



The Tapline

Quarterly Newsletter of the Indiana Maple Syrup Association

October 2009

Sharing Stories and Working Hard at the 2009 Indiana State Fair

Article by Louise Jewell

Dave Hamilton has a neighbor that likes to come and just sit in the sugar house. He doesn't know the first thing about sugaring but he enjoys being there, visiting, and passing time. One day Dave was busy when some interested customers came in. The neighbor asked if they wanted a tour. Sure. Well, do you want the 50 cent tour or the \$5 tour. Of course, they wanted the 50 cent tour. "It comes in here and goes out there" was the 50 cent tour.



Stories, like this, told as we're working in the sugar shack at the state fair are one of the things that make working at the sugar shack in the pioneer village at the state fair so much fun, even if it is a long and tiring effort.

Another one of those stories came from Wilbur Miller of Nappanee. He told us about when he was one of 11 kids in his family who all helped on the family farm including syruping. He got SO tired of carrying buckets of sap and all the other work that goes with making maple syrup that when he was 16 he vowed never to tap a tree when he was an adult. But as the saying goes, never say...

When his son David was about eight, he said "we ought to tap these maple trees. "No!" said Wilbur. One day Wilbur came home from work and there were two or three cottage cheese containers hanging on each tree, with broken Bic pens being used as spiles. They took his sap over to a neighbor's sugar shack to boil. That was the start of their maple syrup operation and the end of Wilbur's vow. Wilbur and David then fixed up their own 2X6 evaporator they got through Art Harris. David, now 22, does all the tapping, but will not demonstrate or talk about it. That's where Wilbur comes in. They made 134

(Continued on page 3)

2009 Annual Meeting Saturday, December 5 Garth Atherton CDL/Maple Pro Featured Speaker

The 2009 annual meeting will be held at the Donner Center in Columbus, IN. The Donner Center is located at 22nd and Sycamore St.

Our featured speaker will be Garth Atherton of CDL/Maple Pro.

Maple syrup making is Garth's passion and he has spent many years tapping trees and well as designing equipment to improve the production of maple syrup. Garth was involved in

(Continued on page 8)

Notes From Your President

*Garry Sink,
President, IMSA*



I hope that everyone is enjoying the beautiful fall weather.

My thanks goes to the many members and friends who volunteered their time to greet and tell the story of Indiana maple to those who visited the Sugar Shack at the Indiana State Fair.

Thanks to all who helped from canning the syrup to manning the sugar house. We had record sales this year.

For more details, read Treasurer Dave's excellent report on page 3.

October is the month when the NAMSC and IMSI hold their annual meeting. This year it will be held in Bar Harbor, Maine. Everyone is welcome to attend.

Our annual meeting is coming up shortly and I want to take this opportunity to welcome everyone to attend. It's always an enjoyable time and very informative. Phil Hanner, our local chair, has done a great job of preparing the program, and he has some excellent speakers lined up. Looking forward to seeing all of you in Columbus on December 5th.

Garry



Cooking with Maple Syrup

Maple syrup may be substituted in for part or all of sugar in most recipes.
The rule for using syrup is — **3/4 cup of pure maple syrup = 1 cup of granulated sugar** and **reduce** liquids in the recipe by 3 tablespoons for each cup of maple syrup used.

Board of Directors, Indiana Maple Syrup Association Directors are elected for 3 yr terms at the annual meeting held on the first Saturday of December. Directors elect the officers of the association.

Ron Burnett (2009) South
9741 W Baseline Rd
Paragon, IN 46166
(765) 537 2375
rburnett@scian.net

Phillip Hanner (2010) South
6500 N 825 W
Norman, IN 47264
(812) 995 3155

William Owen, Secretary (2011)
North
0535 S 500 E
Avila, IN 46710
(260) 636 2073
owenwf@ligtel.com

Pam Childers (2011) Central
3509 W River Rd
Peru, IN 46970
(765) 472 2632

Arthur Harris (2010) At Large
999 E CR 325 N
Greencastle, IN 46135
(765) 653 5108
aharris@alink2000.net

Garry Sink, President (2009)
North
17430 Zubrick Road
Roanoke, IN 46783
(260) 638 4919
gnsink@yahoo.com

David Hamilton, Treasurer (2011)
Central
625 N 100 East
New Castle, IN 47362
(765) 836 4432

Don Jewell, Vice President (2009)
Central
10577 E 450 North
Otterbein, IN 47970
(765) 583 4865

Florence Williams (2010) South
1152 W Egg Farm Rd
Rockville, IN 47872
(765) 569 3704

(Continued from page 1)

gallons this year mostly using 5 gallon buckets to collect. They have a brand new Leader this fall getting ready for the next season. It should be



After FINALLY getting the trunk of Becky's bashed car open, the supplies were quickly carried into the sugar shack.

It takes almost as much work to get ready for fair time at the sugar shack as it does in our own camps come February/March. However, all of the members hard work made the 2009 Indiana State Fair a great success.

an even bigger season (and story) for them.

Becky Harris did a 'bang up' job of getting confectionaries to the fair this year. Just before arriving at the fair grounds, on 38th street, she was hit from the behind by the granddaughter of the people in the car she was pushed into. Lucky no one was hurt, but it took a great deal of thought from a lot of people to figure out how to open the bashed trunk. Ideas included taking the back seat out, using a crow bar, using a bigger crow bar (none of which worked) and finally using a fork lift (that worked).



If you want to see read about how we did at the state fair, then check out the IMSA State Fair Report on page 4.

IMSA STATE FAIR REPORT 2009

INCOME: \$42,266.70

EXPENSES:

CONTAINERS	2259.90
CRATES	495.00
CAN. DAY EXPENSES	626.23
BALANCE FOR SYRUP	468.00
STATE FAIR TICKETS	777.00
START-UP CHANGE	400.00
CONFECTIONS	6799.10
ST. FAIR COMMISSION	<u>3577.68</u>
	15402.91

BALANCE: \$26863.79

EXPENSES PAID IN 2008:

SYRUP 19,800.00
GLASS CONTAINERS 862.75

CURRENT CHECK BOOK BALANCE: 36312.07

INVENTORY

CONTAINER	#FILLED	#SOLD	SOLD OUT	LEFT OVER
HALF PINT	400	400	8/19	
PINT	900	900	8/23	
QUART	584	343		241
HALF-GALLON	288	265		23
GALLON	144	144	8/20	
CABINS	48	48	8/20	
3.38 LEAF	96	96	8/20	
8.45 LEAF	96	95		1
INDIANA FLASK	48	48	8/20	
PAINTED FLASK	36	36	8/17	
STATUE OF LIB.	12	12	8/23	
COOKBOOKS		63		

AMOUNT OF SYRUP LEFT OVER: 73 GALLONS

MY RECOMMENDATION FOR NEXT YEAR: (LET ME KNOW WHAT YOU THINK)

ORDER SAME NUMBER OF GLASS, EXCEPT NO STATUE OF LIBERTIES AND DOUBLE THE NUMBER OF PAINTED FLASKS. SAME NUMBER OF PINTS, HALF-GALLONS, ORDER ONE LESS CASE OF QUARTS AND ONE MORE CASE OF HALF-PINTS AND ONE MORE CASE OF GALLONS. WE WILL NEED TO ORDER CONTAINERS BEFORE THE DECEMBER MEETING SO YOUR INPUT IS APPRECIATED.

THANKS,
DAVE HAMILTON, IMSA TREASURER

Indiana's 2009 Maple Production

Jeff Settle

Forest Resource Information
Indiana DNR Department of Forestry

Shortly after the close of the 2009 Maple Syrup season, 148 questionnaires were sent to all known producers of maple syrup in Indiana. 68 individuals promptly responded to the questionnaire resulting in almost a 46% response rate, much higher than the 40% response rate in 2008.

For the sake of comparison of similar climatic regions, the results were broken down per two major regions. The dividing line chosen was U.S. Route 40 bisecting the State into a Northern region and a Southern region. 13 questionnaires were returned from the south region and 54 came from the northern region.

Of the producers that responded to the questionnaire, 37% of these folks produced syrup in 2009, a slight increase from the 33% reported in 2008. 12 producers from the southern region and 43 producers from the northern region reported production in 2009.

75% of the states' total syrup production of 8490.8 gallons was accounted for by 18 large producers. The total number of gallons produced was about 12.5% lower than the 9783 gallons produced in 2008. Northern producers accounted for 7382.5 gallons compared to 7576.75 gallons produced in 2009 while southern producers generated 1108.3 gallons, lower than 2207

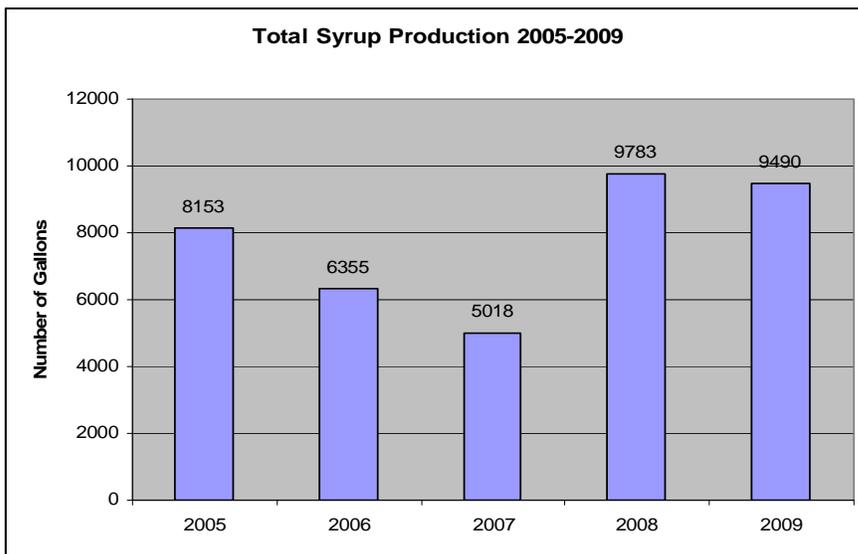
gallons reported in 2008. The graph below reflects the total number of gallons produced each year from 2003.

There are 42 counties in the state that have at least one active maple syrup producer. Elkhart County was once again the county with the most reported sugar camps – 25.

Elkhart County was once again, the home to the largest sugar camp, producing almost 1060 gallons of syrup.

The overall state average for the opening date was 2/16/09 and the closing date was 3/13/09. Regionally, the average opening dates were 2/15/09 and 2/6/09 for the north and south respectively. The average closing dates were 3/13/09 for the north and 3/6/08 for the south.

The average amount of sugar water (sap) needed to produce a gallon of syrup was 43.9 gallons in the north and 44.2 gallons in the south. The state average was 44 gallons of sap to produce a gallon of syrup. Using these figures, we can estimate that almost 373,560 gallons of sugar water was collected in 2009. The average amount of sap needed in 2008 to produce a gallon of syrup may not be wholly accurate, as quite a few producers do not maintain accurate records of sap inflow. The average amount of syrup produced per camp was slightly over 124 gallons, lower than the 195 gallons per camp reported in 2008. Almost all the sugar water was produced at the producer's own sugar bush(es); however in 2009 producers did purchase over 119,000 gallons of sugar water from outside producers.



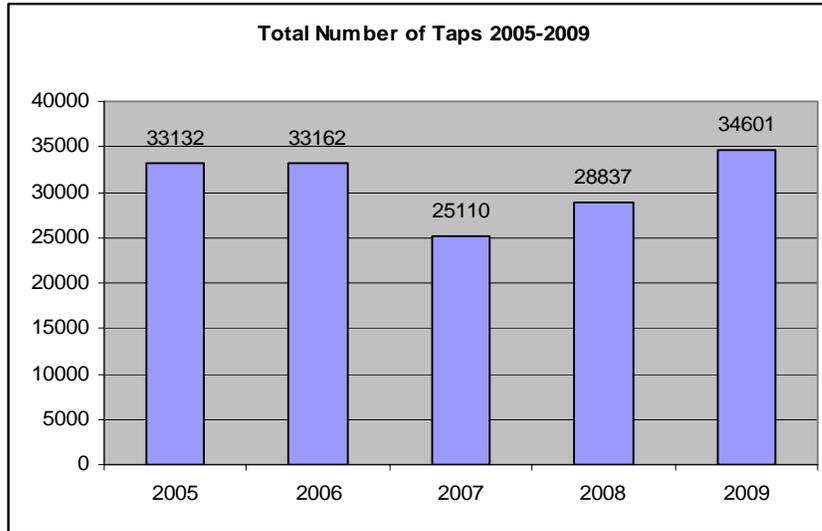
Of the 34,601 taps, 44% of the state's syrup production was accounted for via producers using only buckets for sugar water collection. 14,013 buckets were used in 2009 for collection purposes. The amount of sugar water collected solely by buckets accounted for total syrup production of 3686 gallons in the north and 58 gallons in the south region. 40 Indiana maple syrup producers used an

(Continued on page 6)

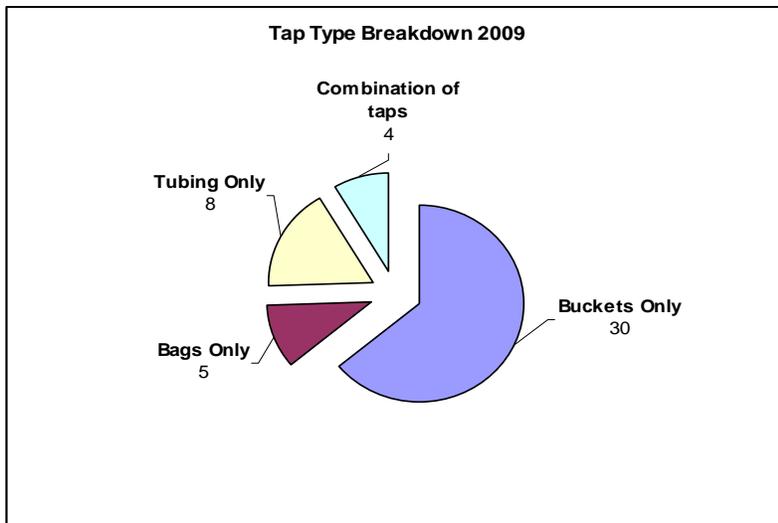
(Continued from page 5)

average of 350 buckets in their collection operations. The graph below represents the total number of taps used each year from 2005 to present.

Buckets continue to remain the most popular way to



collect syrup regardless of the region. The largest single producer utilizing buckets hung 1300 buckets in the northern region and 280 buckets in the southern half. Several producers reported using plastic bags and tubing in addition to buckets for the collection of sugar water. The pie chart below shows the number of producers per type of tap used in 2008.



Although plastic sap collection bags have yet to really catch on, 10 producers used 545 collection bags. Many of these producers also used buckets and or

tubing as well. Producers using only bags to collect sap set on the average, approximately 70 taps. Those using only bags for sap collection accounted about for 83.5 gallons in 2009. On a regional basis, those using plastic sap collection bags were split pretty evenly

between the two regions. Five northern producers using 133 bags collected 166 gallons of syrup. Three producers in the southern region using only plastic bags collected 56 gallons and set 260 bags for collection.

A number of producers are trying tubing for sugar water collection and are slowly changing over as terrain, dollars and results allow. Statewide, fifteen persons (11 in the northern region and 4 in the south) used over 195,000 feet (over 37 miles) of tubing

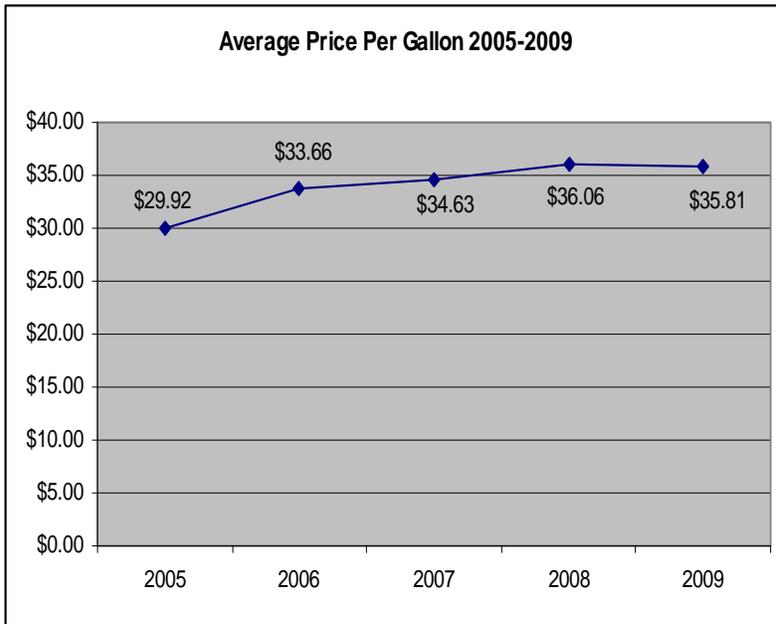
for collection purposes in 2009. Those using only tubing produced 2606 gallons of syrup. This was a decrease from the 2008 figure of 2791 gallons. This amounts to 372 gallons per producer.

The statewide average price received for a retail gallon of syrup was \$35.81 which is only 25 cents less than the price reported for 2008. The average price per retail gallon in the south was \$36.95. Northern producers averaged \$35.50 per retail gallon. The average statewide price received for a quart of retail syrup was \$12.71. For the past couple of years more surveys were returned this year with information about pricing per pint. The state average per retail pint was \$7.26. Statewide wholesale average gallon price was \$31.25. The graph on the next page depicts the average price per retail gallon of syrup since the year 2005.

The statistics gathered via our 2009 maple syrup pro-
(Continued on page 7)

(Continued from page 6)

2008 maple syrup producer's survey. The graph below shows the estimated economic impact for maple syrup production during the past 5 years.



low shows the estimated economic impact for maple syrup production during the past 5 years.

Sales do not appear to be a limiting factor for Indiana maple product producers; rather the inability to produce enough syrup due to the unfavorable weather and/or short tapping seasons were the greatest impediments to finding our maple fortunes. Prime tapping conditions center on below freezing temperatures of an evening with a fairly fast thaw in the mornings which normally allows for good syrup flow. 2008, according to those who commented on the season was an exceptionally good year with 26% of the producers reported this season

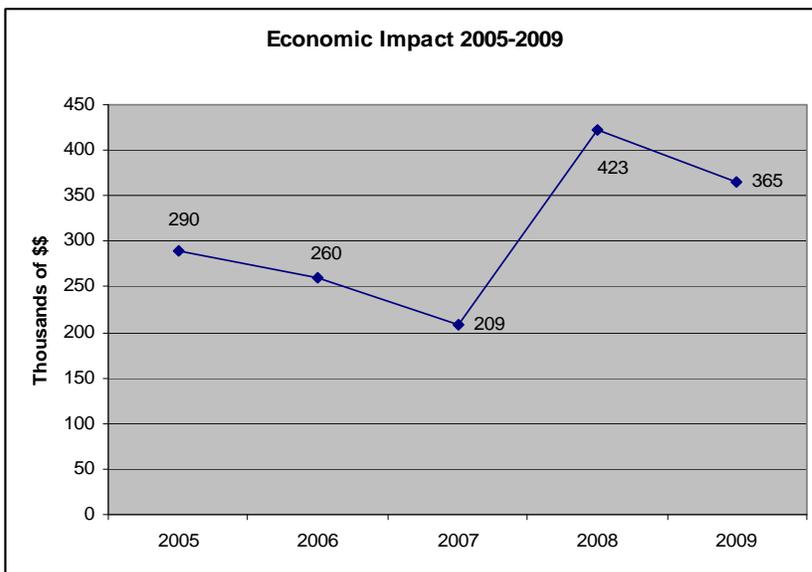
duction questionnaire most likely will not reflect the true income generated from Indiana's producers. The statewide reported syrup income for 2009

(multiplying the average \$/per gallon X reported production) is slightly over \$304,000.00. However, if one appreciates that which was consumed via the producers' family, given away, or simply not reported, the calculated dollar figure may very well conservatively grow to almost \$365,000.00. Assuming this figure to be realistic, the average dollar return per tap hole is \$10.51, a little lower than the \$14.66 reported in the

was above average, 54% as average, and only 11% as below average.

Overall, most of the produced syrup is sold at a retail level. Of those reporting sales, 31% of those respondents reporting production, state that at least a portion of their production is given away or consumed domestically; of course these same producers tend to be smaller in scope and production. Packaging preferences show the majority favoring retail sales in gallon containers, fewer favoring quarts, with remainders sold in smaller units. A few producers offer maple sugar, creams, candies, cookies, etc., but apparently these maple products do not account for substantial percentages of any one producer's sales.

but apparently these maple products do not account for substantial percentages of any one producer's sales.



We are all aware that each sugar bush has unique characteristics and that no two bushes produce alike. Although Indiana is a relatively

(Continued on page 8)

(Continued from page 7)

small geographic area, the variation in weather is significant as evidenced by prior years. As reported earlier, conditions in 2008 were above average for a good tapping season. 2009 appears to be slightly better than average in both weather and production of syrup.

32 respondents stated they would like to be listed in the Indiana Maple Syrup Producers Brochure. As time and funds permit, we are hoping to prepare an updated brochure. Additionally, we believe it would be beneficial to have "Indiana generic" maple syrup articles on hand for the barrage of requests from reporters for local newspapers and other media come next February, 2010.

(Continued from page 1)

the development of the current wood pellet evaporation process as well as the design of the oil-fired Thunderbolt evaporator.

Garth has owned and operated several sugar houses and traveled the maple belt many times over visiting with various great sugar makers and selling many of them equipment and supplies for their maple operations.

Maple sugar making has remained close to his heart and Garth and his son continue to work in the business. We are so pleased that he has taken the time to share his experiences with us.

Once again we will have an "Ask the Experts" portion of our meeting; this is a time when our board and other experience sugar makers answer questions about sugar making. Members may write down their questions when they register.

Our vendors will each give a short presentation about what is new for the 2010 maple season. The vendors have booths that members may visit during the breaks.

There will be a presentation at the December annual meeting of the Indiana Maple Syrup Association about the recent changes in the food law, and requirements for the proper handling, packaging, and labeling of maple products produced by home based vendors.

Effective July 1, 2009, the Indiana Legislature

I sincerely thank all the maple producers for their prompt questionnaire responses. I have updated our maple database and will continue to be a contact for Indiana maple products. ***Please remember the data compiled in this report is only as good as the data received. To be able to more accurately report maple syrup production figures, we'll continue to need a high response rate.*** Although our time is limited for personal visits to your operation, we do welcome your calls and inquiries on all facets of maple production. Special forest products such as maple syrup contribute substantially to many rural folk's income while offering wholesome therapy at the same time.

made changes in the law to allow people to make low risk foods in their private residence and sell their products in their own roadside stand or in their booth at a farmer's market. This change in the law excludes certain vendors of farmers markets and roadside stands from the statutory definition of the term "food establishment according to guidelines issued by the Indiana State Department of Health.

The guidelines are available via the Internet at http://www.in.gov/isdh/files/HEA_1309_guidance_final_6_11_09.pdf and printed copies will be available at the annual meeting.

Examples of low risk items produced by such home based vendors include candy, confections and maple syrup.

Producers who choose to sell their maple products under this section of Indiana law must comply with the manufacturing and labeling requirements specific to the revised statute.

Producers may also continue under the permitting and inspection procedures that were outlined in guidelines maple syrup production issued by the Indiana State Department of Health in 2006.

Art Harris and Larry Yoder, members of the IMSA's Regulatory Task Force, provided comment to the Indiana State Department of Health as the guidelines for home based vendors were developed.