

UVM Extension Maple Business is developing financial tools and technical guidance to guide decisions about starting a sap business. Partnering with forest landowners, current or prospective sap and/or maple producers, we will evaluate carbon and economic assessment tools and develop business opportunities.

**Are you a forest landowner** interested in assessing the economic potential of maple sap production on your land? Or looking to utilize your maple woods while maintaining forest health, develop sustainable forestry practices, or understand carbon markets and the forest carbon cycle?

**Are you a maple producer** looking to maximize your capacity or expand your operation by buying in sap from others?

**Are you a maple entrepreneur** or looking to start a business in the maple industry?

## Some benefits of a maple sap business include:

- ✦ Lower barriers to entry and higher profitability; start-up costs about half the cost for a full sugaring operation.
- ✦ Strong demand for sap from an expanding maple products industry.
- ✦ Potential for economic incentives related to woodland management and forest carbon sequestration.

## Interested or have questions?

Complete our brief intake form (<https://forms.office.com/r/7zhLUKRQez>) or contact Chris Lindgren, UVM Extension Forest Business Educator: [christopher.lindgren@uvm.edu](mailto:christopher.lindgren@uvm.edu) / 802-656-7583 / 1-800-281-6977



You can also find more resources and information about this project in the Sap section of [maplemanager.org](http://maplemanager.org).

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# Resources for Sap Only Businesses

## Sap Hauling Calculator

Interactive formula that will walk you through the process of calculating costs of hauling sap.



## Sap Pricing Calculator

Use your numbers to validate/price a sap transaction.



## Assessment Checklist for Maple Sap Business

An Excel template with a rating scale to consider sixteen features of a potential sap business and sugarbush.



## Sap Business Presentation

UVM's Chris Lindgren presents sap only businesses through recorded slides.



Maple Manager. The online maple resource hub: [www.maplemanager.org](http://www.maplemanager.org)

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