

# REGISTRATION 2018 ADDISON COUNTY MAPLE SEMINAR

Name \_\_\_\_\_

Operation Name \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Attendee Name(s) \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

# Attending "What Grade of Syrup are You Really Making?" \_\_\_\_\_

# Attendees  
(meeting & lunch) \_\_\_\_\_ x \$25 = \_\_\_\_\_

# Attendees  
(meeting only) \_\_\_\_\_ x \$10 = \_\_\_\_\_

**Enclosed Total \$:** \_\_\_\_\_

*Register by January 6.*

**Make checks payable to ACSMA & Mail to**  
Barbara Rainville, Secretary/Treasurer  
ACSMA  
598 Browns Road | Lincoln, VT 05443

*Register today! Fees at the door are  
\$35 (meeting and lunch) or \$20 (meeting only).*



## 2018 ADDISON COUNTY MAPLE SEMINAR

**SATURDAY, JANUARY 13**

**Middlebury Union High School**  
73 Charles Avenue (Off Court Street/Route 7)  
Middlebury, Vt.

### REGISTRATION FEES

\$25 with lunch / \$10 without lunch  
*If registered by January 6. Pre-registrants  
eligible for great door prizes from our sponsors.*

\$35 / \$20 At the door

### SCHEDULE

- 8:00 a.m. Registration  
*Complimentary coffee, tea &  
maple cream donuts*
- 9:00 a.m. Welcome  
*State of the Industry Discussion*
- 10:30 a.m. Session I
- 11:45 a.m. Lunch & Trade Show
- 1:00 p.m. Session II
- 2:30 p.m. Session III
- 3:45 p.m. Have a safe trip home  
*Pick up door prizes*

**AS THE MAPLE INDUSTRY  
EXPANDS, NEW TECHNOLOGIES  
ARE BEING USED IN ALL  
ASPECTS OF PRODUCTION.  
DON DOLLIVER HOLDS A 4"  
MAINLINE AT GOODRICH'S NEW  
OPERATION IN EDEN, VT.**



Session information & more:  
[www.AddisonCountyMaple.org](http://www.AddisonCountyMaple.org)

or contact:  
Barb Rainville, ACSMA Sec./Treas., 802-453-5797  
Moe Rheume, ACSMA President, 802-352-9333

## Evaporating Profits

Mark Cannella, Farm Business Management Specialist, Director of UVM Extension Agricultural Business Program & Dave Folino, Addison County Sugarmaker

These two guys may help you keep your profits from evaporating! Mark and the UVM Maple Benchmark Program work with producers to provide analysis on production costs: hear results, financial observations and impacts on producers from 2,500-50,000 taps. Dave has been a maple producer and business manager who taps 15,000 trees in Starksboro. Together, Mark and Dave combine to share financial analysis with practical business experience.

## An Inside Look at Maple Finances

Mark Cannella, Farm Business Management Specialist, Director of UVM Extension Agricultural Business Program

The Maple Business Benchmark has completed one year of detailed financial analysis with Vt. maple operations ranging from 3,000 to 20,000 taps. This session will share results on investment requirements, cost of production and profitability. Attendees will see how benchmark program analysis to supports business decisions like adjusting prices, evaluating new investments and managing expenses.

## Tree Size vs. Sap Yield

Tim Perkins, Research Professor & Director, University of Vermont Proctor Maple Research Center

Of the many factors that affect sap yield (temperature, vacuum, tapping history, etc.) tree size can be challenging to observe. This presentation will review results from recent experiments looking at tree size influences on sap yield as well as the economic return from tapping small trees.

## Taphole & Tubing Sanitation: Yield & Economics

Tim Perkins, Research Professor & Director, University of Vermont Proctor Maple Research Center

Using sanitary practices in sap collection is critical in achieving high sap yields, but what is the best way to do this? A multi-year study by the University of Vermont and Cornell University compared several replacement and cleaning strategies and their effect on sap yield and profit. This presentation will describe the results and how different approaches to sanitation impact how much sap you can collect, the costs of different methods, and how these affect the bottom line on sap production.

## Climate Change & the Maple Industry

Tim Perkins, Research Professor & Director, University of Vermont Proctor Maple Research Center

Given the intimate relationship between weather and maple sap flow, changing climatic conditions have the potential to affect the maple industry in a variety of ways. This presentation will describe research that has been conducted on climate change and maple as well as new ongoing work, and describe some possible effects of changing climate on the future of the industry in the Northeast.

## From 8° to 35° Brix – Research on Reverse Osmosis & Syrup Flavor and Quality

Abby van den Berg, Research Associate Professor, University of Vermont, Proctor Maple Research Center

A summary and synthesis of the results from research conducted by the University of Vermont Proctor Maple Research Center to investigate the potential effects of the use of standard and high-Brix RO systems on the composition, properties, and flavor of the maple syrup produced will be presented.

## How Did the Sap Get Across the Road?

JR Sloan, Cabot, Vt.

“Welding” and “burying” are words not normally associated with maple. JR will be discussing some of his advanced and innovative techniques for pipeline installation and moving sap in difficult situations.

## What Grade of Syrup are You Really Making?

Henry Marckres, Maple Expert

This session will help you understand the proper way to grade your syrup. It's not just color and it's not just flavor. Bring your own sample to work with. Indicate on registration form if you want to take the class. First come, first served. CLASS LIMIT IS 20.

## What's on a Label?

Tom Parrish, Creative Labels of Vermont

Tom will discuss what needs to be on a label and what branding and design considerations should be thought out before you go to a graphic designer or label producer.

## 3/16" Tubing with Vacuum – Roundtable Discussion

Andy Hutchison, Moderator; Panelists Dave Folino, Tim Wilmot

Several years of use has shown great promise in getting good vacuum without the equipment when using 3/16" tubing. But what is the outcome if you put in a hybrid system of 3/16" with vacuum? This roundtable discussion will examine the value of this hybrid system.

## Creating an Operation from Scratch

Glen and Ruth Goodrich, Cabot, Vt.

The Goodrichs are using innovative methods and techniques in outfitting their new large-scale sugarbush. Learn about their triumphs and miscues and glean some ideas that might work for your small operation.

## Beginning Sugarmakers

George Cook, UVM Extension Professor Emeritus

In this two-part session, George leads beginning sugarmakers from the tree to the sugarhouse, discussing taping, tubing, filtering basics and other techniques. The second session reviews boiling techniques, best practices when it comes to drawing syrup off, filtering, grading and canning.

## Sugarhouse Certification

Henry Marckres, Maple Expert

Henry helps you navigate the FDA and state regulations, and dispel the confusion. He provides suggestions and next steps to certify your operation, large or small.

