douglas & Charlotte Wolcott

Keith & Judy Winters

409 Wagner Rd
North Bangor, NY 12966
518-353-8728
518-483-4584
wintershardwoods@yahoo.com
like us on facebook at
wintershardwoods



Winters Harvest Sugar Shack

Authorized dealer
for THOR
Equipment &
Mountain Maple
Farm Vacuum
Systems

News from Your State Maple Queen

Makayla Fowler

As maple season is upon us, we all understand the mad rush that goes on within the walls of our sugarhouses and on the lines to fix the leaks in the woods. This is by far the busiest time of year for all of us. As we all continue to produce the wonderful products we intend to share and sell, I will continue to advocate for our 100% natural product.

In the past three months I have been very fortunate to participate in some of the most impactful events within the maple association. In early January, I saw most of you maple producers at the NYSMPA table while renewing memberships as well as welcoming new ones at the Vernon Verona Sherrill Maple Conference. The amount of new members in the association was both exciting and promising to know that many others share the same love for maple as we do!

February brought some nasty weather as we all are aware. Despite the freezing rain and ice covered windshield, Mr. and Mrs. Kinney from St. Lawrence County, and I still made our way to Albany to lobby for Maple Funds. It was interesting to meet the representatives in government and to see their reaction to the maple industry. A number of senators and their staff were 100% supportive while as others required some more convincing on our growing industry. I recently saw Senator Addie Russell in St. Lawrence County and she confirmed our a significant amount for maple is in the proposed state budget which is exciting since we worked so hard to explain the importance of maple production in our economy to government officials!

Every weekend of March has been planned for me and I am sure yours is too since the snow has begun to melt and the sap begins to flow! Just this past week, I had the honor to represent the Association at the International Food and Restaurant Show at The Javits Center in New York City. While there, I handed out samples of maple syrup and ed-

ucated people on the new grading system. I met and visited with people from all sorts of backgrounds including chefs, hotel owners, food school service managers, and distributors. It is exciting to me to see so many people who respect and encourage the use of real maple syrup even in the city.

As I return back to college, I continue to each out to newspapers, radio stations and any public media I can to help support Maple Weekend. I kick started the upcoming weekends by attending a Tree Tapping at Finen Maple Products in Norwood with several dignitaries from the area. I plan to travel the state throughout the upcoming weekends.

It has been an honor and a privilege representing over 2,000 maple producers over the past ten months. I am proud to be an active part in an association with over 700 active members. I cannot thank the producers, volunteers, and sponsors enough as they have supported me, taught me, and aided me in representing this wonderful industry throughout the past year. As you begin to thaw out, I wish all producers, and members a wonderful sugaring season!

ST. LAWRENCE PAST PRESIDENTS



L to right: Jim Woodrow, Doug Thompson, Mike Kenny, Scott Bonno, Don Finen, Hugh Newton and NYS maple queen Makayla Fowler.



NEW/ USED /IN STOCK SPECIALS

HOMESTEADMAPLE.COM CHAZY, NEW YORK 518-846-3192



Add To Your Product Line...

BUY 24# box Granulated Maple Sugar
33# box Maple Cotton Candy Mix

Maple Cream • Maple Mustard • Maple Barbeque Sauce
Bulk Coated Maple Sugar Pieces • Maple Garlic Pepper
or Pepper Jelly — LABELED OR UNLABELED
Made in our 20C licensed kitchen!

Merle Maple Farm - Attica, NY 585-535-7136
LyleandDottie@MerleMaple.com



Potential Sources of Lead Contamination in Maple Syrup Production and Processing by Exhibit Category—January 2015

Galvanized drums will no longer be returned from any packer.
All producers should begin to acquire stainless steel barrels,
preferably engraved with your business name.

Category	Item	Specific Components that <u>May</u> Contain Lead
Exhibit A Items	Spiles	Terneplate coated spiles. Lead-soldered, tin or galvanized spiles.
	Buckets and Pails	Terneplate coated buckets and pails. Lead-soldered, tin or galvanized buckets and pails.
	Sap Gathering and Storage Tanks	Lead-soldered seams or galvanized tanks.
Exhibit B Items	Valves, Connectors, Joints and Level Controls	Any lead-containing fitting, solder or other contact surface that comes into contact with sap or syrup. Lead-containing bronze alloy valves.
	Pre-heaters, Piggy Backs, and Steam-Away	Lead-bearing solder or fittings. Brass piping may contain lead.
	Syrup Pumps	Pumps made of brass or bronze alloys may contain lead, including fittings, etc.
	Evaporator Pans (Sap & Syrup)	Lead soldering. Flue pans have more solder seams, resulting in greater potential for lead transfer.
	Finishing Stoves & Tanks	Lead soldering in contact surfaces of tanks.
Exhibit C Items	Sap Pumps	Pumps made of brass or bronze alloys may contain lead, including fittings, etc.
	Filling Units	Lead soldering. Lead-containing bronze valves, fittings or taps.
	Filter Tanks	Lead soldering.
	Filter Units	Lead soldering. Brass and bronze alloys in pumps.
Other	Syrup Storage	Galvanized or lead soldered drums. Old milk cans or other lead bearing or non-food grade containers.

- ♦ Ensure that any soldered repairs are done with lead-free solder.
- ♦ As a preventative measure, use a lead test kit if you are unsure whether a specific contact surface contains lead.
- ♦ Samples of maple syrup may be sent to a laboratory for lead content analysis to monitor the effectiveness of removal of lead-containing equipment in your operation. A listing of recommended laboratories is available.

Wendel's Maple
...and more
Authorized Leader Dealer
Full Line of Equipment, Supplies and 30P Tubing

Also Stocking:
Marland Draw Offs & Controllers
WesFab Filter Presses & Evaporators
Sugar Hill Containers, GBM Equipment
Indiana Vacuum Pumps, D&G Equipment

Custom Tubing Setup and Woodlot Consultations

East Concord, NY
(716) 592-2299

Nick cell (716) 954-3019
Marty cell (716) 954-3019

Countryside Hardware

172 Albany Street
DeRuyter, NY 13052
315.852.3326
Fax: 315.852.1104

Authorized
Leader Distributor

LEADER
evaporator

sugarhill
CONTAINERS

MARLAND

WESFAB

A Message from Our President

Dear Fellow Maple Producers,

As we are all anxious for the days to become longer and warmer, most producers are busy preparing for the start of this year's maple season. With the weather being so unpredictable, we all want to be ready for that first run. As we get further into Spring, we all know the season will likely be a fast and furious maple season.

This past week, on Monday, February 9th, 2015, three groups of maple producers represented the NYSPMA at the NYS Maple Lobby Day in Albany. We spoke with key Legislators and other State Financial Representatives that are involved in the final State Budget process. I am very proud to report that each of our groups were well received and the NYSPMA has numerous friends and support amongst the State Legislators. We lobbied to have \$150,000 restored in the State Budget for maple promotion and 105,000 for the research funding for the Cornell Maple Specialist, Steve Childs's position.

On Tuesday, February 10th, 2015, as President of the NYSPMA, I was asked by Senator Patty Ritchie, St. Lawrence District who is also the Chairman of the Senate Ag Committee to testify to the State Senate Ag Committee about what the Association used promotional dollars for and highlights of NYS Maple production. My presentation was well received by all the members and assured support in this year's State Budget.

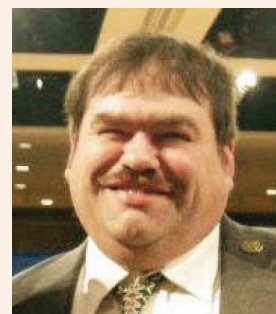
Maple Weekend plans are under way for the last two weekends in March. Statewide promotional activities have already begun. This year we have 160 producers statewide signed up to participate. Of note, this is the largest number of producers to participate in Maple Weekend. This supports the growing interest in hosting Maple Weekend events.

Do not forget to implement the new syrup grading system. Our Association has provided to each member literature and education about these requirements. The new grading went into effect for the Northeast on January 1st, 2015. NYS Ag & Markets will be enforcing these new grading standards and producers are subject to having any syrup products removed from shelves if not in compliance. This new grading system includes all producers even our non-members. So, please share your knowledge to ensure everyone's compliance.

One of the recent goals of the Association is to increase our membership numbers. Currently, Vermont has 900 members and NYS has 663. To surpass Vermont, our membership needs to be boosted. I am asking each current member to seek out any non-member over the next year to join the NYSPMA. There are so many benefits to joining the Association and we must demonstrate the strength of our Association to the State Legislators who continue to support our efforts.

As my term as President comes to a close in June, I would like to thank the all the Producers for their support that you have provided to me over the past 13 years. For this State Association to survive and handle the future challenges, I encourage you to support your next NYSPMA's President.

Thank You,
Dwayne Hill
President NYSPMA



SAGE FAMILY MAPLE, LLC

4449 Sage Road • Warsaw, New York 14569

(585) 786-5684

www.sagefamilymaple.com
sales@sagefamilymaple.com



Complete Maple Sugaring Equipment
Pure New York Maple Products

Authorized Leader Evaporator Distributor
Leader 30P Tubing Systems • Sugarhill Containers



SHAVER-HILL MAPLE



310 Shaver Road, Harpersfield, NY 13786

Authorized Dealer of Leader
Evaporator Equipment
Fully-Stocked Equipment show room

Cardinal & Bluebird
basquaise bottles available

www.ShaverHillFarm.com

Now Available Wholesale

Maple Lollipops
Maple Drops
Maple Popcorn
Maple Peanut Brittle

607-652-6792

2015 Cornell Maple Camp: July 22–25, 2015

Cornell University's Arnot Teaching and Research Forest, 611 County Road 13, Van Etten (Cayuta), NY

Objective

Provide anyone who wishes to become a maple producer or those with some experience, but seeking to expand their production, products, marketing and profitability through focused and hands-on intensive training that helps them produce maple products with greater efficiency and profitability.

As a result of the workshop, participants will develop the following skills and outcomes:

1. Measure and describe their sugarbush for improved tree growth, health and productivity.
2. Plan, install, and test a tubing system that matches topography and other components of a maple operation.
3. Plan and assemble a processing system, including sap storage, reverse osmosis, evaporator operations, filtering and syrup storage.
4. Know which trees to retain and which trees to cut, understand principles of forest dynamics and appreciate the value of directional felling and low impact tree harvesting.
5. Understand the principles for marketing of syrup and value added products to optimize profitability.
6. Be able to analyze your own maple enterprise and develop good business management skills.
7. Become familiar with strategies and options to lease sugarbushes and purchase sap for processing.

Registration Information

Registration includes all meals (Wednesday supper through Saturday lunch) and handouts. Cost is \$295 per person.

Cabins at the Arnot Forest will be available for rent at \$45 per person per night (Wednesday, Thursday, and Friday) or information on local hotels and camp grounds can be provided.

This training is sponsored by the Cornell Maple Program.

Sample Agenda Overview (based on the program in previous years, schedule may be rearranged to match weather conditions)

Wednesday, July 22

5:00 PM

- Dinner
- Welcome, introduction and program overview
- Sugarbush measurements – scale stick and evaluate tree quality (sugarbush)
- Sugarbush sampling – understanding tally sheets (inside)

8:30 PM

- Maple Sugar and Cotton (inside)

Thursday, July 23

8:00 AM

- Sugarbush sampling and data collection (sugarbush)
- Inspect tubing systems (sugarbush)
- Install mainline extension with laterals (sugarbush)
- Felling demonstration, low impact harvesting (woods)
- Analyze sugarbush tree data (inside)
- Reverse Osmosis and evaporator systems (sugarhouse, hands-on)
- Sap processing and energy options (inside)
- Syrup filtering, storing and grading (inside)

8:30 PM

- Making maple candy (inside)

Friday, July 24

8:00 AM

- Enterprise evaluation and management (inside)
- Tapping, taphole sanitation, vacuum, and bucket management (outside)
- Continue tubing system installation (outside)
- Marketing syrup and value added products (inside)
- Tour local producers sugarhouses

7:00 PM

- Maple Marketing (inside)

Saturday, July 25

8:00 AM

- Leasing woods and buying sap (inside)
- Planning a tubing system and cost evaluation (inside)
- Pricing Your Products for Profitability (inside)
- Evaluation (inside)

12:00 PM

- Lunch and Depart

BEAVER RIVER Maple Supplies

Leroy Burnham

16695 Sandy Creek Valley Road
(Burrville) Watertown, NY 13601
Cell: (315) 767-2845
MapleChaseFarm@yahoo.com

DEALER

Sugarhill Jugs & Cartons
Beaver River Sap Tubing
D&G Equipment & Accessories
Darveau Maple Fittings & ROs
Morse Barrel-handling Equipment
Hanna Permanent Grading Kits
Condé Vacuum Pumps

- Retail maple products & maple gift baskets
- Buy and sell bulk syrup
- Maple equipment dealer (CDL USA & Leader Evaporator)
- Shipping Available

Parker Family Maple Farm

1043 Slosson Rd
West Chazy, NY 12992
ParkerFamilyMaple.com

Phone: 518-493-6761
Cell: 518-420-4499
E-mail: parkerfamilymaple@yahoo.com

2015 Energy Saving Grant Program (REAP)

Helen M. Thomas, Executive Director, New York State Maple Producers Association

Dear Members,

Many of you are already familiar with the USDA REAP grants. The grant application schedule for 2015 HAS BEEN ANNOUNCED. Application are being accepted in 2 rounds: the first round will close April 30, the second round will close June 30.

REAP grants are available to maple producers for the purpose of upgrading existing operational equipment to save energy. Some examples of equipment that will qualify: Reverse osmosis, steamaway, energy efficient evaporators, and in some cases, vacuum pumps that replace older outmoded vacuum pumps.

This year's requirements are:

- You must have a professionally prepared energy audit.
- The minimum amount the equipment (plus installation) must cost is \$6000. Maximum is \$80,000.
- You must have at least 1 year's records showing income from maple sales: 3 years are preferable.
- You must have at least 1 year's records of the energy used to produce the syrup you made: again more years history are preferable.

The grants are competitive: that means that all agricultural applications for NYS are ranked and the top scoring applications receive funding first. Scores are based primarily on how much energy is saved: the more energy saved per year, the higher the score. Grants are reimburseable: you have to pay the entire cost, and when the equipment is installed and the USDA has verified it is installed, you will receive funds that amount to 25% of the cost. So you will pay 100% of the cost to get your equipment and then receive 25% of the money back when the equipment has been installed and inspected. If you apply for a REAP grant in 2015 you would be able to use the funds for equipment for the 2016 sugaring season.

If you interested, the first step is to get an energy assessment of your proposed project. (this gives that score I mentioned above). You must use an approved energy assessor professional to prepare this document. The association has arranged with a professional energy auditor to do this assessment for a modest fee: usually less than \$300. Call or

write me at 315 877-5795 or info@nysmaple.com to get the energy audit paperwork and contact information.

There are also limited grant funds available from the USDA NRCS EQIP program for the same type of purpose: you would need to be registered with your local Farm Service Agency and NRCS office. These grants pay a higher percentage of the cost so are well worth the extra paperwork involved.

I always hear from producers in mid-May who want to apply for REAP and are disappointed to learn that they have run out of time and won't be able to get the paperwork in before the deadline. So if you are thinking of applying, I urge you to start planning now, and to contact me for the details.

VOLUNTEERS NEEDED!

The highly successful State fair education display will be at this year's state fair August 27-September 7. We will need volunteers to man the booth. Visitors have lots of questions about how maple is made. We also give samples of maple syrup. We are looking for volunteers of all ages who like to talk about maple.

If you are interested in spending a few hours at the fair, please contact our education booth volunteer coordinator, Ruth Beasley by phone at 315-699-3855 (leave a message) or email: info@sweetreesmaple.com.

