

# M A S S A C H U S E T T S SUGAR BUSH NEWS

*The Newsletter of the Massachusetts Maple Producers Association*

## **The 2017 Season: Not So Bad, After all**

After stopping and starting for three months, Massachusetts sugarmakers ended up with another record-setting crop this year, with NASS reporting that we made 84,000 gallons on 320,000 taps, and remained ranked as the 8th largest producing state. More details from the NASS report are on page 6.

## **Legislation Filed to Commemorate Maple Syrup**

Representative Stephen Kulik (Worthington) has filed legislation that would make maple syrup the official sweetener of the Commonwealth of Massachusetts, and would designate March as Massachusetts Maple Month. The bill, H.3735 (<https://malegislature.gov/Bills/190/H3735>) will be considered by the Joint Committee on State Administration and Regulatory Oversight, chaired by Representative Peter Kocot (Northampton).

To help the bill along, sugarmakers should call or email their representatives and let them know why it's important to them. Let them know, in your own words, the importance of maple sugaring to your family and your community, and why the state should recognize the historical, economic, and environmental contributions of the maple industry in Massachusetts. If you're not sure who your representative is, you can find out at <https://malegislature.gov/Search/FindMyLegislator>.

## **Summer Tour and Picnic August 6 in Granville**

This year's Mass Maple Summer tour and picnic will be held on Sunday, August 6 at Maple Corner Farm in Granville. Tour the brand-new sugarhouse, walk the trails, and pick blueberries! Lunch will follow on-site. See the enclosed flier for details and a registration form.

## **Help Promote MA Maple Syrup**

The Big E – September 15 - October 1 – is our best opportunity of the year to educate people about Massachusetts maple products and turn them into customers!

More than 1.5 million people visit the Big E each year, and many of them stop by our booth. This is an opportunity to teach them about what's so great about real maple syrup, and nobody is better than YOU, a maple producer, at helping to do this.

Volunteer slots are currently open for all days of the week and all times of day – sign up early to make sure you get the times you want. Volunteers get a free day pass, parking, and \$10 for a meal. You also get to spend the day with other sugarmakers, making candy and cream, and hearing people who just had their first taste of real maple syrup tell you that they've never tasted anything better.

Contact Serena Zononi at 413-320-2597 or [sfs010982@yahoo.com](mailto:sfs010982@yahoo.com), or Pat Delaney at 413-842-6331 or [occasionalcreekmaple@gmail.com](mailto:occasionalcreekmaple@gmail.com) to sign up today!



## Classifieds

Over 120 gallons of very nice tasting Amber/Rich syrup **for sale**. Cranston's Tree Farm, Ashfield, ccranston@verizon.net, 413-628-3911.

**Looking for** 15 gals of dark syrup. Ed Klaus, Pine Shadow Farm, 413-774-5218.

Hobby evaporator **for sale**. CDL 18" x 48" w/ 5" drop flues. Stainless sided arch and stack base. Includes firebrick, preheater pan and valves. 10-12gph boil rate. Used 4 seasons, great shape, photos available. \$1800. Text/cell Dave Bisbee 978 273 1989 or email mountainmaples3@gmail.com.

## Board Members Needed

One seat on the Mass Maple board will be vacant in January, and two members will be up for re-election. If you are interested in serving, please contact winton@massmaple.org for more information.

## Do We Have Your Email Address?

If you haven't been getting emails from us, it's because we don't have your email address. Don't miss out on news and events between the printed newsletters. Send your email address to winton@massmaple.org.

## MMPA on Facebook

If you use Facebook, look for the Massachusetts Maple Producers Association page and 'like' it. We use it for news and event notices, lots of recipes, and to promote the Massachusetts maple industry.



## Massachusetts Maple Producers Association Board of Directors

The Massachusetts Maple Producers Association is a non-profit organization representing more than 250 producers in our state. The Association is governed by a board of directors, and daily operations are conducted by a coordinator who serves at the discretion of the board. If you have any questions, problems or suggestions, please let one of the following people hear from you. The board relies on your input to keep them informed on issues of importance to you.

Name	Term Expires	E-mail Address	Town
Keith Bardwell	2019	kwb1987@comcast.net	Whately
Howard Boyden – Vice President	2019	boydenmaple@gmail.com	Conway
Dana Goodfield	2018	danachevww@aol.com	Conway
Jason Goodhind	2020	jgoodhind1988@gmail.com	Hadley
Missy Leab – President	2018*	missy@iokavalleyfarm.com	Hancock
Tom LeRay	2020	t_jwleray56@verizon.net	Royalston
Tom McCrumm	2020	tom@southfacefarm.com	Ashfield
Trish Schmidt	2018	windsorhill5@yahoo.com	Windsor
J.P. Welch	2020	welch@justameretreefarm.com	Worthington

*Those Directors with a \* next to their term expiration date will have served two consecutive terms as directors, and cannot be re-elected without at least a one year break.*

### Containers

Mass Maple Warehouse	212 Reynolds Rd., Shelburne, MA	413-625-2900
Devon Lane Farm Supply	357 Daniel Shays Hwy., Belchertown, MA	413-323-6336
Red Bucket Sugar Shack	Kinne Brook Rd., Worthington, MA	413-238-7710
Sweet Water Sugar House	56 Brown Rd., Royalston, MA	978-249-3464

### Main Office

Winton Pitcoff - Coordinator/Treasurer	winton@massmaple.org	413-628-3912
Mass Maple Association office	PO Box 6, Plainfield, MA 01070	
E-mail: info@massmaple.org	Mass Maple Website: www.massmaple.org	

## From the MMPA President

As I look back at sugar season 2017 and reflect, I am amazed by Mother Nature once again. Some sugarmakers reaped the benefit of the early runs in January, most had a week's vacation with a freeze and Nor'easter in the middle, and when it ended it ended quickly. We had a slightly above average season with our first boil February 22 and our last April 11 yielding us 0.4 gallons per tap.

MMPA had great support from the Department of Agricultural Resources this season. Not only did commissioner, John Lebeaux, attend our maple kickoff at Steve's Sugarhouse, he also toured sugarhouses along with assistant commissioner Jason Wentworth, later in the month in recognition and support of our Maple Weekend.

I was able to make it to St. Albans' Maple Festival weekend and visit most of the equipment dealers. I was very impressed with the automated reverse osmosis machines that Memprotec and CDL displayed. Not only did I get to see the sugar machine in action, but also learned about another packaging idea: using rice bags with pleated bottoms for the granulated sugar. Leader was demonstrating making maple-coated nuts in a paddle cream machine. A final tidbit was shared by another sugarmaker over dinner that when he makes cream in the gear machine as soon as he sees "blonde" streaks he starts filling his jars. I have tried this once and it worked, but I don't know if I will change my way yet. Many Massachusetts sugarmakers were also there and it was great to touch base and share ideas.

An update on our booth at the Big E: after five years of service to our Association Andy Schmidt will no longer be managing our booth. The board is currently working on a co-managing strategy for this upcoming fair season, as well as thinking through how the booth's offerings can best promote continued success and growth for our industry. I believe our booth at the Big E is a great way for our association to represent the entire maple industry in our state. We, as members, volunteer to sell our products and educate fair goers, plus we provide all the products we sell. If you have any suggestions on how we may better represent our industry please let us know.

I wish everyone a wonderful summer and hope to see you at our summer picnic at the Ripley's.

*Missy Leab*

## New Recipe Brochure Available

Mass Maple has published a new, full-color recipe brochure. It includes lots of recipes, nutrition and information about maple syrup, and tips on baking and cooking with maple. They're available at the warehouse – pick up a stack to hand out at your sugarhouse!



## Public Land May Open for Tapping

We've re-started conversations with the Department of Conservation Resources about the possibility of opening up some parcels of public land for sugarmakers to bid on and tap. The Department is currently reviewing their properties and developing RFP language. More information is expected later in the summer, in time for the process to be complete for the 2018 season. I will notify members via email when I know more.

In the meantime, if there are parcels of state-owned land that you have had your eye on and would be interested in tapping, please let me know so I can pass that information along ([winton@massmaple.org](mailto:winton@massmaple.org)).

## Photo Entries Needed

The 2018 MA Agriculture in the Classroom calendar needs a maple photo for the March page. MMPA sponsors this page each year, and it always features a photo from a local sugarmaker. Please see the entry form at <http://www.mass.gov/agr/massgrown/docs/photo-contest-entry-form-2017.pdf> and submit your best picture!

## Fall Workshop: October 14

Mass Maple will host a workshop on October 14 at South Face Farm in Ashfield. There will be two sessions: one on setting up tubing systems, and one on managing sugarbush. Details are still being worked out – watch your email for updates.

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## Commonwealth Quality

Commonwealth Quality, a brand designed by the Massachusetts Department of Agricultural Resources, serves to identify locally sourced products that are grown, harvested and processed right here in Massachusetts using practices that are safe, sustainable and don't harm the environment. Massachusetts sugarmakers developed a set of guidelines, based upon MMPA's Quality Control manual and the Handbook of Best Management Practices for Massachusetts Maple Syrup Farms, to be used for Massachusetts sugarmakers who wish to participate in the Program.

Participation in the program is voluntary and largely self-regulated, with participants self-auditing their operations using a checklist. Participation will allow sugarmakers to display the Commonwealth Quality seal on their products. To date, six sugarmakers have signed up to participate in the program.

Guidelines for participation and more information about the program are available at <http://www.thecqp.com/images/maple/maple.html>, or contact Winton Pitcoff at [winton@massmaple.org](mailto:winton@massmaple.org).

## USDA Loans Available

The USDA's Farm Service Administration's (FSA) Farm Storage Facility Loan (FSFL) program, which provides low-cost financing for producers to build or upgrade on-farm storage, handling facilities, and storage and handling trucks, is open to sugarmakers looking for loans for such equipment. Eligible equipment and handling components may be new or used, portable or permanently affixed, with a useful life of at least the term of the loan, includes, but is not limited to:

- Bottler or filling systems for maple syrup, excluding containers;
- Equipment to improve, maintain, or monitor the quality of stored FSFL commodities;
- Handling and drying equipment; and
- Electrical equipment, such as pumps, lighting, motors, and wiring, integral to the proper operation of the storage and handling equipment, excluding installing electrical service to the electrical meter.

For more information contact the Massachusetts FSA office at 413-253-4500, or see <https://www.fsa.usda.gov/programs-and-services/price-support/facility-loans/farm-storage/>.

## Welcome New Members

The following people joined MMPA in the last six months. If they're neighbors of yours, stop by and welcome them!

Dylan Langlais, Southbridge  
John Prystowski, Chesterfield  
Adam Bean, Westminister  
Benjamin Harelick, Cummington  
Brian Allenberg, Brimfield  
David Labonte, Granby  
Mark Smith, Athol  
Peter Tropeano, Lexington  
Matthew Labrie, Southampton  
Chad Whitcomb, Charlton  
Luke Bloom, Lanesborough  
John Divoll, Royalston  
Christina Satko, Adams  
Janis Peterson, Lunenburg  
Scott Rumplik, Hampden  
Casey Lanoue & Matthew Russell, Ashfield  
Robert Germain, Springfield  
Jonathan, Kate, & Sophie Parrott, Chesterfield  
Kurt Warner, Huntington  
Kevin Ritchie, Pepperell



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# Production Statistics from the 2017 Season

## Maple Syrup Taps, Yield, and Production – States and United States: 2015-2017

State	Number of taps			Yield per tap			Production		
	2015	2016	2017	2015	2016	2017	2015	2016	2017
	(1,000 taps)	(1,000 taps)	(1,000 taps)	(gallons)	(gallons)	(gallons)	(1,000 gallons)	(1,000 gallons)	(1,000 gallons)
Connecticut .....	85	85	86	0.224	0.224	0.233	19	19	20
Indiana <sup>1</sup> .....	(NA)	60	62	(NA)	0.200	0.194	(NA)	12	12
Maine .....	1,850	1,860	1,890	0.299	0.363	0.375	553	675	709
Massachusetts .....	310	315	320	0.242	0.244	0.263	75	77	84
Michigan .....	470	400	440	0.270	0.225	0.250	127	90	110
Minnesota <sup>1</sup> .....	(NA)	76	77	(NA)	0.184	0.182	(NA)	14	14
New Hampshire .....	560	545	550	0.275	0.310	0.280	154	169	154
New York .....	2,310	2,515	2,650	0.260	0.281	0.287	601	707	760
Ohio .....	440	370	400	0.261	0.189	0.200	115	70	80
Pennsylvania .....	620	660	660	0.266	0.217	0.211	165	143	139
Vermont .....	4,550	4,850	5,410	0.310	0.410	0.366	1,410	1,990	1,980
West Virginia <sup>1</sup> .....	(NA)	51	61	(NA)	0.118	0.148	(NA)	6	9
Wisconsin .....	760	765	735	0.283	0.307	0.272	215	235	200
United States .....	11,955	12,552	13,341	0.287	0.335	0.320	3,434	4,207	4,271

(NA) Not available.

<sup>1</sup> Estimates began in 2016.

## Maple Syrup Price by Type of Sale and Size of Container – States: 2015 and 2016

Type and State	Gallon		1/2 Gallon		Quart		Pint		1/2 Pint	
	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
	(dollars)	(dollars)	(dollars)	(dollars)	(dollars)	(dollars)	(dollars)	(dollars)	(dollars)	(dollars)
<b>Retail</b>										
Connecticut .....	65.00	60.30	36.90	33.70	20.70	20.00	13.30	11.80	8.70	6.80
Indiana <sup>1</sup> .....	(NA)	40.00	(NA)	22.40	(NA)	16.60	(NA)	9.70	(NA)	6.00
Maine .....	55.50	52.20	30.70	30.00	16.70	17.80	10.20	10.90	6.10	5.90
Massachusetts .....	57.40	53.60	30.70	31.50	19.10	19.70	11.80	11.00	7.55	6.05
Michigan .....	47.30	44.70	28.30	25.70	15.50	15.50	9.80	10.90	6.30	6.80
Minnesota <sup>1</sup> .....	(NA)	53.60	(NA)	29.60	(NA)	16.40	(NA)	8.30	(NA)	6.20
New Hampshire .....	56.40	53.70	31.50	30.50	19.50	19.00	10.90	10.70	6.95	6.30
New York .....	45.10	47.40	25.80	26.40	15.90	16.30	9.50	10.50	6.20	6.20
Ohio .....	40.90	41.10	24.70	24.60	15.00	14.70	9.50	9.20	6.10	5.60
Pennsylvania .....	41.60	43.50	25.00	24.50	15.40	14.40	9.30	8.40	5.45	5.30
Vermont .....	46.60	47.40	27.30	27.00	17.30	16.60	9.80	10.40	6.50	6.70
West Virginia <sup>1</sup> .....	(NA)	43.70	(NA)	22.20	(NA)	15.80	(NA)	9.20	(NA)	5.20
Wisconsin .....	45.00	41.00	26.10	24.90	13.00	13.30	7.90	8.10	5.20	5.60
<b>Wholesale</b>										
Connecticut .....	59.10	56.60	32.40	(D)	19.80	17.20	11.80	11.00	7.30	6.50
Indiana <sup>1</sup> .....	(NA)	42.30	(NA)	21.70	(NA)	11.40	(NA)	6.30	(NA)	(D)
Maine .....	39.20	48.50	22.10	23.00	12.40	13.30	7.10	7.60	4.80	4.70
Massachusetts .....	43.60	44.20	26.70	25.40	15.30	14.90	8.95	8.00	4.90	5.10
Michigan .....	37.00	43.60	25.90	21.10	13.30	12.40	8.00	7.20	5.00	5.10
Minnesota <sup>1</sup> .....	(NA)	41.80	(NA)	(D)	(NA)	16.70	(NA)	8.40	(NA)	6.00
New Hampshire .....	41.80	45.10	24.00	25.80	13.30	14.60	8.25	9.20	4.60	5.20
New York .....	38.50	46.80	22.30	23.00	14.00	13.00	8.45	7.40	4.50	4.60
Ohio .....	37.00	42.90	21.40	22.20	12.00	13.30	7.50	7.50	4.20	4.10
Pennsylvania .....	40.20	40.40	21.30	20.90	13.10	12.10	7.60	7.00	5.55	(D)
Vermont .....	42.00	40.00	27.00	24.20	14.50	13.30	8.10	7.50	4.80	4.80
West Virginia <sup>1</sup> .....	(NA)	(D)	(NA)	(D)	(NA)	(D)	(NA)	8.70	(NA)	(D)
Wisconsin .....	36.40	39.40	23.60	22.90	13.50	12.80	7.80	7.00	4.60	4.40

(D) Withheld to avoid disclosing data for individual operations.

(NA) Not available.

<sup>1</sup> Estimates began in 2016.

Source: Crop production report, Released June 9, 2017, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA), <http://usda.mannlib.cornell.edu/usda/current/CropProd/CropProd-06-09-2017.pdf>

## McCrumm Inducted Into Hall of Fame



Ashfield sugarmaker Tom McCrumm was inducted into the North American Maple Hall of Fame on May 13. He is just the fourth inductee from Massachusetts. Tom was Coordinator of MMPA for nearly 20 years, and currently serves on the board of directors.

Honored for his contributions to the North American maple industry, Tom said in his speech that sugaring keeps maple producers “amused and confused at the same time. We can’t wait for the season to start, and then can’t wait for it to be over.”

## Legislation of Note for Sugarmakers

Along with the legislation to make maple syrup the official state sweetener (see page 1), there are a number of other bills filed in the MA legislature that are important to sugarmakers, including:

- H.454, which would study the feasibility of creating and implementing a gypsy moth spraying program. (<https://malegislature.gov/Bills/190/H454>)
- S.1513, which would exempt agricultural buildings, including sugarhouses, from taxes. (<https://malegislature.gov/Bills/190/S1513>)
- H.2715, which would create a committee to examine agritourism and develop recommendations on how regulations, investments, and oversight can help support agritourism. (<https://malegislature.gov/Bills/190/H2715>)

It is important that legislators hear from sugarmakers about how important these bills are to the viability of the maple industry. Call or email your local representative and senator to let them know. If you’re not sure who to call, you can find out at <https://malegislature.gov/Search/FindMyLegislator>.



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# MMPA Supports Sugaring Field Trips

Mass Maple offered grants to teachers to help cover the costs of transportation for field trips to sugar-houses during the maple season. Teacher Kate Wood brought her 4th graders from the Dr. John C. Page School in West Newbury to visit Audubon's Ipswich River Wildlife Sanctuary in Topsfield. Here's her report on the trip:

"The people were amazing and the students just loved the experience. They learned the history of maple syrup production starting with the Native Americans and their early methods, all the way to present day and the use of tubing from tree to tree. The students were fascinated to learn that the Native Americans learned about maple syrup from watching wild animals such as the squirrel that ate the sap that clung to the branch ends. They were able to handle the early tools that were used to produce the syrup and then learned how they transported it in the form of

sugar as they moved from one area to another. We all learned so much about maple syrup that we would never have learned from our textbooks. The last stop was to see syrup being produced and then tasting it.



It was informative, and the teachers cannot wait to bring their students next year as it was a wonderful culmination to their study of Massachusetts, one of our state's natural resources, as well as the history of the maple sugaring industry.

After leaving the maple sugar shack the students were able to go to the tree line which was located at

the edge the grounds we toured to see how they collect their syrup and feed seeds to wild chickadees from their hands, as the young bird's mothers have taught their offspring to accept food from visitors. A great end to a fantastic day. Thank you again for this special opportunity!"

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**SUPPLIES:** The warehouse is well stocked with all sizes of plastic and glass maple syrup jugs and maple cream jars. Other syrup containers stocked include three sizes of glass maple leaf bottles and five-gallon plastic containers for bulk packing. The warehouse also has cardboard cartons for all size of jugs, gift boxes and maple candy boxes. Many other materials are available: Posters, recipe booklets, labels, hang tags, instructional and educational videos, etc.

**HOURS:** The warehouse is open seven days a week, on a "call ahead" basis only. During the maple season if no one can answer the phone, a message on the answering machine will indicate the hours for that day when someone will be home. Otherwise, please leave a message and someone will return your call. Please be sure to call ahead for everyone's convenience - don't be disappointed by arriving unannounced and finding no one there to assist you. Terms are cash or check only upon pick-up – no charges.

**UPS:** We can ship only full cases of jugs. You will be billed for the cost of the jugs plus UPS charges. Call in your order to the warehouse (413-625-2900) and we will send it out with a bill. Partial cases of jugs and glass of any quantity cannot be shipped safely.



## Online Sugarhouse Directory

Remember that you can make changes to your online directory listing at any time. Check out the directory at <http://www.massmaple.org/directory.php> and if you have any changes contact Coordinator Winton Pitcoff at [winton@massmaple.org](mailto:winton@massmaple.org) or 413-628-3912, or mail changes to MMPA, PO Box 6, Plainfield, MA 01070. Please note that being a member of Mass Maple does not mean you are automatically included in the directory – you must let us know that your sugarhouse is open to the public and that you would like to be listed.

## Our Heriage Is Maple Sugaring...

Call and ask for our maple equipment catalog and current used equipment list. Bulk maple syrup bought and sold. Syrup and equipment may be accepted in trade toward equipment.

*Photo: Ken Bascom with Jack and Jerry collecting sap, 1953.*



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