

The Gathering Tank

A Newsletter of the New Hampshire Maple Producers Association, Inc.

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Join Us for the Annual NHMPA Winter Meeting

In preparation of the 2018 maple sugaring season, the NHMPA will hold its annual winter meeting on Saturday, January 27th at The Common Man restaurant in Plymouth, NH.

President Jim Fadden will open the meeting at 9:00am. Throughout the day, speakers will cover topics affecting the maple industry as well as topics important to the continued growth and success of the NHMPA and its members. It will include reports on ongoing NHMPA initiatives, the Carlisle Awards and an update on the 2018 NAMSC/IMSI convention. 2018 NHMPA membership cards will be available at the check-in table where you can also update your information.

The meeting is a great chance for NH sugar makers to get-to-know each other. Invite those you know those who are new to sugar making to attend. Sign up using the form in the back of this newsletter.

2017 Carlisle Award

At the winter meeting, the final determination will be made for this year's Carlisle Award winner for best NH maple syrup. In order to compete, contestants must

- ◆ Entries must have been pre-qualified at the NHMPA 2017 Summer Meeting
- ◆ Syrup entry must be presented for judging before 10:00 am at the Winter annual meeting
- ◆ Contestant must be present at the annual meeting for consideration

Please contact Mike Moore with questions related to the Carlisle Award (603) 848-7091

Website News You Can Use

When the new NHMPA website launched last winter, it included lots of new capabilities. With these capabilities came some challenges. We have been continuously addressing the usability of the site. Two updates that should help are a new look and feel and changing to a more robust hosting company.

The website has become a great storefront for our organization and has drastically increased visitor traffic to the site.

All members are encouraged to list their sugarhouse on the NHMPA website. Update your listing in early January to ensure customers can find out all about you, especially for NH Maple Month.

From the President

Wishing all the happiest of holidays and I look forward to seeing everyone at the annual meeting.

- Jim Fadden

NHMPA Board of Directors, 2017 Electronic Vote Log

3/17/17 Motion to accept and release the February 2, 2017 Directors meeting minutes was made by Nick Kosko, seconded by Steve Roberge. Yes: Ben Fisk, Steve Roberge, Bruce Treat, Chris Olsen, Jeff Moore, Dale Smith. No: None

4/10/17 Motion to allow Nick Kosko to enter conversations with FW Webb to discuss becoming a container dealer by Bruce Treat, seconded by Steve Roberge and Ben Fisk. Yes: Bruce Treat,

Steve Roberge, Ben Fisk, Sarah Fisher, Nick Kosko, Chris Olsen, Dale Smith. No: Jeff Moore.

6/16/17 Motion to accept and release June 1, 2017 Directors meeting minutes was made by Dale Smith, seconded by Steve Roberge. Yes: Dale Smith, Steve Roberge, Nick Kosko, Bruce Treat, Ben Fisk, Chris Olsen, Jeff Moore, Sara Fisher. No: None

7/5/17 Motion to A. Appoint Miranda Milano as manager of the 2017 Big E fair booth. B. Set the stipend paid for fair volunteers at \$50.00 1/2 day and \$100.00 per full day. C. Set price paid per pound for fair syrup at \$2.50 was made by Nick Kosko, seconded by Bruce Treat. Yes: Nick Kosko, Bruce Treat, Chris Olsen, Steve Roberge, Dale Smith. No: None

7/17/17 Motion to make Ben Fisk a container dealer and to accept Bill Eva's decision to give up his dealership by Bruce Treat, seconded by Steve Roberge. Yes: Bruce Treat, Steve Roberge, Dale Smith, Jeff Moore, Chris Olsen. No: Nick Kosko. Abstained: Ben Fisk.

7/21/17 Motion to make Sue Folsom an alternate delegate to the IMSI and the North American by Nick Kosko, seconded by Chris Olsen. Yes: Nick Kosko, Chris Olsen, Dale Smith, Jeff Moore, Ben Fisk, Steve Roberge. No: None.

8/2/17 Motion to was The NHMPA Board of Directors instructs the President to pay all outstanding 2017 invoice to the Maple Syrup Digest, International Maple Syrup Institute and the North American Maple Syrup Council made by Bruce Treat, seconded by Steve Roberge. Yes: Steve Roberge, Nick Kosko, Chris Olsen, Ben Fisk, Jeff Moore, Dale Smith. No: Bruce Treat.

8/9/17 Motion to accept Bruce's resignation as treasurer and Board of Directors made by Nick Kosko, seconded by Chris Olsen. Yes: Nick Kosko, Chris Olsen, Steve Roberge, Jeff Moore, Dale Smith, Ben Fisk. No: None.

9/16/17 Motion to 1. Accept Dale Smith's resignation as Vice President and vote to make Dale Smith Treasurer of the NHMPA. 2. Vote to make Nick Kosko Vice President of the NHMPA made by Jim Fadden, seconded by Steve Roberge. Yes: Steve Roberge, Nick Kosko, Chris Olsen, Ben Fisk, Jeff Moore. Abstain: Dale Smith.

11/20/17 Motion to accept Jeff Moore's resignation from the Board of Directors made by Jim Fadden, seconded by Nick Kosko. Yes: Nick Kosko, Dale Smith, Ben Fisk, Steve Roberge, Chris Olsen. No: None. Abstain: Jeff Moore.

NH Maple Producers Association

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www.nhmapleproducers.com

Editor, The Gathering Tank—Brenda Noiseux

NHMPA Board of Directors

Jim Fadden - President	Chris Olsen
Nick Kosko - Vice President	Ben Fisk
Dale Smith - Treasurer	Sarah Fisher
Steve Roberge - Secretary	



2017 NHMPA Fair Season in Photos

Fairs help promote the NH maple sugaring industry and sell NHMPA member products to a large audience. In the case of The Big E, it also provides an opportunity to network with maple producers from neighboring states. This year, the NHMPA promoted our presence prior to and during the fairs. With help from the Hopkinton and The Big E NHMPA Fair Manager, Miranda Milano, we were able to share fun photos and videos to the NHMPA social media as the fairs were happening.

We have lots of great photos on our Facebook www.facebook.com/nhmapleproducers



Container update

Container sales for 2017 continue to be strong and, with year-end projections, we should be inline with sales from the previous few years. Large crops definitely help with container sales.

After years of no price increase, Bacon Jug has chosen to increase their prices. With this, we also had to adjust our prices. Additionally, case lots for 3.4 oz. went from 200 containers to 245 containers which is why there is such a steep price increase in that container size.

	Gallons	1/2 Gallons	Quarts	Pints	1/2 Pints	3.4oz
New Price	\$54.00	\$89.00	\$108.00	\$120.00	\$108.00	\$235.00
New Single	\$2.35	\$1.95	\$1.45	\$1.30	\$1.18	\$1.05

If you ever have any concerns about containers, feel free to reach out to Container Chair, Nick Kosko.

Did You Know?



Local towns are banding together to make NH Maple Weekend an event for their whole community. Two festivals have already begun preparations: the Kearsage and Canterbury Maple Festivals. Another great way to increase the traffic to your sugar house over NH Maple Weekend and NH Maple Month. Consider working with neighboring producers and local community organizations.





NH to Host the 2018 NAMSC/IMSI Conference

October 26-29, 2018 Courtyard Marriot, Concord, NH

In October 2018, the NHMPA will be hosting the North American Maple Syrup Council (NAMSC) and International Maple Syrup Institute (IMSI) annual meetings. At this convention, you're invited to attend the business meetings, which will bring you up to date on maple research and other advancements in the maple world. At the technical educational sessions, conducted by world experts, you'll learn new techniques to improve your operation and increase production. Plus, we will have a vendor room with all the prominent maple vendors from around the maple world.

There will also be maple syrup, cream and sugar competitions. Could yours be the world's best? If you enjoy photography, there will be a contest for that. Enter your best maple product or photo and see how you fare!

Hosting this convention is a chance to highlight our state and the wonderful people who live here. Each year this convention is held in a different state or province and we expect over 250 people from across the maple belt. We last hosted this convention in 2002 at the Red Jacket Inn in North Conway.

Below we've listed some areas we hope you can help with:

Silent auction donations

Hand-crafted items or any items that you would bid on at an auction. They do not have to be maple-related. The silent auction will benefit the NAMSC research fund.

Hospitality bag donations

We're looking for small items in multiple quantities to put in hospitality bags for attendees. You may know a business that might be interested. The committee is open to product from food items to who knows what?

Program Book Sponsors & Advertisers

Do you work with or know someone at your business who would be willing to help us? We have letters and forms that we can send to you for any sponsors or advertisers that you may want to approach.

Putting on this convention requires all of us to pitch in and help. A huge amount of planning and work has already gone into this convention, and we hope you can help to make it a memorable event. We will have a table set up at the NHMPA annual meeting in January to answer any questions you may have, or you may contact anyone on the committee listed below.

Contact the 2018 NAMSC/IMSI Conference Planning Committee

Dale Smith
dale.smith@amphenol-tcs.com

Liz Bascom
lbascom48@gmail.com

Jeff Moore
jeff@windsweptmaples.com

Roy Hutchinson & Mary Ellen
MacCoy
marymaccoy@myfairpoint.net

Sue & Brian Folsom
fmaple@aol.com

Rusty & Aggie Colby
landacolby@tds.net

Dave & Edi Kemp
david.kemp7@myfairpoint.net

Barbara & Don Lassonde
barbaralassonde@aol.com

Don't have access to a computer,
but would like to help? Call Roy
and Mary Ellen at 783-4468.

Recap of the Annual IMSI/NAMSC Meetings

The joint-annual meeting of the International Maple Syrup Institute (IMSI) and the North American Maple Syrup Council (NAMSC) was held October 22-25 at the Levis Quebec. The NHMPA sent delegate representative David Kemp to the annual meeting.



This is a short synopsis of what has transpired this past year. The complete minutes of both organizations' meetings should also be published as part of the Maple Syrup Digest. Be informed and get involved!

NAMSC Highlights

The maple syrup industry is experiencing significant growth and there is presently an abundance of syrup in inventory. New maple products and marketing methods need to be developed.

Two research proposals were approved for funding:

- 1) UVM Disastrous Seasons: An Exploration of Preventative Strategies \$35,000.
- 2) U Maine Microbial safety of maple sap and syrup; Survival of fungal spores and bacterial pathogens during processing, packaging and storage. \$32,920 over 2 years.

Money for research comes primarily from a penny per container funded from individual contributions or alliance partners; NH is an alliance partner and contributes one penny for each association container sold.

The North American Maple Syrup Producers Manual is out of print and needs updating. This is a work in progress that has several hurdles to overcome.

IMSI Highlights

Syrup production for 2017 was slightly higher overall than 2016. To keep up with demand Quebec is allowing 4 million more taps to be set in 2018. The Federation has 100 million pounds of syrup in their strategic reserve. Prices are stable but competition is strong, many packers in the US are carrying larger than normal amounts of syrup in inventory.

There is growing concern regarding whether or not increased demand will keep up with increases in production. The importance of continuing to develop new markets can not be dismissed.

An official Maple slogan has been accepted: "Real Maple Syrup – A Natural and Nutritious Choice". The slogan is intended as an overall brand in any marketing or advertising.

Added Sugar: Much is being done but the short story is that implementation has been suspended until at least January 1, 2020.

The next IMSI Board of Directors meeting is in Burlington, VT on February 2nd.

Did you know?

As of October 2017, the ISMI is on Facebook at facebook.com/internationalmaplesyrupinstitute. At the annual conference, they encouraged producers not to overlook social media as part of their advertising portfolio. They've provided a presentation for their Facebook social media use on the IMSI website. And of course, don't forget to "Like" the NH Maple Producers Facebook page too!



Two Great Programs Give NH Youth a Hands-on Experience with NH Maple Syrup Production

The goal is to have students produce a quart of maple syrup while learning about the science, math, social studies and language arts involved in the process. Both programs dovetail with NH Agriculture in the Classroom's (NHAITC) "Tapping into Maple Tradition" curriculum guide. Get involved as a mentor to inspire the next generation of NH maple syrup producers (and consumers!)



Tucker Mountain Challenge

In 2017, the NHMPA added a classroom category in addition to individual participants for the Felker Award. For 2018, the classroom competition has been renamed and will be managed by NHAITC with the NHMPA as an award sponsor.

Applications are due by 1/15/18 with syrup submission due by 4/15/18. Syrup judging will take place at a public venue in May. For more info, please contact Debbi Cox or Bruce Treat.



NHMPA Felker Award

The Felker Award program sponsored by the NHMPA encourages individual New Hampshire youth. The award is named for Walter Felker, a founder of the NHMPA in 1943.

For 2017, there were 12 contestants in this category. For 2018, the program is being managed by NHMPA members Dale Smith and Peter Thompson.



NH Maple exhibit wins at the 2017 National FFA Hall of States

Congrats to the students of the Sugar River Valley FFA for their 1st place win at this year's national FFA convention competition.

School-to-Farm Days

In June, nearly 1,000 4th grade students took part in the University of New Hampshire's annual School-to-Farm days.



Students had a hands-on experience showing them where wool, food & maple syrup come from. The 30th annual event aimed to teach youth about farming opportunities.

NH maple producer Jim Davis of Madbury talked to students about NH maple production.



2018 Application for Membership

When you become a member of the NH Maple Producers Association you're joining with sugar makers across the state to celebrate NH's proud maple tradition. Benefits of being a NHMPA member included, but are not limited to:

A listing for your sugar house on the NHMPA website	Semi-annual NHMPA newsletter, The Gathering Tank	Opportunity to enter your syrup into the Carlisle Award
Free publicity for NH Maple Weekend & NH Maple Month	Quarterly issues of The Maple Syrup Digest	Opportunity to purchase jugs, membership signs, & more

Name _____

Sugar House Name _____

Physical Location of Sugar House _____

Mailing Address _____

Town _____ State _____ Zip _____

Telephone _____ Email _____

of taps _____ (Important for grant purposes)

Annual dues January 1 to December 31, 2018	\$35.00
Annual Winter Meeting Lunch Ticket _____ people X \$15.00	\$ _____
Official outdoor metal NHMPA Membership sign @ \$38.00 each (Available for pick up at annual meeting)	\$ _____
Maple News 10-issue subscription @ \$28.00	\$ _____

Are you currently receiving the Maple Syrup Digest? Yes _____ No _____

Total Enclosed: \$ _____

Checks to be made out to NHMPA and mailed to PO Box 7, North Woodstock, NH 03262
Membership applications can also be submitted online at www.nhmapleproducers.com

North Woodstock, NH 03262

P.O. Box 7

New Hampshire
Maple Producers
Association, Inc.



NH Maple Month 2018

The NHMPA will be celebrating our 23rd Annual Maple Weekend on March 24 & 25, 2018. We will also be hosting NH Maple Month for the month of March.

NH Maple Weekend and NH Maple Month is a wonderful way to get the public engaged in NH's rich maple tradition.

Whether you open your sugar house doors for sales, tours, demonstrations or more, your participation can instill a deep pride for NH maple.



The NHMPA is dedicated to raising awareness of NH's maple sugaring industry and proud maple tradition. With articles in The Maple News, press releases, social media, and more, the NHMPA works throughout the year to keep NH maple on the minds of the public.