

# Maple Syrup *Digest*



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February 2019



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## ***Added Sugars Label Victory! Agritourism***

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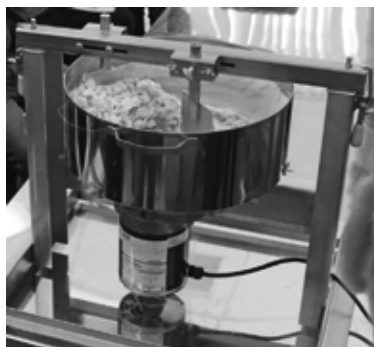
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NAMSC Executive Director: Michael A. Girard, CT

860-658-5790 • [mgirard@simscroft.com](mailto:mgirard@simscroft.com)

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## North American Maple Syrup Council Directory of Officers

David Briggs, **President**, NB  
506-382-3380, [dsbriggs@nbnet.nb.ca](mailto:dsbriggs@nbnet.nb.ca)

Debbi Thomas, **Vice-President**, MI  
989-685-2807, [debbi1612@hotmail.com](mailto:debbi1612@hotmail.com)

Joe Polak, **Secretary-Treasurer**, WI  
715-536-7251  
[joepolak@frontier.com](mailto:joepolak@frontier.com)

### DIRECTORS

J. Mark Harran, CT  
860-567-3805, [jmharran@aol.com](mailto:jmharran@aol.com)

David Hamilton, IN  
765-836-4432, [dave@rutherfordsugarcamp.com](mailto:dave@rutherfordsugarcamp.com)

Lyle Merrifield, ME  
207-892-5061, [merfarm@aol.com](mailto:merfarm@aol.com)

Winton Pitcoff, MA  
413-634-5728, [winton@massmaple.org](mailto:winton@massmaple.org)

Ralph Fideldy, MN  
218-326-0614, [timbersweet@hotmail.com](mailto:timbersweet@hotmail.com)

David Kemp, NH  
603-532-8496, [david.kemp7@myfairpoint.net](mailto:david.kemp7@myfairpoint.net)

Eric Randall, NY  
585-547-3596, [randall-maple@msn.com](mailto:randall-maple@msn.com)

Avard Bentley, NS  
902-548-2973, [jbentley@ns.sympatico.ca](mailto:jbentley@ns.sympatico.ca)

Dave Hively, OH

Brian Bainborough, ON  
705-229-9345,  
[brian.bainborough@sympatico.ca](mailto:brian.bainborough@sympatico.ca)

Larry Hamilton, PA  
814-848-9853,  
[hamiltonsmappleproducts@gmail.com](mailto:hamiltonsmappleproducts@gmail.com)

Cécile Brassard Pichette, QC  
450-439-2329, [cecile.bp@hotmail.com](mailto:cecile.bp@hotmail.com)

Thomas Buck, RI  
401-377-2418, [UncleBck@aol.com](mailto:UncleBck@aol.com)

Mike Rechlin, WV  
[mike@future.edu](mailto:mike@future.edu), 304-946-3811

James Adamski, WI  
715-623-6853, [cdladamski@gmail.com](mailto:cdladamski@gmail.com)

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# Greetings from your President



The holiday season has just wrapped up and a new year has begun. I hope everyone had a great holiday, shared with family, friends and loved ones.

It is with great sadness that I write these notes regarding the recent passing of two very amazing gentlemen that meant a lot to me and the maple industry.

Bill Eva of Hancock NH passed suddenly on November 19, 2018. I met Bill and his wife Carol at the very first Council meeting I attended in North Conway, NH about 16 years ago and we have been friends ever since. Bill and his family have been involved with the maple industry both in New Hampshire and at the international level. He was a past president of the NH Maple Producers Association; the NH delegate for the International Maple Syrup Institute, and a representative to the North American Maple Syrup Council. Bill also was on the board of directors for the NH Maple Museum. I got the chance to visit Bill and Carol at their home and sugar farm in Hancock, NH a little over a year and a half ago. Upon arriving on short notice, I learned Bill was away fishing up north in Maine. My wife, Sherry, and I had a nice visit with Carol and we even got the grand tour.

Roy Hutchison of Canterbury, NH passed away on December 1, 2018. Roy and his wife Mary Ellen attended most or all the NAMSC meetings that I have

attended over the years. Roy became involved in the NH Maple Producers Association in 1967, serving as treasurer, vice president and president and was most recently on the board of the Charlie Stewart Maple Museum. He managed the NH Maple booth at the "Big E" for a number of years. In 1984 he became a delegate to the North American Maple Syrup Council and in 1990 became the editor of the *Maple Syrup Digest*, a position he held for 24 years.

Both of these gentlemen had a tremendous impact on the maple industry both in New Hampshire and at the international level. I know the industry is better because of them and they will be deeply missed by myself and many others. Thoughts and prayers to both families.

Over the last few months the Council's Executive Committee has shared a number of emails on several topics. This year I am encouraging a bit more conference calling between the executive committee and among the more active committees. I am anxious to update members on a number of topics, one being the revisions to the *Producers Manual*. With the season fast approaching committee members will be focused on getting ready, but we'll regroup after the sap stops flowing to continue our important work.

On that note I hear more and more of producers, especially the large bulk producer with hundreds of thousands of taps, starting to tap early. I spoke with one of our large producers, maybe one of the largest in the world, here in New Brunswick back in early December and they were just about ready to start tapping. I think back to when I was younger and realize how much our industry has changed. In southern New

*President: continued on page 7*



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Brunswick it was unheard of to tap before the 10th of March. Last year my father started tapping the earliest he ever has, February 15th. He got a few good runs towards the end of February, runs he would have missed otherwise. Climate change is happening and we have to be more aware of it. We never know what mother nature will throw our way and we must be ready for it.

As the vast amount of stored maple syrup grows so must our desire to use it. I encourage you to tell everyone one you meet, "Maple syrup is not only delicious, it is good for you." We must always be looking for new markets and new ways of using it. I often say to producers if we can get each person we know to buy or use just one more bottle of syrup each year we wouldn't have enough to go around. Be proud of what you make and please tell the world about it. Go to [mapleresearch.org](http://mapleresearch.org) and you'll find 30 articles on marketing maple syrup.

Please be ever mindful of the quality of products that you make. We are producing a product that is world renowned. Taste it, smell it and be sure you are making high-quality syrup. Please be careful this season, be mindful of your surroundings, and please be safe in the sugarbush.

Have a great season and may the maple sap be abundant and sweet.

Regards,  
David Briggs, President, NAMSC

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## Southern Syrup Research Symposium

*Mike Rechlin*

Maple experts, research scientists and syrup producers gathered in Summersville West Virginia for the Southern Syrup Research Symposium on Sept. 28-29, 2018. The purpose of the Symposium was to “shine a light on sap and syrup knowledge being generated in the central Appalachians as well as the adoption of sap and syrup production technologies to the region, and to identify unique questions and issues that need to be investigated to reach the region’s sap and syrup production potential.”

The Central Appalachians have an abundant maple resource and the sap and syrup industry is expanding. From the Ohio river valley to the Potomac Highlands, West Virginia, Kentucky, into Highland County, Virginia and beyond there is a growing interest in maple. The West Virginia Maple Syrup Producers association (WVMSPA) was formed in 2014 with 12 members. Today it has 65 members and is growing. In 2017 Kentucky formed a producer’s association and in 2018 Virginia Tech received a USDA Specialty Crop Block Grant to promote the maple industry in Virginia. The southerly location and varied terrain of this region requires innovation and adaptation. Kentucky producers are often tapped out before Christmas and can be pulling taps in February. In the Potomac highlands, producers are tapping maples at 4,000 feet elevation in a forest, and with a climate, that resembles southern Quebec.

The expansion of the industry in the central Appalachians also provides opportunities for the expansion of mar-

kets for maple products. If you travel through New England it is hard to find a gift store or tourist stop without a display of maple products. Not so down here, where maple products are still a novelty. There is room for market expansion to all those gift stores and tourist stops in Washington, Charleston, Atlanta, Richmond, and others. These are places that most often do not (yet) have a display of maple products. And there is interest. Highland County Virginia holds an annual maple festival that draws over 40,000 people, most of whom have never visited a sugaring operation. It is not at all uncommon for all seven producers in the county to sell their entire year’s production in the two weekends of the festival.

The Southern Syrup Research Symposium was organized to move forward a maple agenda for this region. Friday, the first day of the Symposium, was dedicated to presentations by scientists and maple experts working on maple issues. We were pleased to welcome to West Virginia those well-known to the maple world. The first day featured presentations by Tim Perkins, Mark Is-selhardt, and Abby van den Berg from the Proctor Maple Center, as well as Steve Childs from Cornell, Mike Farrell, and Les Ober from Ohio. We also had presentations by those less frequently heard from at maple gatherings, such as Jim Chamberlain, non-timber forest products expert from the USFS Southern Research Station, Jamie Schuler and Keith Heasley from WVU, Tom Ham-mett from VT, Stephen Matthews from Ohio State, and Ryan Huish from the University of Virginia at Wise. These



presentations brought new perspectives to the knowledge being generated about maple, agroforestry and other tree syrups, and laid the groundwork for future collaborations.

Saturday the Symposium featured open discussions led by panels of experts on topics of importance to the growth of the industry in the central Appalachians. Panel topics included: Sanitation, Entrepreneurship and Marketing; Agroforestry; Alternative Tree Syrups; Technological Innovations; and Sweet Sorghum production. These were lively discussions. As John Munsell put it, referring to his panel on Agroforestry, "we just opened the topic, sat back and listened to what folks in the room had to say." At plenary sessions we learned about the possible impacts to the maple industry from climate change, as well as heard concerns from a panel of local syrup producers.

Our friends from up north went home with a few new terms added to their maple vocabulary. These included the term "bumping your taps." This refers to taking the spouts out following a warm spell and drilling deeper in the same hole to expose new vascular tissue as a way of keeping sap flowing. This is often done by producers in our area where we encounter a week or more of summer like weather during the sap flow season. The benefit or detriment of this procedure was hotly debated during the symposium.

Those of us from the Central Appalachians learned that we have a lot more to learn. During a discussion on sanitation, Tim Perkins stated that anyone on vacuum should be getting at least 0.3 gallons of sap per tap. The

West Virginia average last season was a miserly 0.12 gallons of sap per tap. The information shared at the Symposium is going to help our producers increase that number.

The Southern Syrup Research Symposium, being true to its name, has spurred research efforts in our region. A number of research projects are planned that will increase knowledge important to maple and other tree syrup production in the central Appalachians. Under the umbrella of a new Southern Syrup Research Institute being organized at West Virginia University, and in collaboration with Future Generations University, we have trials planned this season to learn more about the characteristics of sycamore and walnut sap and syrup production. The WV Dept of Ag Extension Service has a cluster network marketing study underway to learn more about the potential for expanding maple as agritourism. As a possible way of addressing

our issue of warm spells during the sap flow season, WVU and Ohio State Extension are looking at maintaining low vacuum levels to keep tap holes active. And, we are into the second year of a study funded through an ACER Access grant to the WVDA and in collaboration with Virginia Tech and the Laurel Fork Sapsuckers, a Highland County Virginia producer, to develop a forest management for sap production and agroforestry, Non-timber forest products, research and demonstration area.

To stay up on or get involved with maple events in the central Appalachian region log on to the West Virginia Maple Syrup Producers Association webpage at: <https://wvmspa.org>



Research: Tapping

## 2018 Maple Season Replicated Re-Tap Study

*Stephen Childs, New York State Maple Specialist*

In the 2018 Cornell Maple Program replicated tubing system sap flow trials one of the first systems to stop running was the second year 5/16" laterals, drops, and spouts with four replications. In this treatment nothing had been changed since its use in the 2017 sap season other than being vacuumed dry at the end of that season. By April 6 they had completely dried up.

On that day a new tap hole was drilled six to eight inches directly above or below the original 2018 taphole. This taphole location was chosen so as not to

create a new partition zone in the tree thereby saving clean white wood for future tapping. It was also located in the same channel to see if there would be significant air leakage across the six to eight inches.

Weather forecasts were very favorable for sap runs. The spout was removed from the old taphole and cut from the dropline and replaced with a new bac-zap silver spout and set into the new taphole. Between April 6 when the tree was re-tapped and April 24

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when collecting sap ended for syrup production, the average sap produced per re-tap was 22.2 gallons of sap per tap. This was in addition to the 27.5 gallons of sap produced previously from the first taphole. A small amount of air leakage could be seen in the new taps, more where the holes were six inches apart and almost none where they were eight inches apart, but not enough to affect the vacuum level readings at the receiving canister. Vacuum level was held at between 22 and 23 inches of vacuum.

Re-tap trials have been run at the Arnot Forest in the past. In 2016 under very similar circumstances to the 2018 re-tap trial a new taphole was drilled to the right and above the first tap at least eight inches away but in a fresh column of wood. In one treatment the old spout was pulled from the old taphole and tapped directly into the new taphole. In this case the sap yield following the re-tap was 14.2 gallons of sap per tap.

In a second treatment a new check valve spout was used to replace the spout that had served the first part of the season. With the new spout the yields for the re-tap was 20.2 gallons of sap per tap. The weather was excellent

for sap runs in 2016 following the re-tapping.

In 2008 and 2009 re-tap trials were conducted where the old spout was moved to the new taphole the yield of sap per tap was just one gallon of sap per tap. Where the old spout was replaced with a new spout the yield was just three gallons of sap per tap. Here weather was not ideal for sap runs following the re-tapping.

A reaming trial run in 2005 only resulted in one gallon of new sap per tap. All the tests above were conducted using 5/16" tubing and spouts, The tests in 2008, 2009 and 2005 were conducted on gravity systems.

Two issues are primary in re-tapping. First, for it to be effective you need good sap weather following the re-tapping. Second, re-tapping can become a problem when the re-tapping creates a new column of partitioned wood in the tree, using up the clean white wood too fast for sustainable, high-quality tapping. Re-tapping in the same column appears effective in one year of testing but we will continue to research this option.

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## Nothing to Add: Congress Overrules Proposed Added Sugars Label for Maple

**T**he Farm Bill passed by the U.S. Congress and signed by the President in December included a nice shout-out to the maple syrup industry, thanks to advocacy efforts on the part of thousands of sugarmakers and consumers.

Under new nutrition guidelines being enacted by the U.S. Food and Drug Administration (FDA), all food products must include information on the nutrition panel listing the number of grams of “added sugar” in the product. As written by the FDA, this would have included maple syrup.

During the public comment period on the regulations specific to maple syrup, more than 3,700 comments were filed, the vast majority of them opposed to the rule.

NAMSC weighed in during the comment period, writing *“While we welcome educating consumers by providing them with information about the foods they consume, this requirement would instead increase confusion by suggesting that pure maple syrup, a single-source product that by definition is a sweetener, has been adulterated through the addition of other sugars.*

*We propose an exemption for single-ingredient, pure maple products from the Added Sugar line requirement. The new nutrition labels will require, as the current one does, the total sugars per serving, and we feel that continuing to offer the information about our products in this manner adequately conveys the information the FDA is requiring on the new labels.”*

Other comments were somewhat more pointed, with one submitter writing *“I can’t believe that the FDA thinks that the American people are too stupid to know that pure maple syrup and honey doesn’t contain sugar. Anyone who cares to look at labels will already know that these products contain sugar. It’s time for you guys to get a clue that “We the People” are tired of your over reach.”* Another wrote *“Really? You are going to harm the industry by forcing them to put this on the label when it isn’t true. The people who made this decision are really uninformed. Fix this before you damage the livelihoods of some hard working Americans.”* There were many others, some unprintable in a family-oriented publication such as the *Digest*.

While the FDA issued a statement indicating they would review the comments and issue a final rule in early 2019, Congress stepped in instead, adding a line to the massive farm bill that essentially overrules anything the FDA might decide now, or in the future.

*SEC. 12516. Labeling exemption for single ingredient foods and products.*

*The food labeling requirements under section 403(q) of the Federal Food, Drug, and Cosmetic Act (21 U.S.C. 343(q)) shall not require that the nutrition facts label of any single-ingredient sugar, honey, agave, or syrup, including maple syrup, that is packaged and offered for sale as a single-ingredient food bear the declaration “Includes X g Added Sugars.”.*

Thanks to everyone who submitted comments and brought this to the attention of lawmakers. Advocacy works!

# In Memoriam: Recent Losses in the Maple Syrup Industry

## Roy S. Hutchinson

Roy passed away peacefully on December 1, 2018. He was 88 years old. In 1959 Roy and his brother Ken bought a 220 acre farm in Canterbury, NH where they raised apples and made maple syrup. In 1967 he and his brother divided the farm. Roy continued to raise apples and syrup. In 1967, he became co-owner of Hazen Printing in Penacook, NH\ . After selling the print shop in 1987 he did carpentry work for 30 years and continued making maple syrup.

Roy became involved in the NH Maple Producers Association in 1967, serving in all capacities. He managed the NH Maple booth at the “Big E” for a number of years. In 1984 he became a delegate to the North American Maple Syrup Council and in 1990 became the editor and publisher of the *Maple Syrup Digest*, a position he held for 24 years.

In 1999 he was selected to represent the NH Maple Producers at the Smithsonian Folk life Festival in Washington, DC. He and a friend, along with Roy’s



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son, Brian, built a post and beam sugar house from timber on his property, which was erected on the Mall. The building now finds a home at the Hopkinton Fair grounds as a permanent building.

He was elected to the Maple Hall of Fame in Crogan, NY in 2003 and in 2010 received the Lynn Reynolds Leadership award from the International Maple Syrup Institute.

He enjoyed many travels to maple meetings, throughout the States and Canada and especially loved the five summers spent in Alaska fishing, hiking and exploring.

Roy leaves his wife Mary Ellen MacCoy and his son Brian Hutchinson and their respective families.

Contributions to his memory can be sent to the International Maple Museum Center, PO Box 81, Croghan, NY 13327 or to the Charlie Stewart Maple Museum, c/o Sue Folsom, 130 Candia Road, Chester, NH 03036.



## Bill Eva

On Nov. 19, 2018, Bill Eva, of Hancock, NH, passed away doing what he loved, working on his family farm.

Bill was born on Sept. 5, 1936 to Adella (Canterbury) and William James "Jimmy" Eva of Hancock.

Bill Eva's early days instilled his complete love of nature, being outdoors, responsible hunting and fishing, and maple sugaring. Bill attended the Hancock Grammar School and Hancock High School. He played basketball for Hancock High. Bill finished high school at the Woodstock (VT) Country School. He attended AFROTC at Oberlin College and at UNH where he graduated with a degree in general physical sciences. After serving 21 years in the U.S. Air Force, Bill retired from the Strategic Air Command as a lieutenant colonel.

When Bill retired, he returned to his home in Hancock and established Longview Forest Products. He was community minded and involved with many organizations: past president of the N.H. Maple Producers Association, N.H. delegate for the International Maple Producers Institute, and a representative to North American Maple Syrup Council. Bill also was on the board of directors for N.H. Maple Museum.

Beyond family, Bill was dedicated to serving his community. He was an active member of the Hancock Fire Department for over 16 years, rising to the rank of captain. He served on town boards and assisted whoever and whenever he was needed without expecting recognition. Bill was also a lifelong blood donor donating several hundred pints over the years. He'll be remembered for his easygoing nature and warm smile.

## Agritourism: Education, Marketing, and More

Olga Peters

**A**gritourism. The buzzword conjures sunny visions of hayrides and wine tastings, maybe something frivolous that working farmers may not think relates to their day-to-day hard work.

But agritourism plays two important roles. First, it educates the public about farming and their local food system. Second, it supports farmers by increasing sales opportunities and building a loyal customer base.

The term encompasses an array of on-farm attractions, events, or services. Events can take a simple – and limited – form such as participating in a state’s maple weekend. Or it can be as complex as opening a restaurant. Agritourism includes anything from school field trips, to B&Bs, to pick-your-own, and wine tastings. Sometimes fun, sometimes educational, sometimes both, the common threads are connection and experience.

According to the most recent census data from the U.S. Census of Agriculture, in 2012, 33,161 farms participated in agritourism, with \$704 million in sales.

“I love agritourism. It contains great potential for sugar makers,” says Lisa Chase, natural resources specialist at University of Vermont Extension and Director of the Vermont Tourism Research Center. Chase collaborates on projects with peers across the country. She welcomes questions from all sugar-makers, regardless of location.

Along with agritourism’s economic potential, Chase views it as a valuable

community service. A few decades ago almost everyone in the United States operated a farm or knew someone who did, she says. Now, few people interact with agriculture, their food system, or farmers.

“In a sense you’re doing a public service” by opening your farm up to visitors, she says. “In general, the population really needs to understand what’s important about their food production.” Visitors come away from a tour of a sugaring operation with a better appreciation of the effort behind that jug of syrup sitting on the kitchen table, she says. And that, in turn, can help grow sales.

Chase notes that the concept of the public visiting a farm is not a new idea. Throughout history, cultures held feasts around the agricultural calendar. Travelers stayed at farms and traded work for a dry bed and hot meal.

Modern agritourism took a formal turn in Italy. In the mid-1980s the Italian government sought to protect small rural farms left abandoned when residents moved to the city. The government responded by developing a formal definition of “agriturismo” and, in some cases, provided funding for farmers.

Chase co-authored *Food, Farms, and Community: Exploring Food Systems* with fellow UVM Extension specialist, Vern Grubinger. While agritourism can help sugar makers build their bottom lines, “it’s not for everybody,” admits Chase.

While it’s certainly more work, agritourism enterprises can take advantage



of the range of skills within a family, she says. For example, maybe some family members hate collecting sap, but they are natural teachers. They can help the business by creating an educational brochure or giving school tours.

As with any business addition, agritourism requires time, energy, and resources. Start small and move slowly, she says. "The most successful operations come from people who genuinely enjoy hosting visitors."

Before taking on an agritourism venture, Chase recommends considering a number of questions, and considering whether the answers lend themselves to the potential project.

- What is your life-style like? Do you have small children? Work off the farm? Is your whole family willing to take on more work?
- What do the sug-arhouse's financial resources look like? What size investment can you make in a new business venture?
- Do you enjoy working with the public? If so, what do you like to do? Hike? Teach? Work with children?

## Starting small

Never invited visitors into your sugarhouse before? Don't know where to start? Chase recommends taking advantage of either a state-run or association-sponsored event, like a maple weekend or open farm week.

Rather than starting from scratch and having to do all of the outreach and planning yourself, these annual events

provide sugarmakers a framework to work with. The sponsoring organization routinely provides a schedule, a set of expectations, and marketing. Many will also provide technical support around insurance and safety, Chase added.

In Vermont, sugarmakers who sign up for state-sponsored events can check a box on their registration and ask for technical assistance. If your state doesn't provide such a service, Chase recommends contacting the local Extension Service or sugarmakers' association.

And, best of all, the sugarmaker commits for only a few days, she adds.

If it turns out hosting people at the sugarhouse is not a good fit, the farm spent little time and few resources.

Another low-key option is to open to the public during the sugaring season. Chase says many sugarmakers have success with syrup tastings or pancake breakfasts. Handing out favorite maple-centered recipes when someone purchases syrup is another suggestion.

## Protecting your customers, and yourself

"Yes, you need insurance," Chase says.

Whether hosting a weekend event, giving horse-drawn sleigh rides through the sugarbush, or opening a restaurant, Chase stressed that sugarmakers must ensure they have the right insurance. Safety is non-negotiable. Depending on the local municipality,

*Agritourism: continued on page 18*

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## ***Agritourism: continued from page 17***

zoning permits or special town licenses may also come into play, she added.

"It shouldn't be scary," she says. "Because it's all solvable." Extension Services will help. Chase says insurance carriers are also good resources.

Don't forget the local fire or EMS department, she added. Most departments will provide a safety walk. This serves two purposes: the emergency responder can point out safety problems and offer solutions. The walk-through also helps the responder better understand a sugarhouse's layout. In an emergency, this knowledge can reduce their response time, Chase says.

Never underestimate the power of signage, she adds. Some visitors hold idealistic visions of sugarmaking. They don't understand that the steam could burn them, or see the uneven floor. When in doubt, put up a sign explaining the hazards.

For example, if sugarmakers want to keep visitors out of specific area of the building, put up a sign that says "staff only," says Chase. Signs should also remind parents that children must be supervised at all times.

Chase adds that using images on signs in addition to words is useful to communicate to young children or visitors who speak a language other than English.

To find additional information on safety or to download free checklists and signs, visit: <https://www.uvm.edu/vtagritourism/?Page=safety-and-risk-management.html>

## **Preparing for visitors**

"Put the junk pile in the back and make it off limits," Chase half-jokes.

"Any farm open to visitors must be aware that the public has a different lens."

A dairy farmer recently told Chase that she loves hosting visitors because it forces her to keep the farm tidy. In other words, imagine the cleaning frenzy that happens when the neighbors or in-laws are due to visit.

Cleaning a sugar operation represents a combination of meeting visitors' expectations and safety, Chase says. Visitors expect a level of cleanliness, especially around food production. Take the time to see the operation through guests' eyes, she suggests. It helps present a professional operation.

Safety is aided in this process as well, Chase adds. Seeing the farm through another's point of view can help a sugarmaker spot uneven walking places or broken equipment that normally go unnoticed.

Everyone can enjoy visiting a sugarhouse, but not all activities are appropriate to all age groups or abilities, Chase says. A sugarhouse's website is a great place to communicate any expectations to visitors. For example, whether activities are suitable for children. On a side note, she wishes more sugarhouses were ADA compliant. People with different abilities are underserved when it comes to agritourism, she says.

Chase recommends creating an educational display or video explaining how syrup is made. These items are useful for when the sap isn't running.

Since agritourism focuses on connecting farmers to members of the public, sugarmakers should consider the type of relationships they want to build with visitors, a.k.a. potential customers,

*Agritourism: continued on page 22*



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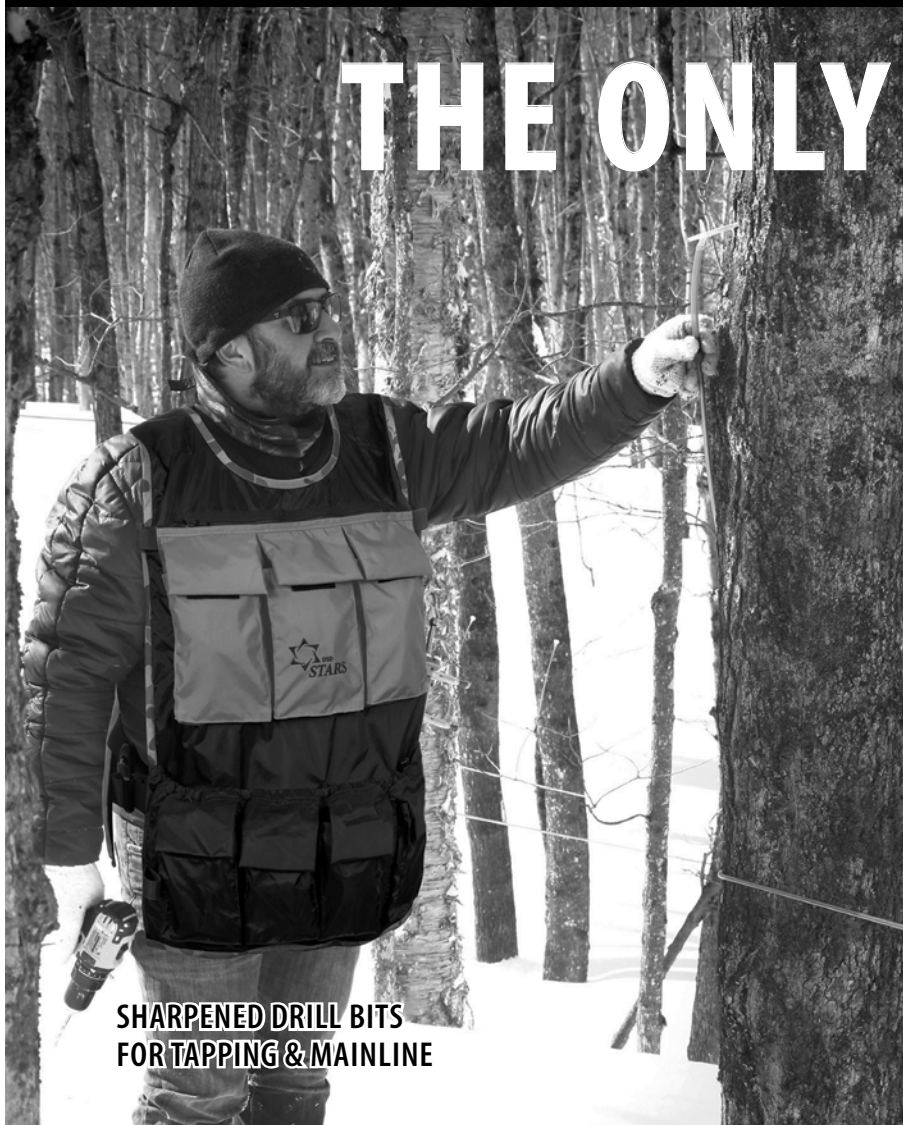
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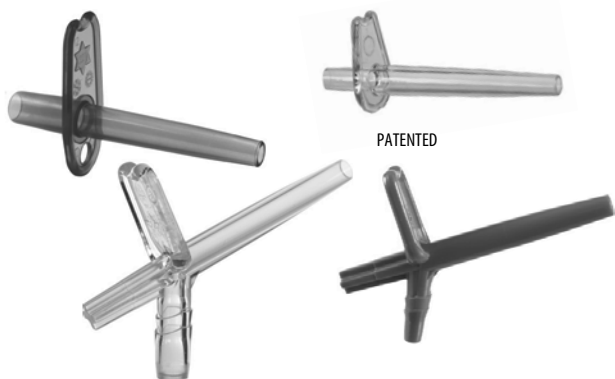
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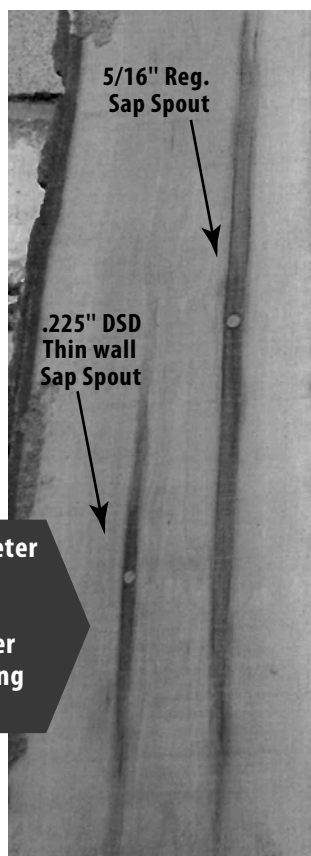


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## ***Agritourism: continued from page 19***

Chase says.

“Once you connect with a visitor,” she says. “That visitor is more likely to continue buying from you when they have a relationship.”

Before opening a sugar operation to the public include, think about:

- What part of the sugar operation do you most want to share?
- Where will you market your activities or special events?
- Are the areas open to the public clean, and are appropriate signs posted?
- Have you thought through parking, paths, and other access issues?

### **No one-size-fits-all**

Sugarmakers’ forays into agritourism vary as much as their sugaring operations.

Jacques and Pauline Couture of Couture’s Maple Shop and Bed & Breakfast diversified their dairy farm in Westfield, VT over several decades.

Jacques says the family expanded the farm’s offerings after a conversation with an expert from the UVM Extension service. A video on the farm’s website serves as a marketing tool, and prepares people to visit the farm. In the video, Jacques details how the farm operates, invites visitors to stay at the B&B, notes that the family ships its maple products, and gives a quick tutorial on making maple syrup. To view

the video, visit: <http://www.maplesyrupvermont.com>

Alisha Powell is the granddaughter of Stuart Adams, one of the founders of Stuart & John’s Sugar House. She says her family’s mission is to “let our family serve your family.”

Stuart & John’s started 40 years ago. The two best friends – Stuart Adams and John Matthews – started with 200 taps. They had a lot of extra syrup, and so thought “may as well make pancakes,” she says.

The pancake house helped use and sell the extra syrup, says Powell. Four decades later, the family-operated restaurant and ice cream parlor serves approximately 400 customers each weekend. The business employs approximately 20 part-time employees. Seafood dinners are offered in the summer. Stuart & John’s hosts summer cruise nights for classic car enthusiasts. Recently, the Westmoreland, NH location became a favorite landing (and eating) spot for light aircraft pilots.

“It’s been a long, slow process over 40 years,” Powell says.

The restaurant started serving eggs with its pancakes in approximately 2006. In the past few years it invested in a dishwasher and switched from paper plates to dinnerware. Recently, padded chairs replaced the folding chairs the restaurant used for years.

Powell says the restaurant supports the sugar operation. Originally, the restaurant opened when the sap ran. The family saw a positive boost in sales when they decided to open the restaurant for 10 months.

The restaurant employs – and trains

*Agritourism continued on page 24*

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**Agritourism: continued from page 22**

– local teens. And family members found places in the business that fit them. Powell prefers working the sugaring side of the operation. Her mother Robyn, manages the restaurant. One of Powell's brothers manages the kitchen.

"He is a wonderful cook," says Powell. "This is an amazing place for him to work and develop his skills in the kitchen."

Powell says Stuart & John's is as kid-friendly as possible. Tables have place-mats with a picture and crayons for coloring. Every sugaring season, kids can enter a contest to guess how many gallons of syrup the family will make.

"We really enjoy the educational part of it too; showing people the process and having them develop an appreciation for the process goes a long way to maintain a customer base and

just in general give people an understanding of why buying locally made products like our syrup are worth it," Powell says. "It's so great to see people who have never had the real stuff taste it and realize what they've been missing."

The sugarhouse and restaurant support each other, she says.

"With the restaurant on the weekends when there isn't much sap, we have to make the sacrifice sometimes of boiling raw or lightly RO'd sap to make it last throughout the hours that the restaurant is open," wrote Powell in an email. "It's not as efficient as far as production goes, but we look at it as the two aspects of the business (syrup production and restaurant) being symbiotic."

"If there is no steam coming out of the roof, people driving by won't stop,"

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she continued. "If they see steam, they stop to see the boiling and to eat."

Powell recommends sugarmakers prepare for, and commit to, customer service. "Be ready for that complaint," she says. Most customers love their experience, but managing customers' expectations is challenging. Powell commits time to checking social media for complaints. She sees it as a necessary part of customer service.

Powell suggests fellow sugarmakers consider the scale of their new agritourism venture. Will they need to hire staff? How much time will it take to meet regulations? What is their customer service plan?

"Overall we try to find ways to engage people and their families and kids to make it fun for all of them to visit," she says.

More information about Stuart &

John's is at: <http://stuartandjohns.com>

Lisa Chase encourages sugar makers to contact her. She will answer their question or put them in contact with the person who can.

"Agritourism seems like too much sometimes," Chase says. "But it's really doable, and fun, and can bring in income."

Contact Chase at [lisa.chase@uvm.edu](mailto:lisa.chase@uvm.edu) or 802-257-7967.

*The Vermont Tourism Collaborative publishes guides, checklists, and best practices for agritourism. Downloadable publications include "Assessing Your Agritourism Potential," and materials on communications, finances, insurance, zoning, and welcoming visitors. The materials are free and available at <http://www.uvm.edu/vtagritourism/>*

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From *Maple Syrup Digest* articles, to producers' manuals, to how-to videos, the site includes a collection of

the best resources available online about all aspects of maple syrup production, at no cost. The site is searchable, and resources can be downloaded and printed.

The site was built in collaboration with the University of Vermont's Proctor Maple Research Center, and funding was provided by the U.S. Department of Agriculture's (USDA) Agricultural Marketing Service.





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# The Old Maple Diabetic Meter Isn't Working so Well Anymore

*Stephen Childs, New York State Maple Specialist*

In 2005 testing was started at the Cornell Food Venture Center to see if common diabetic meters could be used to measure invert sugar levels in maple syrup for making a variety of maple value added products where crystalizing the syrup is critical. Crystalized maple products such as granulated sugar, maple sugar shapes, and maple cream each have a range of acceptable invert sugar levels where high quality products can be made. The diabetic meter could substitute for more complicated testing using the urinalysis tablets, and tests could be run easily and rapidly. For more than ten years I have used the Relion meter sold by Walmart with excellent success. But when I needed to purchase more test strips I found that the strips for my old meter were no longer available, so I purchased a new meter with new strips. However, I soon found that the new Relion meter and strips were giving me error messages most of the time. It seems that the new meters are smarter than the older ones and don't accept the low readings of maple syrup suitable for making maple confections.

To get past this problem, I purchased several diabetic meters and tested them using maple syrup to see which ones give consistent readings. The tests were fairly simple, just running multiple tests on the same syrups to see how often error messages were given and how consistent the readings were. Four meters were tested.

The new Relion meter gave an error

message about 80% of the time. Different syrup temperatures were tried and a variety of methods of waving the test strip in the syrup sample did reduce the percentage of error messages but gave erratic results.

The second meter tried was the Nova Max. This meter had an error message rate of about 45% and readings had a numerical spread of about 25%.

The Bayer Contour had about the same results as the Nova Max.

The meter that really stood out was the Accu-Check Aviva. This meter had an error rate of about 5%, and those may have been my mishandling of some strips. The numerical range of the readings was also excellent with less than a 5% spread. On checking with others in the maple industry who do significant testing, the Accu-Chek Aviva also came up as a favorite. Though there are a number of meters that will still work well, this will be my maple meter of choice for now. Purchasing test strips online also offers significant price savings.

For information on how to test maple syrup with a diabetic meter and how to choose or blend syrup to reach specific requirements for maple value added products, check out the New York State Maple Confection Notebook at [goo.gl/8oPy2Z](http://goo.gl/8oPy2Z).

# Ten Years with the Asian Longhorned Beetle Program in Massachusetts

*Felicia Hubacz, Ground Operations Supervisor MA Dept. of Conservation Recreation*

It's infested," exclaims my colleague. We have been called out into the field to look at suspicious damage in a maple tree. As I walk up to the tree, I immediately see the exit hole and gallery. Looking around at the other maples, I quickly find a second tree with similar damage. "Looks like we have another one here," I reply. After additional survey, four trees in total were found with the classic signs of Asian Longhorned Beetle (ALB) in that small woodlot in Worcester. This occurred in November 2017 and is the last time we have found ALB-infested trees.

The Asian Longhorned Beetle is a one to one-and-a-half-inch-long, shiny,

black insect with white spots, powder blue feet, and very long antennae. The adults emerge from inside the woody tissue of host trees starting around the beginning of July and will continue to emerge throughout the summer. Once out of the tree, the adults will do a little feeding in the canopy before mating. The females then seek out a host tree, usually a maple, and she begins chewing a small pit to lay a single egg under the bark. She will repeat this process many times, laying up to 90 eggs in her lifetime—a relatively low number in the insect world. The larvae hatch a couple of weeks later and begin feeding on the nutrient-rich cambium layer.

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After several weeks, the larvae start their journey, tunneling deeper into the woody tissue where they will feed until pupation. During pupation, the larvae transforms into the adult beetle. The pupal stage lasts approximately 13 to 24 days to adulthood, at which time the adult beetle chews straight out of the tree at a 90 degree angle, leaving a perfectly round 3/8 -inch hole.

The beetle is an exotic invasive insect, native to China and the Korean Peninsula and is capable of killing trees. It has a wide host range and can complete its lifecycle in 12 different genera, though it favors maples – particularly tricky for us here in the Northeast. For this reason, among others, wherever ALB is detected in the United States, the United State Department of Agriculture, Animal and Plant Health Inspection Service establishes an eradication program, like the cooperative eradication program in Massachusetts. Here, the Asian Longhorned Beetle Cooperative Eradication Program is a partnership between the USDA, the Department of Conservation and Recreation (DCR), and the affected municipalities. Part of the process is establishing a regulated area, in effect a quarantine area, in an effort to contain the spread of the insect. Currently, the regulated area in Worcester County is 110 square miles and has not expanded since 2011.

It's been 10 years since the ALB was first reported in Worcester, Massachusetts, and since then 24,179 ALB-infested trees have been found and removed, including the four trees mentioned. This has dramatically changed the character of the heaviest hit Worcester neighborhoods, Greendale and Burncoat, and resulted in a massive reforestation effort. Those neighborhoods were the center of the infestation and

nearly every single host tree, including street trees, were removed in the effort to eradicate this pest. The DCR ALB Reforestation program, Worcester Tree Initiative, the city of Worcester, and the other five municipalities in the regulated area have replanted thousands of trees. Today, those young trees have become established and have started to provide much needed shade and wind breaks.

The discovery of ALB and the dramatic efforts needed for eradication drew attention to how much our trees mean to us and to how trees benefit us in so many ways. Imagine for a second what your neighborhood would look like if every maple tree had to be removed. It is a heart-breaking thing to see and it is this thought that motivates and keeps the program going, so that no other neighborhoods will have to suffer.

How is the Asian Longhorned Beetle Cooperative Eradication Program going about eradicating this pest? To start with, the program does a lot of 'looking' for the beetle. Every workday, several four-person ground teams head out to their assigned units and locate, measure, and view, through binoculars, all ALB host trees from top to bottom. There are also several climbing teams that climb trees with suspicious-looking damage and also climb host trees in a buffer around infested trees. Not much has changed with this system since those early days in 2008. One thing that has changed is how the program progresses with survey and prioritizes survey units within the affected communities.

The ALB program has surveyed every host tree in the regulated area and

*ALB: continued on page 30*

**ALB: continued from page 29**

has maintained a database of information from previous surveys. The program uses current as well as previously collected data to create risk modeling maps. Factors in the risk model include the distances from infested tree(s), firewood operations, wood storage or disposal sites, and the distance from major highways. Other factors include the level of infestation within the infested trees, wind direction, density of infested trees, host density, and the time since the last survey. The goal of the risk modeling is not to guess where the beetle could go next, but to tell us the likelihood of where we might find ALB. This allows us to utilize limited resources more efficiently, to be more proactive versus reactive, and to reduce the amount of time in an area from one survey to the next.

The less time an infestation has to grow, the fewer trees that are ultimately infested and removed. A great example of this is the Boston infestation. On July 3, 2010, ALB was reported at Faulkner Hospital in Boston, across from the Arnold Arboretum. The initial surveys found just six infested trees next to a parking lot and after four years of survey, no additional signs of ALB were found. The infestation was caught early, before it could grow and spread. Boston was declared eradicated in May 2014 with just the original six trees removed. Whereas, in Worcester,

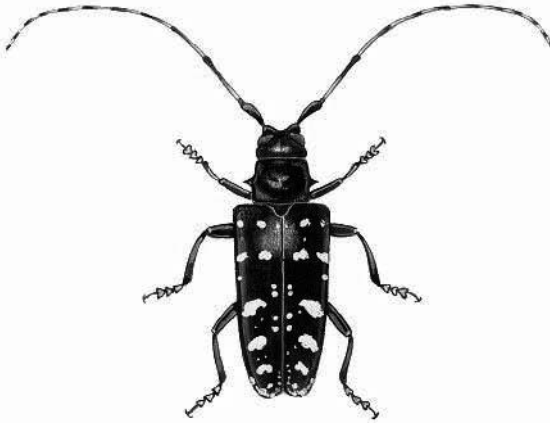
the infestation was established for at least 10 years prior to its detection, allowing the beetle population to grow before it was reported.

Another aspect of our program is regulatory. Companies that work with or around host material within the regulated area have to hold a compliance agreement with the ALB program. These companies include firewood processors; arborist, landscaping, and waste companies; and businesses that run disposal sites, among others. The companies allow program staff to survey trees on their properties, whether inside or outside of the regulated area.

The regulatory staff surveys these locations to determine whether beetles and/or infested wood might have been moved outside of the quarantine. The regulatory staff answers and replies to all calls about possible ALB

sightings or detections from the general public. Every effort is made to visit each location and offer additional outreach information. From July 2017 to the beginning of July 2018, almost 600 service calls were answered and recorded. Regulatory staff also do a lot of public outreach, stopping and talking to folks working around host material while out on patrol on a daily basis.

Finally, an important portion of the program is outreach. The ALB program staffs informational tables at many popular events like the Big E, camp-



ing and fishing shows, Massachusetts Envirothon, and the MA Tree Warden Conference, just to name a few. Other times, staff give presentations on ALB at different events and at schools. Oftentimes, people will ask staff questions on the street or while they are surveying a property. Staff are always happy to talk about ALB. The entire program believes it is extremely important to get Asian Longhorned Beetle information to as many people as possible and spreading the most important message: Find it. Report it! There can never be too many eyes looking for the beetle, and many of the ALB infestations have been found thanks in part to reports by non-professionals.

So how are we doing in the battle? The answer is not a simple one. Currently the program has consistently found fewer and fewer infestations

through the years. A live beetle has not been seen or turned in via ALB traps, regulatory service calls, ALB survey personnel, or private citizens since 2015. We are still finding small pockets of infested trees and while all the data looks promising, we will not stop or even slow down our efforts. The goal is eradication and that's what we aim to do. As the summer progresses, please take some time to look around you. whether at a friend's cookout, working in the sugarbush, taking a hike, or just hanging out in the backyard.

*Find out more about ALB: <https://www.mass.gov/guides/asian-longhorned-beetle-in-massachusetts>*

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Breakneck Ridge Farm, Blanchard Twp, ME  
Brenneman's Maple Syrup & Equipment, Salisbury, PA  
Broad Brook Maple Syrup, Preston, CT  
Brookledge Sugarhouse, Whately, MA  
Brookside Farm II, Litchfield, CT  
Brookview Sugarhouse, Morris, CT  
Bruce C. Widrick, Croghan, NY  
Brydonson Farm, Coudersport, PA  
Burdick's Pure Maple Syrup, Petersburg, NY  
Burton Chamber of Commerce Inc., Burton, OH  
Butternut MT Farm, Morrisville, VT  
Button's Maple Products, East Freetown, NY  
Camp Winape, W Charleston, VT  
Cartwright's Maple Tree Inn, LLC, Angelica, NY  
Catskill Mountain Maple, Delancey, NY  
Catskill Mountain Sugar House LLC, Monticello, NY  
Cedarvale Maple Syrup Company, Syracuse, NY  
Charles Drake, Windsor, CT  
Charles Wagner, Crivitz, WI  
Charlie's Sugarhouse, Coventry, RI  
Chris Genson, Kingston, NY  
CNY Maple Festival, Inc., Cortland, NY  
Cooper's Maple Products, Windham, ME  
Cornell University, Ithaca, NY  
Corner of Vermont, Brooklyn, NY  
Countryside Hardware, De Ruyter, NY  
Couture's Maple Shop/B&B, Westfield, VT  
Cronin's Maple Farm, Hopewell Jct, NY  
Cross Brothers' Maple, Madison, OH  
D & D Sugarwoods Farm, Glover, VT  
D. Read Miller, E. Dummerston, VT  
D.A. Collins Construction Co., Inc., Wilton, NY  
Daniels Maple Products, Beaver, WV  
Danielson's Sugarbush LLC, Nisula, MI  
Davenport Maple Farm, Shelburne Falls, MA  
David Matt, Brattleboro, VT  
Devon Lane Farm Supply, Belchertown,

MA  
 Dick's Maple Farm, LLC, Montpelier,  
 OH  
 Dix Family Sugarhouse, Jacksonville, VT  
 Doc's Maple, Westport, CT  
 Durham Sugarhouse, Durham, CT  
 Eastman Long & Sons, Waitsfield, VT  
 Eaton's Sugarhouse, Royalton, VT  
 Endless MT Cabin, Rome, PA  
 Erik's Sugarbush, Kirby, VT  
 Erlsten Bros. Maple Products, Mt. Gilead,  
 OH  
 Finding Home Farms, LLC, Middletown,  
 NY  
 Fitch Pharm Farm, Ashland, OH  
 Flaherty's Maple Products, Sigel, PA  
 Flanders Nature Center & Land Trust,  
 Woodbury, CT  
 Flat Rock Maples, Altona, NY  
 Fradette's Maple Syrup, Hardwick, VT  
 Frasier's Sugar Shack, St. Johnsville, NY  
 Fredette Maple Grove, Vernal, UT  
 Frost Ridge Maple Farm, Guys Mills, PA  
 Frost Valley YMCA, Claryville, NY

Frosty Maple Products, Southampton,  
 NS  
 Funk Grove Maple, Shirley, IL  
 Gadapee Family Sugarhouse, Danville,  
 VT  
 Geauga Park District, Chardon, OH  
 Georgia Mountain Maples, Milton, VT  
 Gillilan Family Maple, Cambridge, VT  
 Girard's Sugar House, Simsbury, CT  
 Girl Scouts of Ohio's Heartland, Inc.,  
 Columbus, OH  
 Gold Leaf Maple, LLC, Lorraine, NY  
 Goodell Family Farm LLC, Mantua, OH  
 GoodRich's Sugar House, Cabot, VT  
 Gray America Corp., Dayton, OH  
 Gray's Sugarhouse, Ashfield, MA  
 Great River Maple, Garnavillo, IA  
 Green Mtn Sugar House, Ludlow, VT  
 Green's Sugarhouse, Poultney, VT  
 Hamley's Maple, Barton, NY  
 Hardwick Sugar Shack, Hardwick, MA  
 Harris Sugar Bush, Greencastle, IN  
 Heartwood Frame, Sherburne, NY

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Houston's Sugarhouse, Cabot, VT  
Howrigan Family Farm, Fairfield, VT  
Hurlbut's Maple Products, Canton, NY  
Idle Hour Maple Inc., Rutland, VT  
Indian Creek Sugar Camp, Huber Heights, OH  
Ioka Valley Farm, Hancock, MA  
Ivan R. Puffenbarger, Blue Grass, VA  
James Woodrow, Hermon, NY  
Jay Peak Resort, Jay, VT  
Jesse Remington School, Candia, NH  
Johnson Farm, Williston, VT  
Juniata College, Huntingdon, PA  
Justamere Tree Farm, Worthington, MA  
Justus Asthalter Maple Syrup, Parksville, NY  
K.E. Farm and Sugarhouse, Sturbridge, MA  
Karabin Farms, Southington, CT

Kinney Maple Supplies, Knox, ME  
Kirsch's Maple, Varysburg, NY  
Leader Evaporator Co.Inc, Swanton, VT  
Leon Benoit, Sheldon, VT  
Limlaw Family Maple Farm, W. Topsham, VT  
Longview Forest Products, Hancock, NH  
Lookaway Farm, Springfield, VT  
Lyndy Restaurant Group, LLC, Rutland, VT  
Madava Sugar Maple, LLC, Dover Plains, NY  
Malcolm MacKenzie, Naples, NY  
Mance's Tree Farm, Shaftsbury, VT  
Maple Acres, Central Lake, MI  
Maple Creek, Engadine, MI  
Maple Glen Sugar House, Gowanda, NY  
Maple Hill Farm of Vermont, Whitingham, VT  
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Maple Valley Sugarworks, Essex Junction, VT  
 MapleLand Farms, Salem, NY  
 Marquardt Tree Farm, Tigerton, WI  
 Martin Collins, Putney, VT  
 Marty's Maple Products, West Shokan, NY  
 Mass Maple Producers, Plainfield, MA  
 Mead & Mead's LLC, Canaan, CT  
 Mead's Maple Syrup, Canaan, CT  
 Merle Maple Farm, Attica, NY  
 Merlin's Spring Hill Farm, East Burke, VT  
 Mill Hollow Maple, Mount Vision, NY  
 Miller Brothers Maple Products, Mio, MI  
 Millers Sugar Camp, LLC, Wadsworth, OH  
 Milroy Farms, Salisbury, PA  
 Moon Valley Maple, Malone, NY  
 Morse Farm Maple Sugarworks, Montpelier, VT  
 Mott Hill, New Milford, PA  
 Mount Mansfield Maple Products, Winoochi, VT  
 Mount Pleasant Sugarworks, Leicester, VT  
 Mt. Cube Farm LLC, Orford, NH  
 Mud Road Sugar House, Northville, NY  
 My Old Farm, Winchester, NH  
 Native Harvest, Callaway, MN  
 Nelson Farms, Cazenovia, NY  
 New England Maple Museum, Pittsford, VT  
 New Hampshire Association, N. Woodstock, NH  
 New Milford Youth Agency, New Milford, CT  
 Nightingales Maple Farm, Amsterdam, NY  
 Nod Road Sugarhouse, Avon, CT  
 Norman's Sugar House, Woodstock, CT  
 North Franklin Maple, Franklin, NY  
 North Hadley Sugar Shack, Hadley, MA  
 Northeast Maple Products, Derby Line, VT  
 Northern Wisconsin Maid, Park Falls, WI  
 Northfield Mount Hermon School, Mt. Hermon, MA  
 Northwest Penn Maple, Meadville, PA  
 Oak Lodge, Stahlstown, PA  
 On the Lane Farm, N.Scituate, RI  
 Ontario Parks Bronte Creek, Oakville, ON  
 Orwell Can Group, Orwell, VT  
 Ossipee Mountain Land Company, W. Ossipee, NH  
 Oswegatchie Educational Center, Croghan, NY  
 Palmer Lane Maple, LLC, Jericho, VT  
 Paradise Grounds, LLC, Manlius, NY  
 Paragus IT, Hadley, MA  
 Parsons Farm LLC, Charlevoix, MI  
 Patterson Farms, Inc., Chesterland, OH  
 Paul Bunyan's Maple Syrup, Somerset, PA  
 Paul Smiths College Att: David Falkenham, Paul Smiths, NY  
 Peaceful Valley Maple Farms, Johnstown, NY  
 Pick & Shovel, Newport, VT  
 Potter-Tioga Maple Prod., Mainesburg, PA  
 Pure BS Maple Shack, Auburn, MA  
 Purinton Maple Farm, Huntington, VT  
 R.G. White & Son, Rindge, NH  
 R.M.G. Family Sugar Bush, Inc., Rudyard, MI  
 Ragland Farm, Southbury, CT  
 Rathbun's Maple Sugarhouse, Whitehall, NY  
 Raymond Joly, Lisbon, CT  
 Red Bucket Sugar Shack, Worthington, MA  
 Reg Charbonneau, Pittsford, VT  
 Rheame Kitchen & Flooring Ctr., Inc., Salisbury, VT  
 Richards Maple Products, Chardon, OH  
 Rick's Sugarshack, East Hampton, CT  
 Ridgway Farm, LLC, West Cornwall, CT  
 Robinson Maple Products, Auburn, ON  
 Rocky Ridge Maple, Canandaigua, NY  
 Rolling Hills Farm LLP, Norfolk, CT  
 Roxbury Mountain Maple, Hobart, NY  
 Russell Maple Farm, Rome, PA  
 Rustic Ranch LLC, Keene, NY  
 Rutland County Maple Producers, Danby, VT  
 Ryan's Sugar Shack LLC, Chester, NH  
 Sage Family Maple, Warsaw, NY

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Sammy's Sugar Shack, Milford, NH  
Schoolyard Sugarbush, New Hope, NY  
Schoonmaker, Torrington, CT  
Scott LaClair, Watertown, NY  
Share Harvest, LLC, Cambridge, MA  
Sheehan Family Maple Products, Perkinsville, VT  
Shushan Sity Sap Shack, Shushan, NY  
Silloway Farms, Randolph Center, VT  
Skunk Hollow Farm, Honolulu, HI  
Somerset County Maple Producers Assn., Salisbury, PA  
Somerskogen Sugarbush, Minnetrista, MN  
South Meadow Farm, Lake Placid, NY  
Southwell Sugar Shack, Mancelona, MI  
Space Research L3C/Ralph Perkins, Milton, VT  
Sprague Sugar Shack, Baltic, CT  
Spragues Maple Farms, Portville, NY  
Spring Hill Sugar House, North Kingstons, RI  
Spring Lake Ranch, Inc., Cuttingsville, VT  
SRH Farm Food LLC, Harrisville, NH  
Stan Hess Family Maple Syrup, Ashland, OH  
Stanley's Sugarbush, Miltons, MN  
Stephen Broderick, Eastford, CT  
Strawberry Hill Farms, Skowhegan, ME  
Stroup's Pure Maple Syrup, Kane, PA  
Sugar Tree Country Store, McDowell, VA  
Sugar Tree Farm LLC, Guilford, CT  
Sugarbush Farm, Woodstock, VT  
Sugarman of Vermont, Hardwick, VT  
Sunday Brook Maple Products, E. Fairfield, VT  
Sunnyside Maples, Canterbury, NH  
Sweet Retreat, Northfield, VT  
Sweet Tree Holdings 1, LLC, Island Pond, VT  
Sweet Wind Farm, East Hartland, CT  
Taconic Outdoor Education Center, Cold Spring, NY  
The Farmyard Store, Derby, VT  
The Fresh Air Fund, Fishkill, NY  
The Heritage&Agriculture Association-Inc., Sussex, NJ  
The Maple Dude, Granton, WI  
The Maple Guys, Wilton, NH  
The Outback Sugarshack, Boscawen, NH  
The Vermont Maple Farm, West Topsham, VT  
The Warren Farm & Sugarhouse, N. Brookfield, MA  
Thomas Bell Lumber, Riverton, CT  
Top Acres Farm, South Woodstock, VT  
Trainor's Sugar Bush, Menomonie, WI  
Tree of Life Maple Farm, Jackman, ME  
Troy Firth, Spartansburg, PA  
Tucker Maple Sugarhouse, Westford, VT  
Vallee Farm, St.Albans, VT  
Vandana Farms, Tolland, CT  
Vermont Maple Direct, Washington, VT  
Vermont Maple Futures, Salisbury, VT  
Vermont Maple Outlet, Jeffersonville, VT  
Vermont Maple Sugarmakers Assoc., Inc., Jericho, VT  
Vermont Maple Works LLC, Waterville, VT  
Vermont Sticky, Crested Butte, CO  
Vermont Trade Winds Farm, Shoreham, VT  
Vernon-Verona-Sherrill FFA, Verona, NY  
Walling's Maple Syrup, S. New Berlin, NY  
Wayne Juniver, No.Branford, CT  
Weaver Maple Supplies, Fredericksburg, OH  
Welch's Maple, Wyoming, NY  
Wendel's Maple & More, East Concord, NY  
Weston's Farm LLC, Fryeburg, ME  
Westwind Sugar House, Vestal, NY  
Wheeler Farm, Wilmington, VT  
Whitman's Feed Store, Inc., N. Bennington, VT  
Widrick Maple, Black River, NY  
William Moore, Freedom, NY  
Williams Farm Inc., Deerfield, MA  
Winter Winds Farm, Litchfield, CT  
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