

# THE PIPELINE

## New York Farm Bureau 2023 Reception



Every year the Farm Bureau hosts a reception for the entire staff of the Capital building – the governor’s office, legislators and staff, and Agriculture & Markets staff. Farm food commodities from across NYS have tables and bring samples of the food they produce to showcase NY agriculture. This shows the diversity and scope of what is grown in NYS. For those new to their role in Albany, it is often surprising to them how much and how strong the food production is in NYS.

This year’s reception was the best in years – it was well-attended, and many legislators took the time to talk to many of the attending food producers.

NYS Maple was asked to do a special exhibit in the center of the Convention Hall – We set up a mini-tapping display. The biggest attraction was “Leafy.” Molly Maxwell of Upper Hudson did a great job interacting with the visitors and had her picture taken with many legislators!







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# A Message From Our President

Greetings on a February morning. The expected high for today is 8°F, and tonight will be well below zero. It is hard to believe that a few days ago we were making syrup. Like many of you, I have had an early start to the 2023 maple season.

Over the next six weeks or so, we will all be immersed in this age-old winter/spring ritual. We enter with great anticipation and high hopes during the snow and cold. We emerge (often exhausted) to spring's green grass to tally up our crop and begin our planning for the next season. It matters little if we tap ten trees or ten thousand: We share the same anticipation. We are all sugarmakers.

At the state level, your association has been working hard for you. Planning for the 2024 Winter Conference is well underway. Several of our members spent a day in Albany as your lobby team advocating for our industry. We are coordinating with other agricultural commodity producers to advocate for or against policies that affect us all. For those of us who participate in Maple Weekend, a great deal of effort has gone into promoting the event statewide. A cooperative effort is underway involving several state maple associations exploring the possibility of having isopropyl alcohol approved as a cleaning agent for pipeline systems in the US. This product has been used successfully in Canada for a number of years.

By the time you are reading this, we will be in the midst of our 2023 maple season. We all need to be diligent in our work to produce the highest quality product possible. Are we color grading accurately? Is our density correct? Are our retail packages labeled correctly? Remember, the product we produce as individuals not only reflects us individually but the entire maple industry!

Best wishes for a productive and profitable 2023 maple season!

Doug Thompson  
President NYSMPA

## HELP US KEEP YOU INFORMED!

We send frequent emails to the entire membership to let you know of things happening in the maple world. IF YOU DID NOT GET THEM, do the following: Send an email to [office@nysmaple.com](mailto:office@nysmaple.com). This will tell us your current email address. It's possible that our records may need to be updated! Check your spam folder for emails from: [office@nysmaple.com](mailto:office@nysmaple.com) and [info@nysmaple.com](mailto: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.

# Lobby Day Report

by Helen Thomas

On February 13, 2023, the first in-person Maple Lobby Day was held since 2020. The pandemic necessitated two years of virtual meetings with our government officials in Albany, so it was nice to meet face-to-face.

Our teams were in Albany to ask for the annual state budget to include the same amount for the NYS Maple Producers' Association as in previous years: \$227,000 for maple consumer promotion and education. We also made known our support for a number of other agricultural group requests, including \$151,000 for the Cornell Maple researchers and funding of up to \$2.5 million for the NY Farm Viability Institute.

We told the legislators about the breakdown of the walk-in cooler at the Maple Center of the state fair and asked for funding to replace the unit as it is over 16 years old and not repairable. In addition, we of course carried advertising materials for Maple Weekend 2023 and arranged several legislative Maple Weekend visits. We let the legislators know of our current efforts at the federal level to get approval for isopropyl alcohol as a tubing cleaner.

Our two teams visited the offices of several of the legislators who are on the agriculture committees: Assemblypersons Carrie Woerner, Donna Lupardo, Aileen Gunther, Didi Barrett, Chris Tague, Marianne Buttenschon, and Billy Jones. Senators Michelle Hinchey, Lea Webb, John Mannion, George Borrello and Rachel May. In addition, we met with the important offices of assembly and senate program counsel, and spent time with Deputy Secretary of Agriculture Kevin King.

Thanks to members who took a full day and made the long drive to Albany to help: Mike Kenny, Bruce Thompson, Karl Wiles, Mike Shambo, Kristina Parker, Keith Parker-Wingler, Mike Grottoli, Kristina Ferrare, and Dave Schiek. Thanks also to the Farm Bureau for arranging the interviews and to Jeff Williams and Kyle Wallach for accompanying us on the visits.



Senator George Borrello (from WNY) with NYSMPA Members Keith Parker-Wingler, Mike Kenny, Michael Shambo, Dave Schiek, Kristina Ferrare, Helen Thomas and Kristina Parker.



NYSMPA Members Kristina Ferrare, Dave Schiek, Kristina Parker, Michael Shambo and Keith Parker-Wingler with Assemblyperson Billy Jones (from NENY region - Chateaugay Lake)





## Notes From the Road - The MME Update

by Kristina Ferrare, MME Coordinator

The Mobile Maple Experience (MME) spent its off-road time this winter getting an electrical upgrade, some safety improvements, and a facelift of displays and exhibits in preparation for a very busy spring.

Although we enjoyed a very positive reception wherever we went last fall, there were a few issues that kept popping up. The electricity in the trailer was unpredictable. When on the road for several days at a time with no place to plug into shore power, the battery got too low to start the generator. In fact, the battery often went down after a few hours. It was not always the case that a school had an outdoor plug for us to use, leaving the MME without any functioning equipment. In February, we added solar panels to the roof, which will consistently charge the battery and keep us on track for standalone program delivery. It even has a monitoring system to report on the battery charge. It's great to know we can rely on solar and battery to



help us bring a top-notch program to NYS students!

Inside the trailer, we are working on new displays and an LED screen to share lessons and pictures of maple woods and maple production. Lessons will include discussions of the importance of maple forests for birds and other animals, and how forests provide us with many other important values – clean air and water, recreation, and beauty. There are many reasons to celebrate working maple woods!

We are also redesigning the stairs exiting the trailer to make a safer exit as guests leave the lesson and step to receive their sample of NYS Pure Maple Syrup.

The spring schedule is already filled with twenty-nine visits to schools and educational events. There is a waiting list for the fall. We are sharing the calendar and would love to invite local producers to help deliver the program when we are in your region. Market research has shown that consumers are the most willing to trust the person who makes the product, so who better to hear from than you. (Read more on pg.5)



## We Need YOUR Help on the Maple Experience!



Learning about maple production from the actual maple producer makes the biggest impression on the audience.

As a maple producer, you can help deliver The Maple Experience to students. Our lessons are segmented into different stations throughout the trailer, highlighting each step of the maple process from sap to syrup. This spring we will be adding stations on the importance of maple woods for habitat, clean air, clean water and recreation. Of course, the most coveted volunteer job is sample provider! Pour some of the good stuff for our guests and let them experience the magic of pure maple syrup for themselves. Students and teachers alike appreciate hearing directly from producers who can share their firsthand experience and love of the woods.

Producer volunteers may also showcase their farms. Wearing branded clothing and bringing flyers and other business-related printed materials is welcome. We also try to use the most local syrup for sampling and would arrange to use your syrup on the day you help. We also provide a travel stipend for producer volunteers.

### INTERESTED?

Check out our calendar of visits for the spring and stay up-to-date with our online calendar here [nysmaple.com/the-maple-experience/](https://nysmaple.com/the-maple-experience/). If you want to help at a local school, contact Kristina Ferrare at [mapleexperience@nysmaple.com](mailto:mapleexperience@nysmaple.com) for more information.

MARCH						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8 OFF ROAD FOR WINTER	9	10	11
12	13	14	15	16	17	18
19	20 TRAVEL DAY	21	22 SCHUYLERVILLE CSD	23	24	25
26	27	28	29	30 TRAVEL DAY	31 DUTCHESS COUNTY CCE (pending)	

APRIL						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1 RED HOOK LIBRARY
2 TRAVEL DAY	3	4 FISCHER ELEM ILION	5	6 TRUMANSBURG	7	8
9	10	11 TRAVEL DAY	12 DELHI CSD (pending)	13	14 GILBERTSVILLE GMU	15
16	17 TRAVEL DAY	18 FORT EDWARD CSD	19 HARTFORD CSD	20 FORT ANN CSD	21	22 HERKIMER STATE HISTORIC SITE
23 TRAVEL DAY	24 AKRON CSD	25	26 TRAVEL DAY	27 CAMBRIDGE CSD	28	29 SCHOHARIE COUNTY MAPLE DAY

MAY						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 TRAVEL DAY	2 SARATOGA SPRINGS	3	4 BERNE-KNOX WESTERLOO	5	6
7 TRAVEL DAY	8 BATAVIA CSD	9	10 HOLLAND PATENT ELEM	11	12	13
14	15 TRAVEL DAY	16 WATERFORD HALFMOON CSD	17 GLOVERSVILLE	18 ROTTERDAM (pending)	19 HART'S HILL ELEM	20
21	22	23 TRAVEL DAY	24 CHAUTAUQUA SOIL & WATER CONSERVATION DAY	25	26 TRAVEL DAY	27
28	29	30 TRAVEL DAY	31 CORINTH CSD DAY 1			

JUNE						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1 KEENE CSD	2	3 TRAVEL DAY
4 TRAVEL DAY	5 QUEENSBURY CSD	6	7 CORINTH CSD DAY 2	8 MECHANICVILLE	9	10
11	12 TRAVEL DAY	13 AIRLINE DRIVE ACAD	14 DUANESEBURG ELEM	15 WEST-MORELAND ELEM	16	17
18	19 THOMAS JEFFERSON ELEMENTARY	20	21 (pending)	22	23	24
25	26	27	28	29	30	





2023 U.S. Maple Syrup Outlook

by Mark Cannella, Extension Associate Professor, University of Vermont

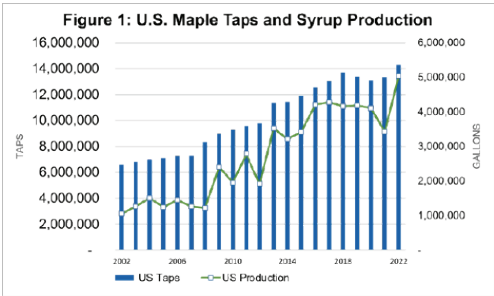
In 2022, United States maple producers generated the largest syrup crop on record in recent history. By late 2022, however, markets were described to be stabilizing or demonstrating slow growth that was much slower than the prior two years. The repercussions of 2022’s record crop and the timing of that crop are likely to be felt well into the 2023 sales season.

Major U.S. syrup buyers were critiqued in 2020 for what was considered too slow of a price increase as COVID-demand surged. This moment was followed by a disappointingly low U.S. syrup crop in 2021, lackluster price increases and a developing concern that inventories were shrinking fast while demand continued to grow.

From late 2021 into 2022 a significant amount of syrup was purchased at much higher prices to rebuild inventories and avoid market interruptions. This high-cost syrup, matched with increased cost-to-sell, resulted in a lagged increase in final consumer prices but an eventual recognition of macro-inflation pressures and maple specific factors.

U.S. buyers are signaling that the compounding factors of a 2022 crop carry-over, softening market demand and the lower cost from Canadian syrup imports may depress 2023 prices regardless of the size of the upcoming crop.

Over 85% of U.S. maple syrup consumption is related to bulk-packed syrup, large chain grocery-club sales and other ingredient markets. The bulk market forecasts, however, miss a large part of the full maple syrup story. Maple producers at all scales are mainly owner operated and family businesses. Small family businesses and their direct connection within communities and forest ecosystems still have a large influence on the culture of maple (see Strategic Outlook section below).



A new pricing agreement has been set by the Quebec Maple Syrup Producers (PPAQ) to cover the 2023 and 2024 marketing cycles. This two-year agreement, rather than the previous three-year period, recognized the criticism that the prior multi-year agreement had limited ability to respond to inflationary pressures over the past two years. The new PPAQ agreement establishes an increased base price for higher quality grades and also includes more penalties for density and off-flavors. These penalties signal a desire to rebuild a strategic reserve with higher quality syrup and incentivize accurate grading measurements by producers.

Similar comments come from U.S. buyers facing dark syrup issues. Strong demand for dark syrup is complicated by potentially higher instances of off-flavors in dark or late season syrup. Buyers are weary of taking on poor quality syrup and the industry at large is aware of the risk of poor quality syrup impacting the consumer experience.

QUEBEC MAPLE OUTLOOK

In 2021, the PPAQ authorized a large increase of taps eligible for production. It is estimated that one-third of the seven million tap release was in production by 2022 and that slightly over half of the total seven million tap expansion will be in production in 2023. This leaves at least one more year of production expansion set for Quebec in 2024 as all taps become operational.

FINANCIAL MARKET FACTORS

More dramatic USD-CAD currency exchange rates with a strengthening U.S. dollar into 2023 enhance price competitiveness of Canadian syrup entering U.S. markets (See Table 1). Interest rate increases are hitting the maple sector at all levels and will amplify a cost-price squeeze in 2023. The cost for asset replacement, expansion and operating credit now comes at a higher cost to producers and will increase cost of production in 2023. Syrup buyers and sellers will face increased capital costs to take on inventory plus sustained cost increases for packing, sales and delivery. Buyer-side factors lead to predictions of declining prices for 2023 to below \$2.50 per pound on higher grades (not including processing grades or defects).

Table 1: Bulk Maple Prices and Market Factors, 2019 – Present					
	U.S. Bulk Prices (Average Across Table Grades)	PPAQ Golden Price	USD-CAD Exchange Rate (May to June)	Inventory Estimates	
2019	\$2.05 - \$2.15 USD\$	\$2.94 CAD\$	1.31	Not available	
2020	\$1.95 - \$2.00 USD\$	\$2.98 CAD\$	1.36	Average	
2021	\$2.20 - \$2.40 USD\$	\$2.99 CAD\$	1.22	Low	
2022	\$2.55 - \$2.70 USD\$	\$3.00 CAD\$	1.27	High in U.S.	
2023	Slight decline predicted	\$3.20 CAD\$	1.32 (February 2023)	Average to High	
2024	—	\$3.29 CAD\$	—	—	

STRATEGIC OUTLOOK

U.S. maple producers, associations and sellers are looking ahead to position their sector for continued growth, sustainability and preparedness. Key policy issues are expected to emerge related to water quality and reverse osmosis discharge practices. Food safety is seen as an asset to this lower-risk (pasteurized) product and a combination of required or voluntary programs are forming to maintain producer best practices and ensure a message of quality and safety to the marketplace.

Labor supply is a looming concern in regions with larger scale production and a need for hired labor to operate businesses. Many smaller enterprises are expected to scale up to over 10,000 taps to gain efficiencies in production and marketing, but this is occurring in regions with stable or declining populations and limited workforce capacity.

A desire to modernize consumer communications is resulting in a convergence of research and association advocacy. New market research has revealed the majority of consumers still have trouble differentiating pure maple syrup from other table syrups that use corn syrup as the primary ingredient. The maple industry is also working to add rigor to claims of environmental sustainability through improved research partnerships. Syrup markets are either expecting or responding to a linkage with climate change and atmospheric carbon contributions being included in product descriptions. The maple industry is moving to support better measurements of a number of sustainability indicators in order to more fully tell its story and to compete with emerging claims from other competing sweetener categories.

Are Your Maple Product Labels Legal?



FOR LIQUID SYRUP:

The name of the food is “Grade A Maple Syrup.” The name “Grade A Maple Syrup” must conspicuously appear on the principal display panel of the food’s label. The words “golden color and delicate taste,” “amber color and rich taste,” “dark color and robust taste,” or “very dark color and strong taste,” as appropriate, must also conspicuously appear on the food’s principal display panel, in close proximity to the food’s name and in a size reasonably related to the size of the name of the food.

EXCEPTION: *flavored syrups are NOT pure syrup and should not have GRADE A*  
For more information: <https://agriculture.ny.gov/food-safety/maple-syrup-and-honey-processing>

THERE ARE FIVE BASIC LABEL REQUIREMENTS FOR ANY FOOD PRODUCT IN NYS:

1. Identity of food in package form

- A. The principal display panel of a label for a food in package form shall bear as one of its principal features a statement of the identity of the commodity by its common or usual name.
- B. Where a food is marketed in various forms (grated, sliced, diced, etc.), the particular form shall be considered as part of the identity statement.
- C. The statement of identity shall be present in bold type on the principal display panel and in a size reasonably related to the most prominent printed matter.

2. Name of manufacturer, packer, or distributor

- A. In the case of a corporation, only the actual corporate name, and this may be preceded or followed by the name of the particular division involved.
- B. In the case of an individual, partnership, or association, the name under which the business is conducted shall be used.
- C. When the food is not manufactured by the person whose name appears on the label, a qualifying phrase such as “Manufactured for \_\_\_\_\_,” “Distributed by \_\_\_\_\_,” or another expression of facts shall appear with the name.

3. Place of business

- A. The place of business shall include the street address, city, state, and ZIP code.
- B. The street address may be omitted if it is shown in a current city or telephone directory.

4. Ingredient declaration

- A. The ingredients shall be listed by their common or usual name in descending order of predominance by weight on a single panel of the label.

- B. The name of the ingredient shall be a specific name and not a collective name.
  - 1. If the ingredient is a designated spice, flavoring, or natural color, it need only be stated as spices, artificial color, or artificial flavor. Colorings subject to certification (FD&C) must be listed by their specific name, i.e., FD&C Yellow #5.
  - 2. If an ingredient used in the product conforms to a standard of identity or is a multi-ingredient product, its ingredients are required to be listed on the label.
  - 3. When blends of fats and/or oils are used, the common or usual name of each fat or oil must be listed in parenthesis following the term vegetable shortening, animal fat, or marine oil.
  - 4. If an individual fat and/or oil ingredient is used, not a blend, the common name of that product must be listed in the correct order of predominance.
- C. No abbreviations of an ingredient’s common or usual name are permitted unless explicitly provided for in the statutes.
- D. Water used in fabricated foods shall be declared on the label in its order of predominance.
- 5. Net quantity of contents
  - A. The principal display panel of a label for a food in packaged form shall bear a declaration of net quantity of contents.
    - 1. The declaration shall be expressed in terms of avoirdupois pound and ounce, volume, and/or numerical count.
    - 2. The declaration shall appear as a distinct item within the lower 30 percent of the principal display panel. The declaration shall be printed in boldface print or typed in letters and numbers in a size in relationship to the total square inches of the principal display panel.
    - 3. The declaration of net quantity of contents shall be expressed in the following terms:
      - B. Weight (one pound, but less than four pounds) expressed in ounces and followed by the largest whole unit in parenthesis, i.e., NET WT. 24 OZ (1 LB 8 OZ).
      - C. Fluid measure (one pint, but less than one gallon) expressed in fluid ounces and followed by the largest whole unit in parenthesis, i.e., 20 FL OZ (1 PT 4 OZ).
      - D. A separate statement of the net quantity of contents in terms of the metric system is required to appear on the principal display panel as part of the required declaration, i.e., NET WT 9 OZ (255g) or 9 FL OZ (266 ml).

For more information: <https://agriculture.ny.gov/food-safety/food-labeling>





## Maple Weekend 2023 It's Here!

The sweet celebration we all look forward to every year is about to begin. This means there is no better time than now to remind ourselves what this weekend is all about: It is not just for us; it is for all of our visitors who travel near and far to get a taste of what is pure, sweet, and a part of NYS's history. As we head into the 28th Annual Maple Weekend, stop and look around to see the fruits of your labor. You have worked hard for this! We wish you and yours a wonderful Maple Weekend 2023.







## Characterizing Buddy Maple Syrup Flavors

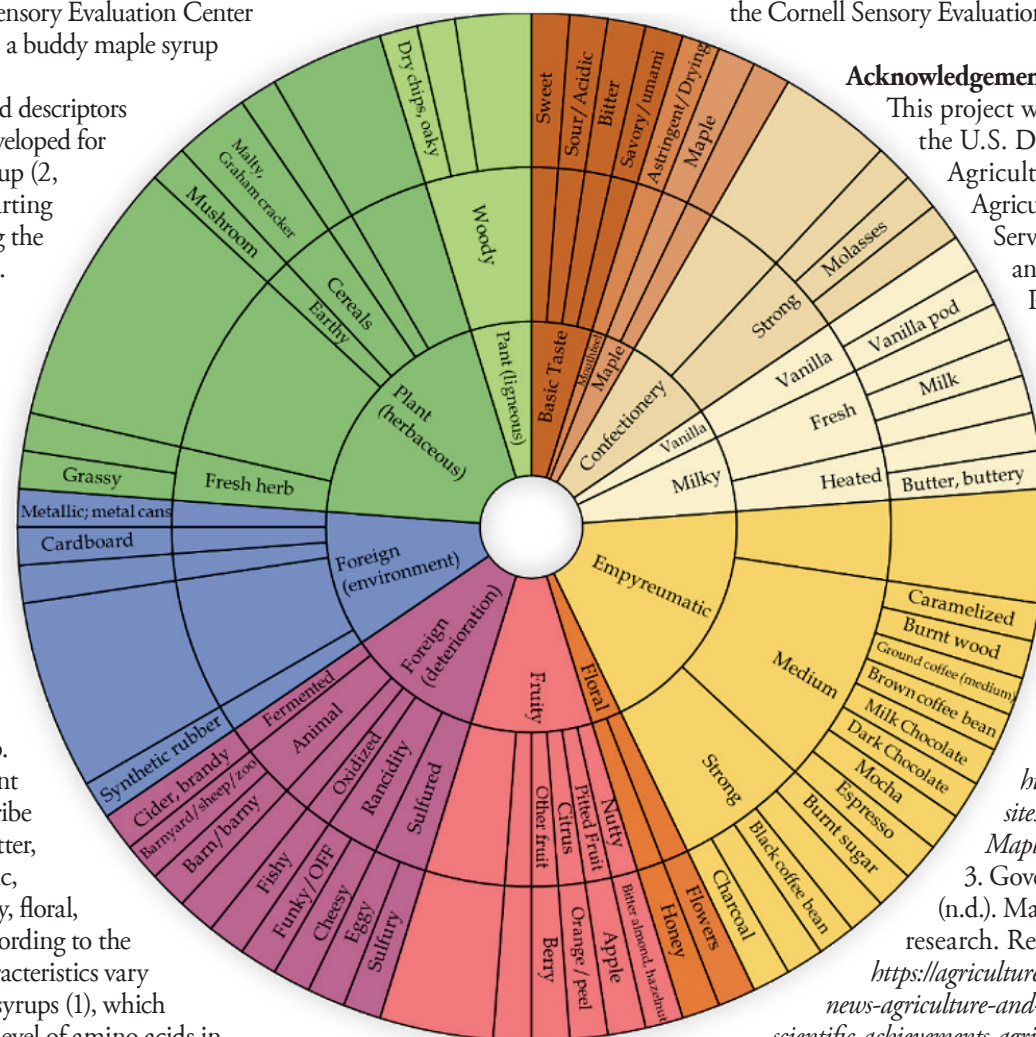
Maple syrup produced at the end of the harvest season is commonly termed “buddy maple syrup.” The flavors of this syrup can range from a subtle butter or mocha flavor to a prominent metallic or sulfury flavor. To ease the classification of buddy maple syrups, the Cornell Maple Program partnered with the Cornell Sensory Evaluation Center (CSEC) to develop a buddy maple syrup flavor wheel (1).

Flavor wheels and descriptors were previously developed for Grade A maple syrup (2, 3) and used as a starting point in developing the buddy flavor wheel. The flavor wheel (Fig. 1) consists of terms to describe the flavor and mouthfeels that can be found in buddy maple syrup. This standardized sensory vocabulary was designed to define the many nuanced flavors of buddy maple syrup.

The most frequent terms used to describe buddy syrup are bitter, sour, sweet, metallic, butter, coffee, fruity, floral, and astringent, according to the CSEC. Flavor characteristics vary among individual syrups (1), which may be due to the level of amino acids in the sap, the storage conditions, among other factors. Regardless, characterizing the flavors of buddy syrups can ensure the proper syrups are chosen for value-added products or processing grade sales. For instance, a mocha or chocolate flavor can be

complimentary in an orange infused syrup. Meanwhile, those selling or buying processing grade syrup can have an idea of the syrup’s characteristics prior to tasting.

Figure 1 (below). Buddy maple syrup lexicon developed by the Cornell Sensory Evaluation Center



### Acknowledgements

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### Citations

1. Stelick, A. 2021. Buddy Syrup Sensory Research Report. Cornell Sensory Evaluation Center. (unpublished).
2. University of Vermont. (n.d.). The Map of Maple. Retrieved from <https://www.uvm.edu/sites/default/files/Map-of-Maple.pdf>
3. Government of Canada (n.d.). Maple syrup flavor research. Retrieved from <https://agriculture.canada.ca/en/news-agriculture-and-agri-food-canada/scientific-achievements-agriculture/maple-syrup-flavour-research>

This research was conducted with generous support from the USDA National Institute of Food and Agriculture.

## The Roller Coaster of Maple Season in a Changing Climate

by Kristina Ferrare

At the time of writing on February 24, it is snowy and cold here in Central New York, but we’ve just come out of a couple of weeks of ideal sugaring conditions. We are in a unique position here in the NYS Maple Producers’ Association office to hear from producers all over the state, many of whom reported sap runs this year as the earliest ever. With several sustained warm days and cold nights, many producers got a jump start on the season. Several reported boiling up to a week earlier than usual and already have 30% to 60% of their crop made. The north country, of course, reports the lowest yields so far because it’s cold up there! The north country also has snow cover, unlike much of the rest of the state. When has there been this much maple syrup made by mid-February?

No doubt this freezing weather now is a welcome break for catching up on cleaning and repairs in the maple woods and sugarhouse. If you haven’t tapped or have more to do, now is the time.

By the time you receive this issue of *The Pipeline*, it will be mid-March. Where will production be when the Pipeline is published? The season will be more than half over for some – or will it?

If anything is for certain, nothing is predictable when it comes to weather conditions these days. If you waited to tap until mid-February, you probably missed some good runs. Will there still be a “normal” four-to-six-week season in March and April, making for a potentially record season? It certainly is anyone’s guess.

Being prepared for early runs may be the way to ensure a productive season in the wake of unpredictable weather trends. Getting started in January is becoming the norm. While there will undoubtedly be more traditional years, resilience and flexibility will become key in achieving crop goals. As for this year, we will take this break and hope for another several weeks of boiling in early spring!



United States Department of Agriculture  
National Institute of Food and Agriculture



Cornell University  
College of Agriculture and Life Sciences  
Department of Natural Resources





# **NYSMPA Maple Center at the State Fair Request for Quotes**



The operation of the Maple Center at the Great NY State Fair requires several types of maple products as ingredients for the items made and sold at the fair. These include:

- Dark or Extra Dark strong, good flavor maple syrup for frozen items: ice cream, slushies, maplecino
- Golden or Amber very low invert maple syrup for popcorn
- Golden or Amber low invert maple syrup for maple sugar shapes
- Maple granulated sugar for cotton candy mix
- Maple granulated sugar suitable for sweetening hot drinks (coffee, tea)

We are seeking bids on these products for the 2023 state fair. If you are interested, contact the NYSMPA office for a bid specification sheet NO LATER than April 1, 2023. Inquiries received after this date will not be accepted. Bids will be due May 15, 2023.



# **NYS Maple Producers' Association is Seeking a New Treasurer**



After almost 11 years as our treasurer, Karl Wiles has indicated he would like to step down. We all must thank him for his years of service and a job well done. We are inviting applicants for this job. Karl has offered to stay on as a mentor to the new treasurer for needed transition support. If you are interested or want more information, please contact the office at [office@nysmaple.com](mailto:office@nysmaple.com) or Karl at [cedarsyrup@gmail.com](mailto:cedarsyrup@gmail.com).

## **Job Description New York State Maple Producers' Association State Association Treasurer**

**FUNCTION:** Maintain or authorize the maintenance of a complete record of all financial transactions of the NYS Maple Producers' Association. Treasurer's main role is to review all financial transactions and assure that they are an honest accounting of all activities of the association. Financial records must be available for examination if authorized by the Board of Directors.

**REPORTABILITY:** Reports to the board and the general membership as defined by the board. Duties directed by the president.

**AUTHORITY:** Authorize all vendor payments and review all financial records to ensure no unauthorized payments are made. Oversee and approve documentation to association auditor for annual audit.

- RESPONSIBILITIES:**
1. Attend all meetings of the association board of directors, either in person or via video conferencing.
  2. If unable to attend a meeting, notify the president and provide treasurer's report to the secretary prior to the meeting.
  3. Review all payments made to vendors and authorize prior to checks being issued.
  4. Review NYS contract documents before submission to NYS
  5. Review and ensure implementation of systems as necessary to provide transparency and accuracy of financial transactions for events, meetings, etc., which the organization may organize, sponsor or run.

**ELECTED TERM:** The Treasurer is elected by the delegates for a two-year term. The Treasurer shall have association voting rights only if he/she is a delegate, but he/she is not required to be a board delegate.

**COMPENSATION:** There is an annual stipend paid for this position to be determined by a 2/3 majority vote of the board.





## Thinking of Upgrading Equipment? 2023 Grants List



### USDA RURAL ENERGY FOR AMERICA PROGRAM (REAP) RENEWABLE ENERGY & ENERGY EFFICIENCY IMPROVEMENT LOANS & GRANTS IN NY: FISCAL YEAR 2023- APPLICATIONS DUE MARCH 31, 2023

For full details, check this website: <https://www.rd.usda.gov/programs-services/energy-programs/rural-energy-america-program-renewable-energy-systems-energy/ny#overview>

#### How may the funds be used?

Funds may be used for renewable energy systems. Agricultural producers may also use REAP program funds to install energy efficient equipment and systems for agricultural production or processing.

### USDA NATIONAL RESOURCES CONSERVATION SERVICE (NRCS)

This division of the USDA offers many services to agricultural landowners/operators, including the EQIP program, which has a variety of facets to assist in conservation practices, many of them at little or no cost.

To get started, make contact with your county NRCS office. To find your local office, use this website: <https://offices.sc.egov.usda.gov/locator/app?state=NY>

For general information about NRCS go to: <https://www.nrcs.usda.gov>

### MORE ENERGY EFFICIENCY GRANT PROGRAMS/COST SAVING INCENTIVES TO CHECK OUT:

<https://www.nationalgridus.com/On-The-Spot> offers incentive payments (in other words, rebates) to install LED lighting in non-residential metered buildings. If your sugarhouse has a separate meter, it should qualify. You must be a National Grid customer.

<https://www.nyseg.com/smartenergy/businessolutionscommercialandindustrialrebates> offers the same program as National Grid.

**Not one of those two electric utilities? Check here:**  
<https://www.nyseg.com/business-rebates-and-programs>

And by the way, there are lots of rebates from the electric and natural gas suppliers for your home, too.

## Receive a Free Energy Audit to Help Reduce Operational Costs

### Agriculture Energy Audit Program



**REDUCE**  
operating costs  
**IMPROVE**  
energy efficiency  
**LOWER**  
carbon emissions



NYERDA offers free energy audits to help eligible farms identify ways to save energy and money on utility bills. Reports include recommendations for energy efficiency measures.

#### Energy audit options

You can request the level of energy audit that best fits your farm's needs. NYERDA will assign a Flexible Technical Assistance Program Consultant to visit your farm and perform an energy audit at no cost to you.

Level	Audit Activities	Type of Report that the Farm Receives
Comprehensive	Detailed energy audit	Energy audit report with calculated evaluations of appropriate energy efficiency measures including simple payback; meets ANSI/ASABE S612 standards
Targeted	Energy audit focused on specific systems, energy efficiency measures, or renewable energy	System-specific energy analysis report

#### Eligibility

Eligible farms include but are not limited to dairies, orchards, greenhouses, vegetables, vineyards, grain, and poultry/egg. The farms must also be customers of New York State investor-owned utilities and contribute to the System Benefits Charge (SBC). Please check your farm's current electric bills to see if your farm pays the SBC.

#### Ready to get started

Visit [nyserda.ny.gov/agriculture](https://nyserda.ny.gov/agriculture) to download an application or apply online.

**Call 1-800-732-1399** to learn more, request an application, or for assistance with determining the audit level.



Visit:  
[nyserda.ny.gov/  
agriculture](https://nyserda.ny.gov/agriculture)

For Energy Audits Call:  
**1-800-732-1399**

Email:  
[aEEP@nyserda.ny.gov](mailto:aEEP@nyserda.ny.gov)



301 Myron Road  
Syracuse, New York 13219



*A new NYSMAPA membership runs from January 1 through December 31.*

**Rates are:**

1 YEAR: \$69.

3 YEAR: \$190.

ASSOCIATES: \$25.

*(Must be a colleague of a full member)*

RETIRED *(No longer making syrup)*: \$25.

STUDENT: \$10.

*(Must present proof of school registration)*

**Contact:**

Helen Thomas, Executive Director

[office@nysmaple.com](mailto:office@nysmaple.com)

301 Myron Road, Syracuse, NY 13219

315-877-5795 Fax: 315-488-0459

[NYSMaple.com](http://NYSMaple.com)