

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

The Newsletter of the Massachusetts Maple Producers Association

5th Annual Maple Weekend March 17-18

Massachusetts Maple Producers Association will coordinate the third annual 'Maple Weekend' on March 17-18, 2018. This weekend of events promotes local, pure Massachusetts maple products.

Sugarmakers are encouraged to participate by opening their sugarhouses to the public during that weekend and offering demonstrations, tastings, tours, meals and other activities to entertain and educate customers. Participating sugarhouses will be featured on the Mass Maple website, and the Association will purchase advertising to attract consumers to the website. **See the back of the membership renewal form in this mailing for details about how to participate.**

Restaurants around the state will be asked to highlight items on their menus featuring Massachusetts maple syrup. Sugarmakers who have contacts at restaurants should contact Coordinator Winton Pitcoff to help solicit participation.

Previous years' events have been very successful. Dozens of sugarhouses and restaurants have participated, and there has been excellent press coverage. This is an exciting opportunity to have a coordinated range of activities designed to raise awareness about our work and encourage consumers to purchase pure maple products direct from their local sugarmakers. Members are strongly encouraged to participate by offering an open house and publicizing the weekend's events to your customers via Facebook and other social media.

Emails over the next few months will offer more details and solicit input, but please fill out the enclosed form and start planning your events today!

MMPA Annual Meeting and Workshops

The 2018 Annual Meeting and trade show will be held on Saturday, January 13, from 9 a.m. - 4 p.m. at Mohawk High School in Buckland.

The trade show will feature a range of dealers from the maple industry. As in past years, members can bring hydrometers for free testing. There will be many door prizes, including several of the new off-flavor detection kits from NAMSC. The business meeting in the morning will include a recap of the year's events and an election of board members, and we'll enjoy a great barbeque lunch.

Workshops after lunch will focus on the new federal food safety regulations, using social media to market your sugaring operation, and cooking with maple. Details are on the enclosed sheet. Register today when you renew your annual membership!



Maple Month Kickoff to be held in Lenox

The MMPA March is Maple Month Kickoff will be held Friday, March 2 at 10 a.m. at Mill Brook Sugarhouse in Lenox. Host sugarmaker Bill Markham will welcome MDAR Commissioner John Lebeaux and other guests as we tap the ceremonial first tree of the season. All MMPA members, along with other supporters of the maple industry, are welcome to attend.

Classifieds

Homemade arch, 1/4" steel, well made, with a smoke stack. SS 30 X 36 flat bottom pan with draw off. Priced at \$695 or BO. Jim Graves, 413-625-9066

Wanted: 400-500 gallon **poly leg tank**. Jason Goodhind, Hadley, jgoodhind1988@gmail.com

For sale:

- Goodrich Tubing Washing Machine: \$800
- 1200 gallon galvanized Sap Tank: \$600
- Assorted galvanized stock tanks, 185-300 gallons: \$50-\$100
- Roof covers for sap buckets: \$.50 each
- Sap buckets: \$ 5.00 each
- Metal spouts: \$1.00 each
- John Deere 1010 Bull Dozer as parts machine: \$1,000
- Tracks and Blade for John Deere 1010 dozer: \$800
- Walk-in Freezer Box 7x9ft: \$1800.00

Leon Ripley, Granville, 413-357-8829

Woods Duall three pt. hitch mounted **fork lift** for sale. It has hydraulic tilt and can lift 54 inches. Great condition. \$1,200. Bill Coli, Colrain, 413-339-4045

15 stainless steel kegs, three sizes. In good shape, includes bungs. Previously used to store maple. 1 5-gallon \$25; 8 13-gallon \$40 each; 6 15-gallon \$50 each. \$600 cash for the whole set. JP Welch, Worthington, 413-238-5902, welch@justameretreefarm.com

Small Sugar shack complete operation **for sale**: 2x6 evaporator (2x2 syrup pan, 2x4 raised flue pan, both in great condition) Complete with all plumbing supplies; 100+ aluminum buckets / lids with lots of various taps; 100 gallon homemade stainless holding tank; and various other small equipment New Mass Maple jugs in various sizes as well. Photos available. Contact Joe or Beth at Mansfieldmaplesyrup@gmail.com.

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	brookledgesugarhouse@gmail.com	Whately
Howard Boyden – Vice President	2019	boydenmaple@gmail.com	Conway
Dana Goodfield	2018	danachevw@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

I hope everyone had a successful season at all the festivities and fairs! We experienced a nice fall season even with the unusually warm weather. As we are currently harvesting grain corn at our farm we have noticed that our growing and harvest season is still about two weeks later than “usual.” It should be interesting to see if this pattern continues through the winter and next spring.

The board has been reviewing the Big E and Franklin County Fair and more details will be shared in this newsletter as well as at our annual meeting. I would like to extend a huge THANK YOU to all who helped contribute to their success this year. Thank you to those who help behind the scenes and to all the volunteers who offered great customer service to promote Massachusetts maple syrup and maple products!

As we approach the end of 2017 and look back at this year's events and accomplishments I feel honored. It has been a great pleasure serving the Association for the last six years and I treasure the privilege to have been your president for the last four. I am grateful not only for this opportunity but also for the strength of this association and you the members. I would not be where I am in the maple world without you. Over the past 25 years the knowledge that has been shared, the brainstorming that has been done, and the experiences and stories told have all contributed to where I have arrived. I hope as I step off the board that fellow members will continue to reach out with questions, share ideas on recipes, marketing, and ways to continue to improve ourselves as individuals as well as an industry.

I wish everyone the happiest of holidays and hope to see you at Verona and our annual meeting in January!

Thank you and Happy Holidays.

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 sugarcornhouse!

Field Trip Grants

Mass Maple is offering funding to help cover the costs of transportation for school groups that would like to visit sugarhouses during the sugaring season. If you have worked with schools in the past and would like us to let them know about this offer, please send their contact information to winton@massmaple.org. If you would like to be connected with schools that are looking for sugarhouses to visit, please let me know as well.

Big E Staff Positions: Manager, Bottler

As in past years, Mass Maple is seeking applications from people interested in the booth manager position for our booth at the Big E. We are also looking for someone interested in bottling all of the syrup for the fair. Contact winton@massmaple.org if you'd like more information.

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.



Annual Bus to NYS Maple Conference in Verona

MMPA is once again sponsoring a bus to provide free transportation for any member who wishes to attend the New York State Maple Conference in Verona, NY, on Saturday, January 6. This is always an excellent conference and members who have attended in the past have learned a great deal. See <https://goo.gl/VQuY16> for full details on all of the workshops, covering everything from research to marketing to production to forestry and more.

Contact winton@massmaple.org or 413-628-3912 to reserve your space on the bus – each member is entitled to up to two free seats. MMPA will register everyone going on the bus as a group for the conference, so don't register directly with the folks in NY.

Thanks for a great year at the Big E!

The Mass Maple booth at the Big E had a record-breaking season! Our new maple lemonade slushies were a hit, cotton candy and maple cream cones were as popular as ever, and new educational displays helped draw lots of people to the booth. The

best part was the number of volunteers – nearly 100 people participated, working one or more shifts to sell and promote pure Massachusetts maple products. Thanks to everyone who participated, listed below.



Abby Phillips
Noah Pitcoff
Winton Pitcoff
John Prystowski
Ellie Prystowski
Brianna Rezeznik
Nicole Richardson
Joyce Ripley
Leon Ripley
Eevy Scott
Gary Shaw
Korien Shaw
Justin Shur
Paul Shur
Najwa Squailia
Brett Staupe
Dale Staupe
Nat Torsch
Sydney Treuer
Falele Wagar
JP Welch
Linsdey Welch
Marian Welch
Shenna Welch
Mike Zawalick
Stan Zawalick
Julia Zawalick
Paul Zononi
Serena Zononi

Ben Bardwell	Joyce Durette
Keith Bardwell	Mary Ellen Ahearn
Cindy Benjamin	Jerry Ferrindino
Cindy Bisbee	Andrew Ferrindino
Laura Bisbee	Carrie Ferrindino
Dave Bisbee	Judy Flagg
Laura Bisbee	Scott Flagg
Vivian Bisbee	Bethany Geiger
Howard Boyden	Charity Girard
Jackie Boyden	Jason Goodhind
Jeanne Boyden	John Goodhind
Warren Boyden	Jim Graves
Richard Brodmerkle	Loretta Graves
Lou Conover	John Hannum
Elaine Cortis	Lori Hannum
Dicken Crane	Alice Herrmann
Ruth Crane	Howard Herrmann
Cynthia Cranston	Bruce Hopper
Tom Cranston	Tommy Jaing
Wayne Crouch	Lauren Jiang
Bill Damon	Alex Jones
Dottie Damon	Ron Kay
Russ Damon	Terri Keopp
Pat Delaney	Jeff Kingsbury
Saebra Delaney	Missy Kosuda
Jack Dix	Russell Kosuda
Gerry Durette	Martha Leab

Missy Leab
Debra LeRay
Tom LeRay
Kristin Lieber
Luke Longstreeth
Dave Maxfield
Tom McCrumm
Josh McGee
Josh McGraw
Ben Murray
Ray Nicholas
Cindy O'Brien
Ry Patton



Local Loans Available

The PVGrows Investment Fund (<http://www.pvgrows.net/investment-fund/>) helps strengthen farm and local food businesses through community investments. Farmers and local food entrepreneurs can access flexible financing along with business assistance through the PVGrows Investment Fund. If you are looking to grow your local food business or know someone who is, contact rebecca@pvgrows.net to learn more about how we can help!



Mass Maple Warehouse

212 Reynolds Road • Shelburne, MA 01370
413-625-2900

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.

Now Easier to Update Your Directory Listing

The new Mass Maple website has a directory which gives all members a chance to include lots of information about your sugarhouses, products, etc., and to even include photos. The website gets thousands of visitors each year, many of them searching for a nearby place to visit and buy pure maple products. But they won’t find you if you’re not listed, and they won’t know much about your store if you don’t send in all of your information!

The easiest way to do this is by filling out the online form at <https://www.massmaple.org/about-us/membership/update-directory-listing/>. You can also email your information to winton@massmaple.org.

Don’t wait to do this – sugaring season is coming up soon, and people will be looking for places to visit!

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.



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Fall Workshop: Sugarbush Management and Tubing Systems

About 20 sugarmakers gathered at South Face Farm in Ashfield for the Mass Maple all workshop. The morning session, led by forester Lincoln Fish, focused on sugarbush management, and addressed issues such as spotting signs of anthracnose and sugar maple borer, and thinning for forest health. The afternoon session was a woods walk with sugarmaker Tom McCrumm, with lessons on setting up tubing and vacuum systems.

If you have suggestions for future workshop topics, let me know at winton@massmaple.org.



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Two Massachusetts maple producers claim international awards

Two Massachusetts maple syrup producer took home honors for their maple products at the North American Maple Syrup Council's annual competition, held in October in Levis, Quebec.

Sugarmaker Paul Zononi of Williamsburg, MA won second place in the maple candy category, as well as third place for his granulated maple sugar. Heath maple producer Mike Girard won second place for his golden grade syrup. Jeanne Boyden, of Conway, also won an award for her entry in the best creative photo competition. Sugarmakers from the United States and Canada submitted entries into the contest, and competition was fierce in each category.

Massachusetts maple producers have brought home awards from the international competition every year for many years, consistently winning high praise from judges for the quality of their products. "While other states and provinces produce more maple syrup than we do," said Winton Pitcoff, director of the Massachusetts Maple Producers Association, "it's great to see our state's sugarmakers honored year after year for making such excellent quality maple products."



2018 Fair Winners

Many Massachusetts fairs have maple contests. It's a great opportunity to enter your syrup or other products and see how they compare to other producers'. You have to enter to win, though! Congratulations to the following winners from two local fairs.

Franklin County Fair

Maple Syrup Light

First Place: Paul Zononi
Second Place: Jeffery Webb
Third Place: Boyden Bros
Fourth Place: Barb Harris

Maple Syrup Dark

First Place: Sheldon Brook Sugarhouse
Second Place: Paul Zononi
Third Place: Boyden Bros
Fourth Place: Jeffery Webb

Maple Gift Basket

First Place: Paul Zononi
Second Place: Boyden Bros

Display of Sugar & Syrup

First Place: Boyden Bros
Second Place: Paul Zononi

Maple Sugar

First Place: Boyden Bros
Second Place: Paul Zononi

Maple Cream

First Place: Boyden Bros
Second Place: Paul Zononi

Cummington Fair

Maple Syrup

First Place: Paul Zononi
Second Place: Peter Tessier
Third Place: Peter Lang
Fourth Place: Jonathan Parrott
Fifth Place: Keith Dufresne
Sixth Place: Susan Snow

Granulated Maple Sugar

First Place: Peter Tessier
Second Place: Paul Zononi

Maple Cream

First Place: Paul Zononi
Second Place: Peter Tessier
Third Place: Keith Dufresne
Fourth Place: Susan Snow

Maple Candy

First Place: Paul Zononi
Second Place: Peter Tessier
Third Place: Keith Dufresne
Fourth Place: Susan Snow

Collection of Maple Products

First Place: Peter Tessier
Second Place: Paul Zononi
Third Place: Susan Snow

4-H Syrup

First Place: Henry Sarafin
Second Place: Kaitlyn Dauphinais

Mass Maple Board Candidates

Mass Maple members will have an opportunity to vote for three board members at our annual meeting on January 13. Missy Leab has served two terms and so is leaving the board. Dana Goodfield and Trish Schmidt have completed their first terms and are both running for second, three-year terms. Paul Zononi and Patrick Delaney have indicated their interest in running for the board. Nominations will also be taken from the floor at the meeting. Candidates were asked to submit short pieces about themselves for publication so that members can consider who they would like to have represent them on the board.

Paul Zononi

I've been producing maple products for over 50 years and a member of MMPA since 1971. Sugaring is my passion. I started with two coffee cans on a tree and now we tap over 4000 taps, mostly on vacuum. I own and operate Paul's Sugar House located on Route 9 in Williamsburg. We retail and wholesale a full line of maple products year-round. My wife and I have been active at the Big E booth for many years, both as volunteers and co-managers. It is important to us that all Mass Maple Producers Association members get well represented at the Big E.

Having been a small producer myself, I understand the struggles that smaller producers experience when trying to expand or improve their operations. I look forward to sharing my experience and knowledge in the maple industry, I feel I have a lot to offer as a board member.

Patrick Delaney

My name is Patrick Delaney and I'm from Belcher-town, where I've lived with my wife and 2 daughters for the last 16 years. We started sugaring in 2004, working our way up from a turkey fryer in the garage to a dedicated sugar shack and modest 20 gal. seasons.

In that time I've served two terms on the board, acted as secretary while both on and off the board, volunteered yearly at the Big E and recently co-managed the booth for the 2017 season. I expect to remain a part of this Association for many years to come, and it would be my great pleasure to serve another term on the board of directors.

Board: continued on page 10

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Dana Goodfield

Beginnings

My first venture into the world of a sugarmaker came at the age of twelve. My operation was as basic as you could get. I think I had something in the order of six taps. Somewhere I had seen how to make spouts from sumac. The core of a sumac stick is very soft and can be easily cored out to act as a spout. For buckets I used pails that came from a bakery. They had contained pie fillings. In an effort to be somewhat authentic, I fashioned a yoke to go over my shoulders to more easily carry full buckets back to my evaporator (I use that term rather loosely). My evaporator was a sheet metal stove in the back yard with an old pot donated by my mother. My brother and I boiled and boiled after school for what seemed like an eternity until we had a pot full of dark brown liquid interlaced with ashes from the stovepipe. While it was pretty awful by today's standards, we thought it was good stuff the Saturday morning we poured it on our pancakes. The following year we moved and that ended the sugarmaking.

Fast forward to the year 2000. My wife Kathy and I purchased a farm in Conway, Massachusetts that came with an abundance of sugar maples. The first

few years I sugared with my neighbor John Wholey. We tapped some of our trees, as well as John's, that we could readily get to because we were exclusively using buckets. John is a dairy farmer and I was working long hours at my dealership. We both had time constraints. A couple of years later we put my trees on a gravity pipeline making life much easier. During this time period I was planning my own sugarmouse.

Today

In 2007 we contracted with Bear River Timber Frame to build a sugarhouse. They designed and constructed a beautiful and functional building. We had the basics, an evaporator and a filter press. A big change came in 2008 with the addition of a reverse osmosis machine. It would remove about 80% of the water from our sap greatly reducing boiling time.

2011 brought about another big improvement with the addition of vacuum in the sugarbush and a Steam-Away for the evaporator. Adding vacuum to the pipeline system increased sap production by 50%. The steamaway increased the efficiency of the evaporator by about 80%. All of these improvements increased the production of our relative small evapo-



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Going Forward

We currently have 1600 taps on our land and that of a neighbor. We buy sap from neighbors whenever we can. Currently we produce over 500 gallons of syrup a year.

Mass Maple

This has been my third full year as a board member of Massachusetts Maple Producers Association. It has been a great experience to work with the other board members and our coordinator, Winton Pitcoff. The Association continues to grow, and is constantly looking for new ways to serve our members. Our presence in the Massachusetts building at The Big E has grown over the years and provides a good source of revenue for our association. I would like to serve another term on the board, and look forward to expanding the services we provide to our members.

Help Pass Maple Legislation!

On November 2 the Joint Committee on State Administration and Regulatory Oversight heard testimony on H3735, An Act Providing for the Annual Observance of the Month of March as Massachusetts Maple Month and Designating Pure Massachusetts Maple Syrup as the Official Sweetener of the Commonwealth. MMPA submitted testimony in favor of the bill on behalf of our members (you can see it on our website), but elected officials need to hear from you that this matters to your business.

To help the bill along, sugarmakers should call or email their representatives and senators and tell them why it's important to you. 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>.



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