

Schedule

8:00 – 8:45 Registration – Coffee & Donuts
9:00 – 10:15 Welcome (in Auditorium)
State of Industry Discussion
10:30 – 11:45 Session I
11:45 – 1:00 Lunch & Trade Show
1:00 – 2:15 Session II
2:30 – 3:45 Session III
3:45 – Pick up door prizes and have a safe trip home

Session 1

Auditorium

Spouts, Drops, Vacuum, and Collecting Sap – JR Sloan, Cabot

Getting sap (for years) from multiple places and producers, and using a wide variety of products and strategies, has given JR great insight into what works well in different situations and what doesn't. This is an honest look at his operation.

Choir Room

Research and Extension Update from UVM - Mark Isselhardt, UVM Extension

What are the latest research findings from the Proctor Maple Research Center and UVM Extension Maple Program? What changes have been made in the sugarhouse? This talk will provide an update on both; from the latest on the long-term effects of high vacuum to the new Hyper Brix RO and evaporator, a chilling concentrate tank and new milk house style walls

Classroom #1

Beginning Sugarmakers – Bill Scott, FFA Emeritus

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

Classroom #2

Producing a Retail Label, Where to Start – Tom Parish, Creative Labels of Vermont

We will discuss what needs to be on a label, and what branding and design considerations should be considered before you go to a graphic designer, label producer or print house.

Classroom #3

The Business of Maple – Mark Cannella, UVM Extension & David Folino, Addison County Sugarmaker

This presentation combines the perspectives of a business educator and a maple business owner to discuss the world of maple syrup today. We will discuss how maple industry trends, economics, market developments, new products and forest management impact maple syrup. The presentation will highlight current events and facilitate a discussion on how the direction of maple relates to consumers, maple operators, policy and research.

Session II

Auditorium

FDA Registration-What's FSMA? If You Don't Know You Should! – Presenter TBA

Learn what FSMA (Food Safety Modernization Act) is, and what it means now and could mean for your operation in the future. If you don't think this applies to you – you are probably wrong! Need to register? Come to this workshop and find out.

Choir Room

Reduced Sap Yield from Tapping into Stained Wood – Mark Isselhardt, UVM Extension

What is the impact on sap production when your tap into an old wound? With tubing systems, it is almost impossible to know for sure. This presentation will cover preliminary sap yield data from clean tap holes versus holes that hit brown wood.

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Classroom #2

Tracking, Packing and Labeling Your Product – Henry Marckres, Maple Flavor Specialist

Henry will cover proper packing which involves temperature, filtering and sealing. The legal requirements for labeling your product including coding and recordkeeping for drums, retail containers and grading.

Classroom #3

What's Eating The Trees? Barbara Schultz, Forest Health Program Manager, VT Dept of Forest, Parks and Recreation

Tent caterpillars and maple leaf cutter are chewing through our sugarbushes. The threat of Asian long-horned beetles are still of concern. Learn about the situation and options. Barbara will also provide an emerald ash borer update.

Session III

Auditorium

Best Management Practices (BMPs) & Maple Operations – Patrick Fry, VT ANR

Some maple operations are being looked into for possible water quality issues. This presentation will discuss easy (and inexpensive) solutions to mitigate most concerns the Vt. Agency of Agriculture, Food and Markets (VAAFAM) and Agency of Natural Resources (ANR) may have. The talk will cover VAAFAM grant programs, and how/when they may be applicable as well as sampling results from sugarhouse waste streams.

Choir Room

3/16" Tubing with Vacuum – Roundtable Discussion – Andy Hutchison, Moderator

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

Classroom #1

High Brix Concentration and Boiling–Big Maple Year 2 - Glen Goodrich, Cabot

The Goodrich's are using innovative methods and techniques in outfitting their new large scale sugarbush. During their second year of operation, hear about what they have learned. Learn the pros and cons of High Brix Concentration and Boiling.

Classroom #2

Maple in our Schools and in the Curriculum – Abbie Nelson, NOFA

Learn how you can take part in putting maple in all of our Vt. schools and how maple education involves math, science, engineering, community and environments. Learn how to have youth groups safely in your woods and operations.

Classroom #3

The 1 Hour Maple Business Plan- Mark Cannella, UVM Extension

Business planning comes in all forms and is an ongoing process. This session is designed to adapt the components of a traditional business plan into fast and easy format so that participants can develop a one-page plan in one hour. Short teaching segments on your business vision, production set-up, investments, marketing and implementation steps will be accompanied by a one-page business planning sheet and time to work on it. Participants will leave the session with a basic plan outline, budget targets and the business goals that are important to their success.