

**UVM Extension
29 Sunset Dr., STE 2
Morrisville, VT 05661**

2008 ~ 3 MAPLE CONFERENCES

REGISTRATION INSIDE

Vermont Maple Marketing Update

The Vermont Maple Syrup marketing program continues to protect the Vermont brand and promote purchases of syrup and other Vermont maple products. The primary strategies are public relations, www.vermontmaple.org and partnerships with other Vermont entities. Recent marketing activities include:

- The “2008 Vermont Ski Resort & Maple Syrup Guide” which is distributed by the Vermont Department of Tourism, the Vermont Chamber and the Vermont Ski Areas Association and is available at all Vermont Welcome Centers.
- The Vermont Maple Foundation recently donated syrup nips for the Capitol Christmas Tree celebration in Washington DC.
- The Vermont mobile sugarhouse was the key draw to the Vermont section of the Boston Winter Sports Show in November
- Maple syrup will be promoted at 15 Vermont ski areas in January and February
- Visits to the www.vermontmaple.org website continue to increase with 1.5 million in 2006 and more than that through October of 2007.
- New marketing materials have been developed and are available to VMSMA members on the Supplies page of the website.

For more information and/or to volunteer at a maple event contact Catherine Stevens at 802-899-9926 or e-mail to Stevens.Catherine@yahoo.com.

Maple School at Mt. Abraham Union High School, Bristol

Saturday, January 12, 2008

Sponsored by the Addison County Sugarmakers with additional sponsorship from Yankee Farm Credit, National Bank of Middlebury, Co-op Insurance, VAST, and Addison Co. Chamber of Commerce.

Operation Name: _____
Address: _____
City, State, Zip: _____
Phone: _____ - _____ - _____
Email: _____
Name(s) Attending: _____

Pre-Registration is \$20 per person if **postmarked** by Dec 31; \$30 per person at the door. **Please Note:** Registration fee **DOES** include lunch. (If you wish to just attend the meeting the cost is \$10 if pre-registered; \$15 at the door per person.)

Number of attendees _____ x \$20.00 = _____
(meeting and lunch)
Number of attendees _____ x \$10.00 = _____
(meeting **ONLY**)
Total Enclosed = _____

Make checks payable to: ACMSA
Mail to: Barbara Rainville, Sec/Treas. ACMSA
598 Browns Rd
Lincoln, VT 05443

Date Received: ____/____/____ Amount Paid: _____ Check No: _____

Maple Schools at Bellows Falls H.S. and Lamoille Union H.S., Hyde Park

Saturday, January 19 & 26, 2008, respectively

~ Sponsored by Vermont Maple Sugar Makers' Association ~

Name: _____
Address: _____
City, State, Zip: _____
Phone: _____ - _____ - _____
Email: _____

Please Circle the site(s) you wish to attend:

Bellows Falls ~ 1/19 Name(s) Attending: _____

Hyde Park ~ 1/26 Name(s) Attending: _____

Pre-Registration is \$15 per person if **postmarked** by Jan 7; \$25 per person at the door. \$5 discount for current FFA/4H member/youth (under 18). Lunch is \$15. **Please Note:** Registration fee **DOES NOT** include lunch.

Make checks payable to: VMSMA Mail to: VMSMA, c/o Mary Croft, 491 East Barnard Road,
So. Royalton, VT 05068

Number of adults _____ x \$15.00 = _____
Number of youth _____ x \$10.00 = _____
Number of meals _____ x \$15.00 = _____
Total Enclosed = _____

Credit Cards accepted. Provide information below:
CC # _____
CIV # _____ (last 3 numbers on back of card)
Circle Type: VISA / MC only
Exp. Date: ____/____
Signature: _____

Date Received: ____/____/____ Amount Paid: _____ Check No: _____

Published by UVM Extension with a grant from
Vermont Maple Sugar Makers' Association

December 2007

2008 Vermont Maple Schools ~ Same locations as last year, many new topics

Over the last several years, the old traditional county maple schools have undergone numerous transformations. Efforts have always been aimed at bringing an improved, more comprehensive educational program to Vermont maple sugarmakers. Now, sugarmakers themselves are assuming a much greater role in the development and production of the annual January "schools".

The 2008 schools are being sponsored and administered by the Addison County Maple Sugarmakers' Association and the Vermont Maple Sugar Makers' Association in conjunction with UVM Extension. The first in the series will be hosted at the Mount Abraham Union High School by the Addison county group. They have put together the entire educational program, bringing together presenters from throughout the maple industry. The other two, one at Bellows Falls Union High School and the other at Lamoille Union High School in Hyde Park, will be brought to you by the VMSMA. UVM Extension has developed the educational program for these two sites.

The Maple Schools are a series of educational meetings held around the state for the purpose of bringing the latest scientific and technological information to sugarmakers from Vermont and surrounding regions. The programs run all day and are open to the public. Topics include forest management, improved sap gathering techniques, syrup production, and marketing techniques. Classes are taught by scientists, maple specialists and sugarmakers from around the state. Meetings also feature a large trade show with vendors displaying maple related equipment. These meetings are widely perceived to be among the best educational opportunities for sugarmakers in the US and Canada.

Please Note:

As was true last year, the registration form in this newsletter has two parts. Please fill out the appropriate half, depending on whether you wish to attend the Jan. 12th meeting, or either the 19th or 26th meetings. Note that the

meeting start times are different, that the checks are made out to different organizations, and the forms are sent to different addresses. Thank you!

Registration tables will be set up from 7:30 am through noontime each day, with coffee & donuts &/or pastries. The trade show will also be open at that time.

Sat., Jan. 12, Mt. Abraham Union High School, Bristol
Location: off US Rt. 17 just west of the village. Lunch will feature old fashioned ham dinner with all the trimmings, by the provided by the American Legion, Post 19 of Bristol.

Sat., Jan. 19, Bellows Falls Union High School
Location: off US Rt. 5, just south of Bellows Falls. Lunch will feature ham dinner with homemade casseroles, salad & desert by the BFHS Freshman class & parents.

Sat., Jan. 26, Lamoille Union High School, Hyde Park
Location: Side entrance to Lamoille Union High School, US Rt. 15 in Hyde Park. Lunch will be catered by the Culinary Arts program and will feature Maple Bourbon Roast Pork, with all the fixins'.

Pre-Registrations must be **postmarked** by: December 31 for Mt. Abraham and January 7 for Bellows Falls and Hyde Park. Thank You! Registrations received *by these dates* will be assured of a meal, if selected and paid for. Lunch for Walk-ins or registrations received *after these dates* will be served on a first-come, first-served basis. Please help us by registering early.

Special needs: If you require an accommodation to participate in this program, please notify our office at 802-888-4972 or 866-260-5603 (toll free, in-state only).

Please Note: All conference sites are on school property. A strict **NO SMOKING** policy must be followed.

You are welcome to attend all of the various meetings. We have developed a very inclusive agenda, with classes for all levels. We sincerely hope this program will be beneficial to you and your maple operation. **A drop box for conference evaluations will be provided as you exit.**

VMSMA President's Message: Bright Future for Maple Producers

Over the past several years many of the companies and volunteer organizations in our maple industry have spent millions of dollars promoting the use of pure maple syrup all around the world, and we are now starting to see a pay back. At the present time we are looking at a worldwide shortage of maple syrup along with a shrinking U.S. dollar—this means maple producers can expect to receive some of the highest prices they have ever seen for their maple syrup this coming spring. At the present time bulk maple syrup has risen over .50 cents per lb. since this past spring.

With this being said, it now makes more sense than ever for maple producers to get out and come to at least one of these Maple Conferences. Last year we saw a growing number of producers come to more than one of these schools because they could not attend all the classes they wanted in one day. No matter how many years you have been sugaring or how large your operation is, you can always get new ideas just by talking with other fellow sugarmakers and learn what's working for them. With the rising cost to produce a gallon of maple syrup it's also now more important than ever to be as efficient as possible. I would like to ask everyone who is planning to attend one of this year's schools to please bring a friend, possibly someone who has never attended one of these new maple conferences, so they too will see just how much information there is here for them.

Thank you and see you there!

Rick Marsh
President, VMSMA



Mt. Abraham H.S. Classes – Jan 12

Schedule for the day

- 7:30 - 8:45 ~ Registration; Coffee & Donuts
- 8:45 - 9:20 ~ Welcome (in Auditorium)
- 9:30 - 10:20 ~ Session I
- 10:30 - 11:20 ~ Session II
- 11:30 - 12:50 ~ Lunch & Trade Show
- 1:00 - 1:50 ~ Session III
- 2:00 - 2:50 ~ Session IV

High Performance Tapping and Spout Sizes ~ Sugarmakers Scott Wheeler and Gary Cory will show you how to get the best out of your tubing setup. From mainlines to drops, learn the best practices for setting up an efficient tubing/vacuum system.

Boiling with vegetable oil ~ Dan Crocker of Putney, VT, who made over 6000 gallons of syrup in 2007 boiling on vegetable oil, will discuss the modifications and infrastructure he needed, as well as the techniques that worked and didn't work in his conversion from fuel oil.

Air Injection combined with R/O ~ Mark Isselhardt from the UVM Proctor Maple Research Center will discuss 2007 experiment results from boiling concentrate on two evaporators simultaneously. Specific topics will include comparing syrup color, flavor, chemistry, evaporation rate, temperature and sugar sand produced with and without air injection

The Latest in Sap Collecting: Information from Surveys and Research ~ What do we know about sap collecting around Vermont? How is it done, and what methods and materials might lead to the best yields? We don't have all the answers, but Tim Wilmot, Extension specialist at the Proctor Center, will share results from 3 years of surveying Vermont producers and will also describe research results from Proctor that illustrate successful practices.

The reality of Climate Change ~ Gib Brown, WPTZ meteorologist. The climate is changing - are environmental changes going to make sugaring a tradition of the past? Can sugarmakers take positive steps to control climate change? Learn what climate change really means to your operation.

Going Organic ~ Nicole Dehne of NOFA and Henry Marckres, VT Agency of Agriculture. Is there a benefit to being an organic producer? How does the Vermont Seal of Quality program fit in with the organic movement? Learn which direction is best for your operation.

Beginning Sugarmakers ~ George Cook, UVM Extension, will cover the who, what, when, where, why and how of getting started in sugaring. Whether large or small, he will share some tricks of the trade to help people get started on the right foot.

Preventive Equipment Maintenance; an Investment That Yields Peace of Mind ~ Silence is anything but golden when it's coming from your pump-house while the sap is flowing. Brian Stowe from the Proctor Center will teach some preventive measures that can avoid costly mechanical breakdowns during the season. Group participation and discussion are welcome; let's learn from past experience to avoid future problems.

Hissing in the Woods ~ Explore ways to find vacuum leaks in your sugarbush. Learn the best practices for setting up a vacuum system to help eliminate leaks before they start. Join the discussion with a round table of Addison County Producers.

Sugarhouse Efficiencies ~ Dave Folino, Addison Co. sugarmaker and Harry Atkinson of Burlington. You have invested in your equipment but are you getting the best out of your investment? Join a discussion of how to make the most of your fuel and your R/O. Get solid numbers for more predictable results.

Boiling School ~ Glen Goodrich, Cabot sugarmaker, addresses the best practices in boiling to make good tasting, high quality syrup. He will cover even firing, firebox construction, and evaporator efficiency.

Off-Flavors in Maple ~ Henry Marckres, Consumer Protection Chief for the VT Agency of Agriculture, will discuss different off-flavors that are found in maple syrup, their causes and ways to avoid some of them. There will be an opportunity to taste some of the flavors, some common, some subtle, some not. A great way to sharpen your taste buds before the season!



Bellows Falls H.S. & Lamoille Union H.S. Classes Jan 19 & Jan 26

Schedule

- 7:30 ~ Registration opens; Coffee & Donuts
- 8:30 - 9:00 ~ Welcome (in Auditorium)
- 9:00 - 9:50 ~ Session I
- 10:00 - 10:50 ~ Session II
- 11:00 - 11:50 ~ Session III
- 12:00 - 12:50 ~ Lunch & Trade Show
- 1:00 - 1:50 ~ Session IV
- 2:00 - 2:50 ~ Session V
- 3:00 ~ Turn in Evaluations, Have a Safe Trip Home

10 Things You Should Know Before Sugaring ~ There is more to preparing for this year's season than tuning up your oil burner and tightening up your sap lines. In a fast changing maple environment, you may need to examine everything from your liability to a cost analysis of your production. Steve Wheeler, Westfield sugarmaker, will get you thinking about some important issues that you might not have considered.

Maple Insects, Diseases and their Management
Ron Kelley, Forestry Specialist with the Vermont Department of Forests, Parks and Recreation, will discuss the common insect and disease problems for sugar maple, with an emphasis on identification, potential impact and management. Learn defoliators

by the time of year of defoliation, sucking insects, stem insects, stem and root diseases and more.

Boiling with Vegetable Oil (Bellows Falls only) ~ Dan Crocker of Putney, VT, who made over 6,000 gallons of syrup in 2007 boiling on vegetable oil, will discuss the modifications and infrastructure he needed, as well the techniques that worked and didn't work in his conversion from fuel oil.



Boiling with Steam (Hyde Park Only) ~ Joe Russo, Belvidere sugarmaker, will discuss how to build a steam system, where to acquire a steam boiler, and how to operate it. He will cover the many benefits of boiling sap with steam, including no burners (or burned pans), no fuel odors or wood debris, as well as his own boiling techniques.

Prices, Markets, and the Maple Industry Today and Tomorrow ~ Bruce Bascom, owner of Bascom Maple Farms; Gary Gaudette, President of Leader Evaporator (**B.F. Only**) and Dave Marvin, President of Butternut Mountain Farms (**H.P. Only**) will describe how prices are rising, the Canadian surplus is almost gone, and maple sales and markets are expanding. How will this affect big and small operations, bulk syrup buyers and sellers, retail sales, future expansion? Come prepared to ask questions.

Beginning Sugarmakers ~ George Cook, UVM Extension, will cover the who, what, when, where, why and how of getting started in sugaring. Whether large or small, he will share some tricks of the trade to help people get started on the right foot.

Off-Flavors in Maple ~ Henry Marckres, Consumer Protection Chief for the VT Agency of Agriculture, will discuss different off-flavors that are found in

maple syrup, their causes and ways to avoid some of them. There will be an opportunity to taste some of the flavors, some common, some subtle, some not. A great way to sharpen your taste buds before the season!



Air Injection Combined with R/O ~ Mark Isselhardt, from the UVM Proctor Maple Research Center, will discuss 2007 experiment results from boiling concentrate on two evaporators simultaneously. Specific topics will include comparing syrup color, flavor, chemistry, evaporation rate, temperature and sugar sand produced with and without air injection.

Sugarhouse Efficiencies and Boiling Tips ~ Glen Goodrich, Cabot, VT sugarmaker, will discuss payoffs using various technologies such as Steam-Away and R/O, plus boiling technique for large and small producers, on evaporators of different configurations.



Sugarhouse Sanitation ~ Glen Goodrich will cover the subject of keeping equipment clean, which means higher quality sap and superior syrup, as well as satisfied customers.

Getting More Sap From Your Trees ~ Replaceable tips, getting high vacuum to your most distant trees,

efficient sap ladders - Glen Goodrich shares his techniques.

Vermont Maple: Then and Now (B.F. only) ~ Bill Clark, dairy farmer, amateur historian, sugarmaker for over 60 years, and former President of the Vermont Maple Sugar Makers' Association, has a wealth of knowledge about the way sugaring has changed through his lifetime. Come prepared to hear stories, and anecdotes from one of the leaders of the Vermont's maple industry.

Strategies for Increasing Your Profits While Protecting the Vermont Maple Image ~ Learn how to make your sugaring business more successful by joining a panel discussion with Amy Wheeler, Mary McCuaig, Dave Mance (sugarmakers from Westfield, S. Woodstock and Bennington, respectively), and VT Maple Marketing Director, Catherine Stevens. You'll receive practical advice about what you can do to increase your profits while strengthening the Vermont maple syrup brand.



Basic Chainsaw Maintenance and Sharpening ~ Every sugarmaker owns a chainsaw, but are you confident you can properly sharpen and maintain your saw? This session will cover the basics of chainsaw maintenance including power head inspection, basic saw tune-up, proper sharpening of a chain, and how the saw works. Class taught by Sam Schneski, of VT Forest, Parks & Rec (BF) and Jason Graham, Leo's Small Engines of Morrisville, VT (HP).

Global Climate Change and the Maple Industry ~ (H.P. only) What is global climate and why is it occurring? How will the maple industry be affected?

Will I still be able to make maple syrup twenty years from now? Tim Perkins, Director of the Proctor Center, will describe what we know about the impacts of global climate change on the maple industry, and what we don't know.

The Latest in Sap Collecting: Information from Surveys and Research ~ What do we know about sap collecting around Vermont? How is it done, and what methods and materials might lead to the best yields? We don't have all the answers, but Tim Wilmot, Extension specialist at the Proctor Center, will share results from 3 years of surveying Vermont producers and will also describe research results from Proctor that illustrate successful practices.

Woods Management (B.F. only) ~ Jon Bouton, Windsor County Forester, will cover a variety of topics that are important to woodland owners, from thinning to Current Use Plans, depending on your needs and questions.



Thinning the sugarbush: Which Trees to Cut (H.P. only) ~ Decisions, decisions; which ones have to go? Michael Snyder, Chittenden County Forester, will deliver an interactive presentation that will help you choose the trees that are likely to benefit your sugarbush, and those that likely won't.

Preventive Equipment Maintenance; an Investment that yields Peace of Mind ~ Silence is anything but golden when it's coming from your pump-house while the sap is flowing. Brian Stowe from the Proctor Center will teach some preventive measures that can avoid costly mechanical break downs during the season. Group participation and discussion are welcome; let's learn from past experience to avoid future problems.



Cooking with Maple ~ Maple can be a lot more than pancake syrup. Learn how to make products that your family and friends will remember you for; plus add to your marketing appeal. Sue and Bill Clark of Wells, VT (**B.F.**) or Steve and Amy Wheeler of Westfield, VT (**H.P.**) will share their talents.

Maple Publications Online

An ever-expanding collection of publications can be found at two Vermont Maple Websites. The University of Vermont Extension Maple website, www.uvm.edu/~uvmmaple includes a “Publications online” page with a variety of publications written by maple researchers from UVM and elsewhere. Some articles are recent, but in addition some classic works, such as Dr. Fred Taylors’s 1956 study “Variation in the sugar content of maple sap”. Useful technical bulletins like the sample “sugarbush lease agreement” and directions for building a sap preheater are also at this site. The UVM Proctor Maple Research Center website <http://www.uvm.edu/~pmrc/> has a collection of valuable publications written by staff members which can be found on the “Publications” page. Included there are downloadable copies of several PMRC brochures on subjects such as syrup filtering, fertilization of sugarbushes, and chemical safety.

George L. Cook Timothy Wilmot
UVM Extension Maple Specialists

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