

Maple Mainline

Vermont Maple Conferences January 16, 23, 30, 2016

The University of Vermont Extension, Addison County Maple Sugarmakers Association and Vermont Maple Sugar Makers' Association are pleased to offer the 13th annual Vermont Maple Conferences on Saturday January 16th, 23rd and 30th, 2016. The conferences are educational meetings held for the purpose of bringing the latest information and research findings about forest management, sap collection, syrup production, quality control, and marketing to sugarmakers in Vermont and surrounding regions. These all day meetings, which are designed to provide education for maple producers of all levels of skill and experience, are open to the public. Classes are taught by scientists, natural resource professionals and sugarmakers from around the state. Meetings also feature a trade show with vendors displaying maple related equipment and a lunch with a maple theme. These meetings are widely perceived to be among the best educational opportunities for sugarmakers in the US and Canada.

Please Note:

The enclosed registration form has two parts. Please fill out the appropriate half, depending on whether you wish to attend the Jan. 16th meeting, or either the Jan. 23rd or 30th meetings. Note that the meeting day schedules are different, that the checks are made out to different organizations, and the forms are sent to different addresses. Attendees have the option to register and pay online for the Bellows Falls and Hyde Park Conferences at www.vermontmaple.org/maple-conferences/

VMSMA Members will receive free registration at either the Bellows Falls or Hyde Park Conference if registrations are posted by January 12th, and non-VMSMA employees and family will receive a discounted rate if registering on the same form.



Sat., Jan. 16th, Middlebury Union H.S., Middlebury
Location: off US Rt. 7 just south of the village. Lunch will feature roast pork with all the fixings with vegetarian option.

Sat., Jan 23, Lamoille Union High School, Hyde Park
Location: West 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 fixings.

Sat., Jan. 30th Bellows Falls Union High School
Location: off US Rt. 5, just south of Bellows Falls. Lunch will feature maple cured baked ham with all the fixings

Pre-Registrations must be **postmarked** by: January 9th (Middlebury), or January 12th (Hyde Park and Bellows Falls). Thank You! Registrations postmarked *by these dates* will be assured of a meal, if selected and paid for. Lunch for walk-ins or registrations postmarked *after these dates* will be served on a first come, first served basis. Please help us by registering early. If you require a disability-related accommodation to participate in this program, please notify Amanda Voyer at 802-858-9444 for the BF or HP meetings, or Moe Rheume at 802-352-4556 for the Middlebury meeting.

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.**



University of Vermont Extension, 327 US RT 302, Suite 1
Barre, VT 05641 ~ 802-476-2003
Toll free: 1-866-860-1382; Fax: 802-476-2006

**Maple Conference at Middlebury Union High School
Saturday, January 16, 2016**

~ Sponsored by the Addison County Sugarmakers Association ~

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

Pre-Registration is \$25 per person if **postmarked by Jan 9**; \$35 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; \$20 at the door.

Number of attendees (**meeting and lunch**) _____ x \$25.00 = _____
 Number of attendees (**meeting only**) _____ x \$10.00 = _____
 Total Enclosed _____

Checks payable to: **ACSMA**. Return to Barb Rainville, Sec/Treas. ACSMA 598 Browns Rd, Lincoln, VT 05443.
 For more information contact: Moe Rheume ACSMA President, 802-352-4556 or Barb Rainville 802-453-5797.

To request a disability-related accommodation to participate in this program, please contact Moe Rheume at 802-989-0915 by January 9th, 2016, so we may assist you.

**Maple Conferences at Lamoille Union H.S., Hyde Park, Saturday Jan. 23, 2016
and Bellows Falls H.S., Saturday, Jan. 30, 2016**

~ Sponsored by UVM Extension and the Vermont Maple Sugar Makers' Association ~

Name: _____
 Address: _____
 Town: _____
 State: _____ ZIP: _____
 Phone: _____ - _____ - _____
 Email: _____

Free admission to either the B.F. or H.P. conference for all VMSMA members if registration is postmarked by 1/12/16

Additional attendance registrations can be purchased at the reduced membership rate of \$20 per attendee for family members and employees. **Food is not included in registration. Should you wish to stay for lunch, please purchase a meal for each attendee, including free admissions.**

Hyde Park 1/23/16

Family and employees _____ x \$20 = _____
 Non-VMSMA members _____ x \$40 = _____
 Number of youth _____ x \$15 = _____
 Number of meals _____ x \$18 = _____
 Others Attending: _____

Bellows Falls 1/30/16

Family and employees _____ x \$20 = _____
 Non-VMSMA members _____ x \$40 = _____
 Number of youth _____ x \$15 = _____
 Number of meals _____ x \$18 = _____
 Others Attending: _____

Please make checks payable to VMSMA
 189 RT 15, Jericho, VT 05465

Total Due: _____

OPTION: Register and pay ONLINE www.vermontmaple.org/maple-conferences/

To request a disability-related accommodation to participate in this program, please contact Amanda Voyer at 802-858-9444 by January 12th, 2016, so we may assist you.

A Message From Matt Gordon, Vermont Maple Sugar Makers' Association Executive Director:

For the past number of years, VMSMA and UVM Extension have hosted two conferences in January for maple producers and the Addison County Maple Sugar Makers' Association hosts a third. As many of you know, these events are a great way to stay current on the latest research that is being conducted at the Proctor Maple Research Center and by other maple researchers, see how new equipment can assist with your business' efficiency, explore how marketing and value-added products can help diversify one's business, and learn how to be compliant with the evolving regulatory landscape at the state and federal levels.

At last year's conference in Bellows Falls, I know that many expressed dissatisfaction with the meal. I have been working with the school in an effort to provide a better quality meal.

As we move into 2016, we will have some changes with the organization of the conferences as Tim Wilmot is retiring. I know I speak for many in thanking Tim for all of the years of service to our industry and all of the hard work he put into making these conferences a tremendous success! Tim always made sure that these meetings ran smoothly, had a varied and interesting set of speakers, and offered a great value to those who attended. It certainly won't be easy for us to fill his shoes.

Like last year, if you are a VMSMA member in 2016, the registration fee for either the Bellows Falls or Hyde Park conference will be waived and any family members or employees are eligible to register for a discounted rate.

The past year has seen some changes at VMSMA with the continued theme of retirement. Long-time employee, Mary Croft, retired this past year. Amanda Voyer began working this summer as our new Administrative and Communications Coordinator. As 2016 unfolds, I am looking forward to some exciting new developments and projects for our association.

I wish you a great holiday season and a successful 2016 season!

-Matt

Daily Schedule for Lamoille Union H.S. and Bellows Falls H.S.—Jan 23 & 30

7:30 ~ Registration opens; Coffee and Donuts

8:30 – 9:15 ~ Opening with Matt Gordon

9:30 – 10:30 ~ Session I

10:45 – 11:45 ~ Session II

11:45 – 1:00 ~ Lunch

1:15 – 2:15 ~ Session III

2:30 – 3:30 ~ Session IV

Turn in evaluations; have a safe trip home.

Opening Auditorium Session at Hyde Park and Bellows Falls: Matt Gordon will discuss current VMSMA projects including marketing and rebranding efforts, sugarhouse certification, use of lead-containing material in bulk syrup production and will give an update on the state of the maple industry.

CONCURRENT SESSIONS AT BELLOWS FALLS AND HYDE PARK:

Marketing Maple ~ Brad Gillilan, President, Leader Evaporator Company. Brad will discuss the "4P's" of marketing and how they apply to not just your maple syrup, but your whole operation. Learn from real life examples how to increase your profits through better promotion that can be customized to highlight your specific operation, how to have the right product for the customers you are targeting, and how to maximize product presentation.

Managing for a Healthy Sugarbush in a Changing Climate ~ Jared Nunery, Orleans Cty. Forester and Nancy Patch, Franklin Cty. Forester. In a changing climate our forests are under a multitude of stressors, which can be baffling and overwhelming to a land owner. Come learn how to manage for the unknown, and incorporate the best available information into the management of your sugarbush.

Your first day with an RO ~ Clayton Christie, Engineer for Maple Expert Solutions, Inc. Learn the tips and tricks for your first days operating an RO. Learn common techniques to maximize your new investment. All of this will be shown with a Hobby size RO.

Forest Pest News ~ Barbara Schultz, Forest Health Program Manager, VT Dept. Forests, Parks & Rec. Barbara will present an update on maple health and talk about various important forest pests including the current status of forest tent caterpillar (which may be on the way back), Asian longhorned beetle, and other maple health issues, as well as other forest pests that may affect your woodlot. She will also present information on Vermont's new firewood quarantine.

The Sweet Tree Operation ~ Joe Russo, Chief Operating Officer, Sweet Tree Holdings. Joe Russo will discuss this huge operation which is growing from 94,000 taps to 230,000 taps in 2016 and half a million taps in a few years. Joe will talk about running the operation, including discussing some of the many innovations that are in place or anticipated, and plans for the syrup. Come with your questions!
HYDE PARK ONLY.

Weather Forecasting for Maple Sugaring ~ Roger Hill, Vermont Weather Forecaster. Roger will present an overview of the forecast process, showing the usefulness of forecast modeling for sugaring operations, which require the evaluation of temperature, snow depth, soil moisture, sunshine and wind. Analysis of climatological conditions determined to be ideal for sugaring operations will also be shown along with syrup production data to support the climatological assessment.

Organic Maple Certification with Vermont Organic Farmers ~ Gregg Stevens, Vermont Organic Farmers Organic Certification Specialist. Learn what is involved in getting maple sap, syrup and value added products like maple cream and candy certified organic through Vermont Organic Farmers (VOF). Organic certification specialist Gregg Stevens will discuss the VOF guidelines for organic maple certification and what is involved in the certification process. Attendees will learn about the application process, record keeping requirements, what to expect during the annual onsite inspection and how to offset the costs of certification utilizing the federal cost share program.

When Does This No Longer Become a Hobby? ~ Steve Roberge, Extension Forester, UNH Cooperative Extension. Expansion of a sugaring operation is an inevitable effect of a beginner or small-scale sugarmaker who has worked hard to learn

the art and science of sugar making. Quite often these sugarmakers find themselves with the need for more time, more equipment, more sap, or more customers. In this session we'll discuss expansions of smaller sugaring operation from sugarbush to sugarhouse to marketing your syrup and look at equipment upgrades, expanding sugarbushes, buying sap/syrup, marketing and general considerations for an expanded sugaring operation.

Use Value Appraisal - Where Are We Now and Where Are We Going? ~ Keith Thompson, Private Lands Program Manager, VT Dept. Forests, Parks and Rec. Get the most up to date information about the UVA program, and any recent changes or proposals affecting the work of Forests, Parks and Recreation and how sugarmakers may be affected. Topics will likely include water quality, UVA sugarbush management guidelines, and others.

A Discussion About Climate Change ~ Lisa Chase, University of Vermont Extension. Lisa will give a short presentation on the findings from a survey about perceptions of climate change, which included responses to the following questions: How do you define climate change? Do you have concerns related to climate change? What types of adaptations have been made or are planned? Following this she will lead a discussion about how sugarmakers have been adapting and what their plans are for the future over different time horizons.

Value Added Products in Maple ~ Ruth Goodrich, Washington County Sugarmakers. Ruth has made and sold maple products for 35 years, in addition to being the financial and personnel manager of the Goodrich Maple Businesses. Value added products are a key to making the best return in their thriving retail, wholesale and mail order trade. Organization and good bookkeeping are a must, knowing which products sell well, and knowing how to meet the challenges and have fun are very important; all of which will be covered.

Techniques for the Beginning and Backyard Sugarmaker ~ George Cook, UVM Extension Maple Specialist. A 2-hour presentation; Part 1 will cover topics from identifying the crop trees in the woods to the selection of the fuel to fire the arch. In the mix, you'll find sugarbush management, tapping practices, and collection and storage of sap, along with

tools, building and equipment needs. Part II will cover the evaporation and processing of sap to the final finishing of maple syrup, including filtering, grading and packing and a discussion of off-flavors

Boiling Sap ~ Glen Goodrich, Washington County Sugarmaker. Learn the essentials of boiling from one of Vermont's most popular teachers: Glen will cover boiling for efficiency, for ease and for safety. He will discuss boiling raw sap, as well as boiling sap concentrated to different levels.

Strategies for a Cleaner RO and Evaporator Pans ~ Brian Stowe, Sugaring Operations Manager at the UVM Proctor Maple Research Center. This presentation will briefly describe creating a cleaning plan to minimize downtime with the goal of keeping your RO and pans operating at peak efficiency.

Identifying Off-flavored Syrups ~ Henry Marckres, VT Agency of Agriculture, Foods and Markets. Maple expert Henry Marckres will provide samples of a variety of off-flavored syrups and discuss the circumstances that cause these problems.

How Microbes Affect Maple from the Tree to the Finished Product ~ Tim Perkins, Director, UVM Proctor Maple Research Center. Various types of microorganisms grow in maple sap and syrup, affecting everything from the yield of sap from the taphole, to the taste of syrup, and how well maple candy crystallizes. This presentation will delve into the myriad of ways that microbes affect maple and how we deal with this issue at many different stages of the process.

Is Tapping Below the Lateral a Good Idea? ~ Mark Isselhardt, research specialist, UVM Proctor Maple Research Center (Hyde Park) and Tim Perkins (Bellows Falls). Sometimes maple producers have to tap below the lateral line in order to find good (non-compartmentalized) wood, or because of tubing position. Studies at UVM PMRC looked at how tapping below the lateral line affected sap yields in the spring of 2015. The results might surprise you!

Spout Replacement, Tubing Cleaning, or Both -- Which is Best? ~ Dr. Abby van den Berg, UVM Proctor Maple Research Center (Hyde Park) and Tim Perkins (Bellows Falls). A number of studies have examined the effects of sanitation at the taphole

and tubing level as a strategy to increase sap yields. This two-year joint study conducted by UVM PMRC and the Cornell Maple Program compared spout replacement, drop replacement, CV use, and cleaning with isopropyl alcohol, hydrogen peroxide, and bleach, as well as combined spout replacement and cleaning on sap yield and net profit.

Birch Syrup Production in Vermont ~ Panel Discussion, Moderator Mark Isselhardt, Research Specialist at the UVM Proctor Maple Research Center. This discussion will feature the experiences of two Vermont birch syrup producers who also produce maple syrup. Bucky Sheldon of Vermont Birch Syrup Company in Glover and Nick Lemieux of Georgia Mountain Maples in Milton produce birch syrup from 1000 and 2200 tap birch operations respectively. They will share stories and answer questions about all aspects of production and marketing this unique product.

HYDE PARK ONLY.

Cooking with Maple ~ Ruth Goodrich, Washington County Sugarmaker. Working in the Bellows Falls teaching kitchen, Ruth will demonstrate how to make some valued added products, and have fun at the same time. **BELLOWS FALLS ONLY.**

DAILY SCHEDULE FOR MIDDLEBURY HIGH SCHOOL ON JANUARY 16

8:00 – 8:45 Registration – Coffee & Donuts

9:00 – 10:15 Welcome (in Auditorium)

State of Industry Discussion – Featuring Matt Gordon - VMSMA, Daniel Lalanne - CDL/USA, John Kingston - CEO Butternut Mountain Farm, Bruce Bascom - Bascom Maple Farm, Gary Gaudette - Leader Evaporator and other industry leaders.

10:30 – 11:45 Session I

11:45 – 1:30 Lunch & Trade Show

1:30 – 2:45 Session II

3:00 – 4:15 Session III

4:15 - Have a Safe Trip Home

Sugarhouse Certification ~ Henry Marckres, VT Agency of Agriculture. Learn how to become certified, whether your operation is large or small. Henry will discuss the guidelines and criteria for certification. Suggestions on how to make your operation certifiable and the steps owners need to take to be certified.

Making Value Added Products Demonstration ~ David and Damian Hill from Shaver-Hill Farm in Harpersfield, NY. The Hills will demonstrate ways to make The Best candy, cream, and sugar. Tips and tricks they have learned to make candy come out consistent, cream that is silky smooth and granulated sugar using a cream machine. This is a must see for anyone who is looking to improve existing confections, or starting into making confections.

Tapping Birch and Walnut Trees for Syrup Production ~ Mike Farrell, Cornell Extension. This workshop explores the pros and cons of tapping alternative tree species, such as birches and walnuts, for sap and syrup production. You will learn about the differences in sap collection and processing as well as marketing opportunities for these unique products.

Is Tapping Below the Lateral a Good Idea? ~ Dr. Tim Perkins, Director, UVM Proctor Maple Research Center. Sometimes maple producers have to tap below the lateral line in order to find good (non-compartmentalized) wood, or because of tubing position. Studies at UVM PMRC looked at how tapping below the lateral line affected sap yields in the spring of 2015. The results might surprise you!

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Sap Flow and Sap Sweetness - How, Why and What Influences Them? ~ Dr. Tim Perkins, Director, UVM Proctor Maple Research Center. Maple producers rely greatly upon the development of pressure in maple trees to produce sweet sap to harvest. This presentation will explain the phenomenon of sap flow as well as the various factors that influence flow and yield as well as sap sugar content both before and during the spring season.

Beginning Sugarmakers ~ George Cook, UVM Extension. In this two part session, George leads beginning sugarmakers from the tree to the sugarhouse, discussing tapping, 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.

What Grade of Syrup are You Really Making? ~ Henry Marckres, VT Agency of Agriculture. 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. CLASS LIMIT IS 20. Indicate on registration form if you want to take the class.** First come, first served.

Economics of Buying and Selling Sap ~ Mike Farrell, Cornell Maple Extension Program. Purchasing sap can be one of the most profitable ways of expanding syrup production. This workshop covers everything you need to know on how to price raw sap when it is sold between someone who gathers the sap and a sugarmaker who processes it into syrup. You will learn how to determine whether buying/selling sap is a profitable venture and the finer points of getting into the sap buying business.

Good to The Last Drop ~ JR Sloan. JR makes thousands of gallons of syrup every year, he'll discuss his methods of turning every drop of sap into syrup. Learn how to turn your cleaning processes into syrup production instead of dumping it down the drain.

3/16" Tubing? ~ Roundtable Discussion, Andy Hutchison, Moderator, Panelists Glenn Goodrich from Cabot and Don Dolliver from Starksboro. Several years of use has shown great promise in getting good vacuum without the equipment when using 3/16" tubing. The roundtable discussion will help answer questions and cover issues when using 3/16" tubing in both larger operations – Glenn's or smaller ones – Don's with 109 taps.

Organic Maple Certification with Vermont Organic Farmers ~ Gregg Stevens, Vermont Organic Farmers Organic Certification Specialist. Learn what is involved in getting maple sap, syrup and value added products like maple cream and candy certified organic through Vermont Organic Farmers (VOF). Organic certification specialist Gregg Stevens will discuss the VOF guidelines for organic maple certification and what is involved in the certification process. Attendees will learn about the application process, record keeping requirements, what to expect during the annual onsite inspection and how to offset the costs of certification utilizing the federal cost share program.

The Reality of Climate Change ~ Gib Brown – WPTZ Meteorologist. The climate is changing. Are the environmental changes going to make sugaring a tradition of the past? Can sugarmakers positively affect the climate? Learn what climate changes really mean to your operation. Get insight on questions like when to tap, the length of the season, and how we need to adapt to a changing climate.



The
UNIVERSITY
of **VERMONT**

EXTENSION

Tim Wilmot

UVM Extension Maple Specialist

2015 Vermont Maple Health Highlights

Reported by the Vermont Department of Forests, Parks, and Recreation, November, 2015

For additional Vermont forest health information, visit http://fpr.vermont.gov/forest/forest_health. To receive literature by mail, for assistance in identifying pests or on-site evaluations, or further details, contact the Forest Biology Lab at 802-879-5687 or your County Forester.

To reduce the risk of spreading Asian longhorned beetle and other wood-borne pests into Vermont, a **Firewood Quarantine** has been filed with the Secretary of State. This proposed rule is currently posted for comment at http://fpr.vermont.gov/fpr.vermont.gov/forest/forest_health/health_management/firewood_quarantine. Two public hearings are scheduled for early January. The rule is scheduled to go into effect on May 1, 2016. After that date, bringing untreated firewood (less than 4 feet long) into Vermont from out-of-state would not be allowed. Firewood could be brought into the state if treated to the highest USDA standard (160° F for at least 75 minutes) and accompanied by certification of treatment. By written request, a waiver could be granted if there is minimal threat to forest health and not restricted by other quarantines. A second Firewood Awareness Week is planned for the spring 2016, focusing on the new firewood rule.

**The University of Vermont
UVM Extension
327 RT 302, Suite 1
Barre, VT 05641**

2016 Maple Conference Information Inside

2015 Vermont Maple Health Highlights

Reported by the Vermont Department of Forests, Parks, and Recreation, November, 2015

Populations of the **Saddled Prominent** caterpillar increased statewide and defoliation was observed throughout the state. Nearly 13,000 acres of defoliation were mapped during aerial surveys, mostly in northeastern Vermont. In our annual Sugar Maple Health Survey, foliage was particularly dense this year, except in areas experiencing light defoliation by saddled prominent.

Sugarbushes should be monitored for this native insect in July and early August. Much of the early feeding occurs at the top of the tree, so listen for the raining of their droppings. The young caterpillars make “windows” in the leaves when they feed. Most caterpillars are predominantly green, with distinct markings on the head and “saddle.”

This is an insect to watch closely. Following the last outbreak (1979-81) hardwood decline was significant on some sites. Defoliation tends to start at upper elevations. If a ridge-top is infested, anticipate defoliation downslope in subsequent years. Outbreaks are unstable. Areas often sustain complete defoliation where no damage was observed the previous year, and infestations often collapse suddenly.

For assistance in identifying pests or on-site evaluations, or further details, contact the Forest Biology Lab at 802-879-5687 or your County Forester.