

One Tap at a Time...

Growing the Local Food Economy in NNY



Michael Farrell

The Role of Adirondack North Country Foods in
Community and Economic Development

April 18, 2008

NICHOLS, FRANKEL
WILKINSON FIELD STATION
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MAPLE NEWS

\$3

G T H E P R O D U C E R C O M M U N I T Y

January 2008

d to descend on Central New York

exception.

The second day of the two-day session, which kicks off Friday, Jan. 4, will get under way on Saturday, Jan. 5 at 9 a.m. with the first of four technical session blocks.

Each block, which will last one hour, 15 minutes, will offer attendees a choice of between seven and nine sessions to attend.

In between sessions two and three, lunch will be served and the county maple queens and princesses will be crowned to culminate Saturday morning's competition.

Friday's session, at 7 p.m., features Dave Evans from Nelson Farms and Morrisville College discussing the developing maple

See You There

Be sure to check out the Vermont Maple Conferences on January 12th, 19th & the 26th. See pages 5 & 9 for details.

Please see VERONA PG. 15 >

VERMONT



COURTESY AMY WHEELER/LEDS MAPLE PRODUCTS

Maple Syrup Producers Association hosted a grading school. From left, Frances Whitcomb, Armand and Jim Richardson were instructed in how to grade. Mackres, of the Vermont Department of Agriculture.

sneeze at



Good time to expand

Experts: Bulk syrup demand likely to outstrip supply for foreseeable future

By STEPHEN DRAVIS
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There never has been a better time to sell syrup by the drum.

And industry watchers say they do not see the market changing for the worse any time soon.

Bulk syrup prices have been climbing steadily the last few years in every U.S. state according to the National Agricultural Statistics Service.

In 2006 — the most recent year federal statistics are available — the average price per pound for light amber (fancy) syrup sold in bulk in Vermont was \$2.02 a pound.



COURTESY GEORGE COOK

SUGARMAKER BRIAN DAVIS, left, of Derby Line, Vt., visits with Tim Wilmot, UVM Extension maple specialist, about pipeline setup, upgrading to a wet line/dry line system and general sugarbush management on his dad's 3,500-tap operation.

Why Invest in the NY Maple Industry

- We have the TREES
- We have the PEOPLE
- We have the MARKETS
- We have the EDUCATIONAL INFRASTRUCTURE





NY has Trees!

65% of NY is forested

New York

-138 million Sugar Maple and 151 million Red Maple potential taps available (USFS FIA 2002-05 data)

-NASS estimates 1.5 million taps (~ **0.5% utilization**)

Quebec

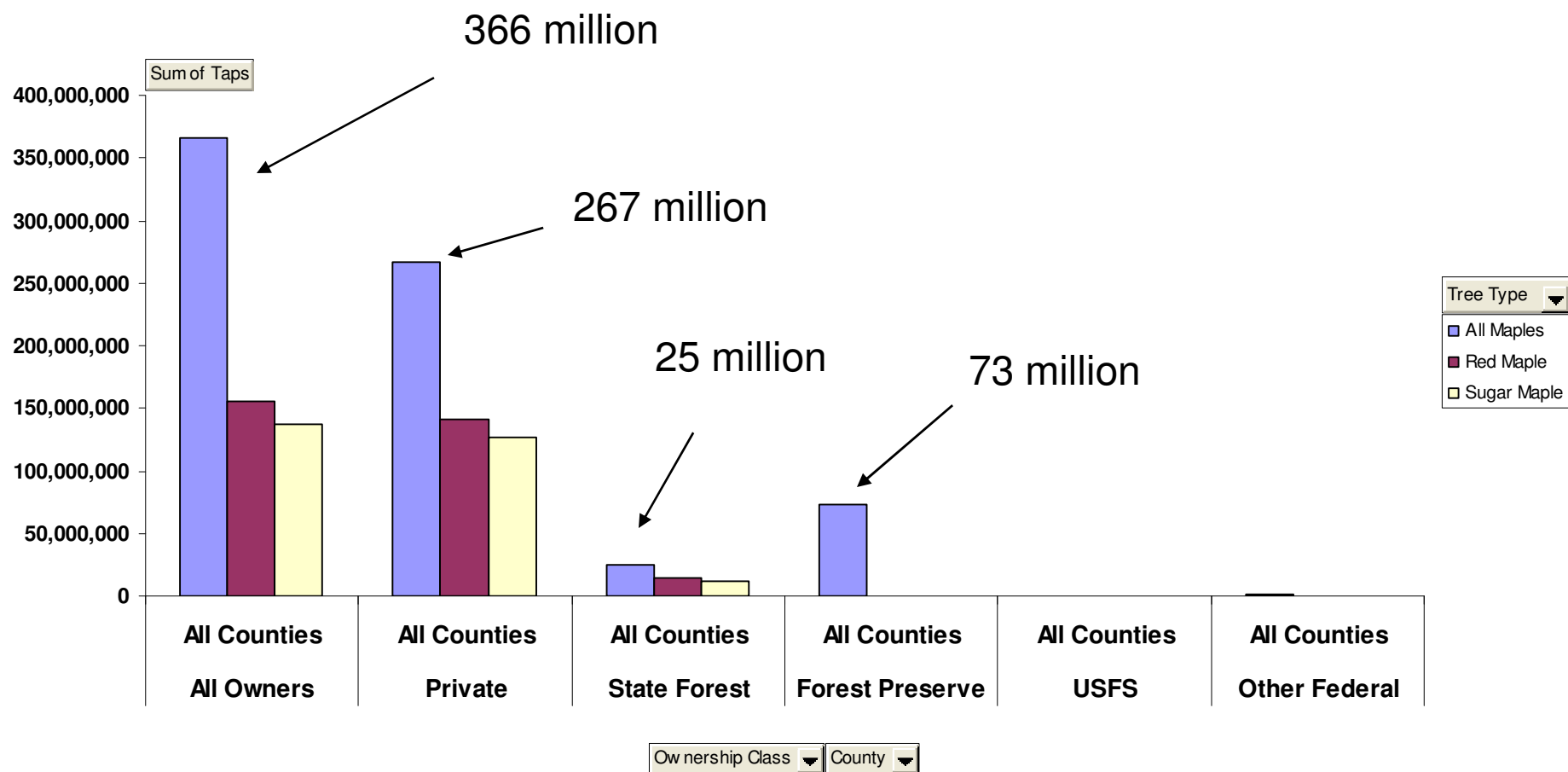
- 110 million potential taps (Ministry of Natural Resources 1998)

- 38 million estimated in production (~**35% utilization**)

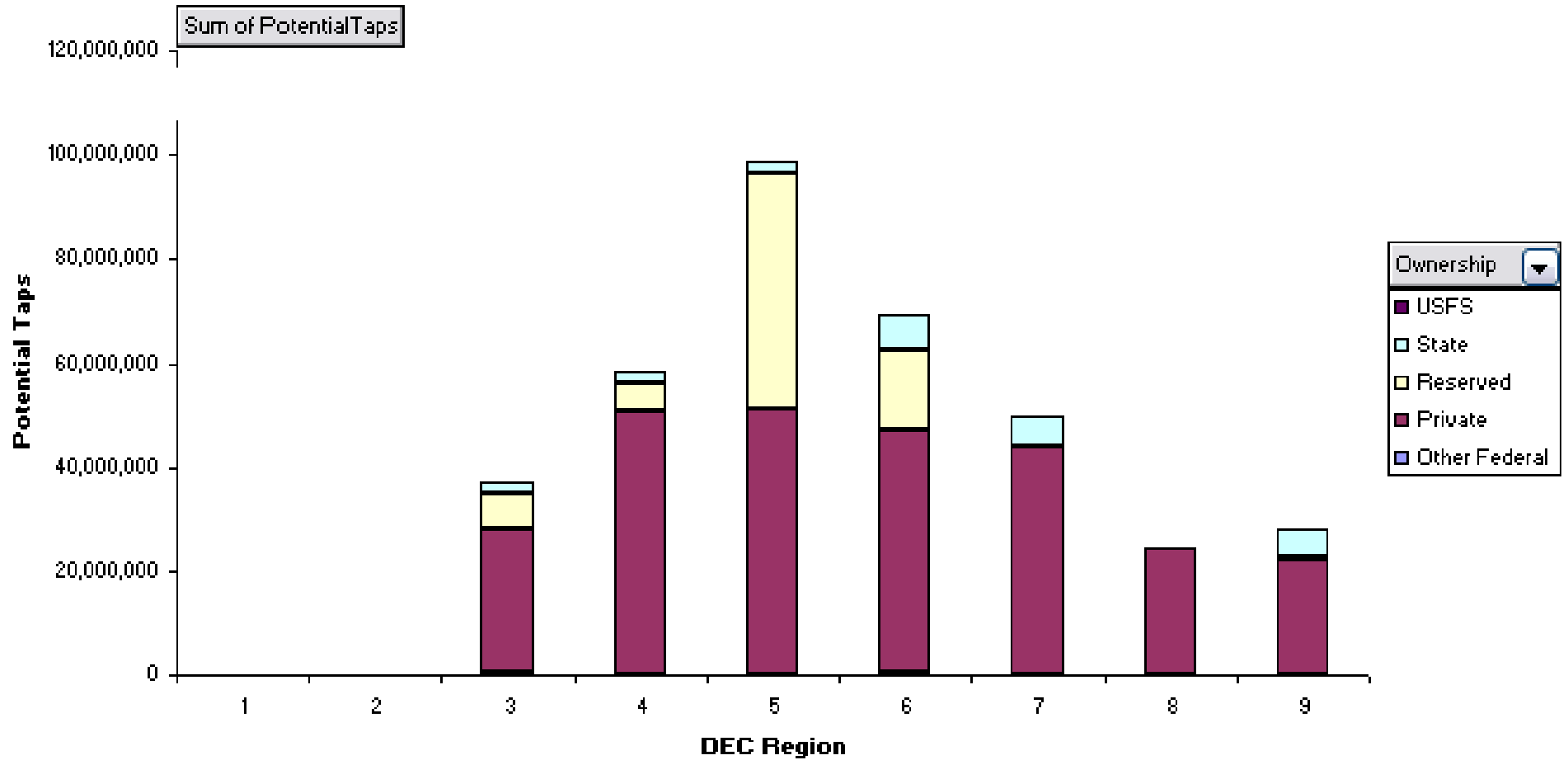
Number of Possible Taps

New York State

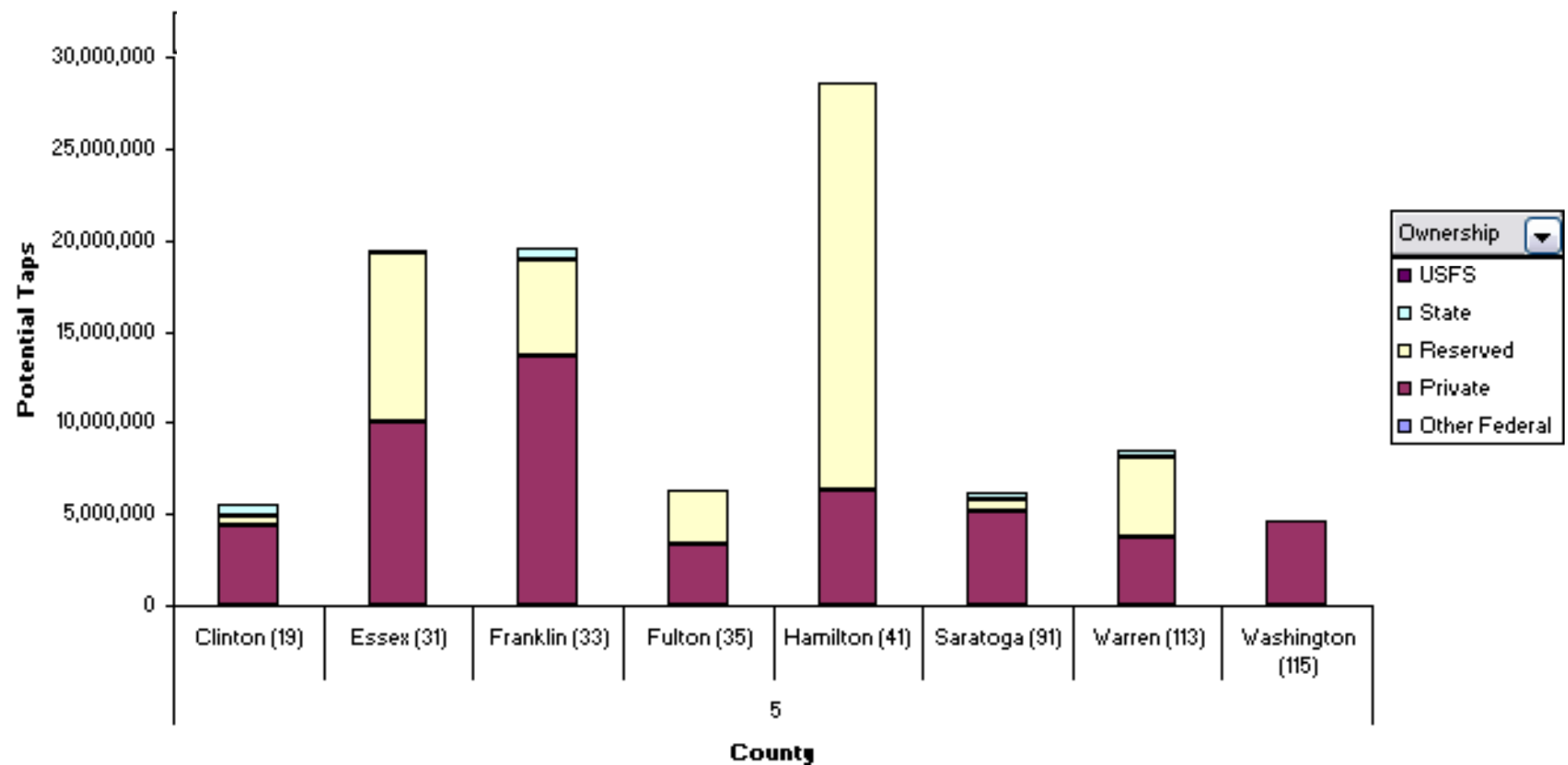
USFS-FIA 2002-2005 Data Analysis



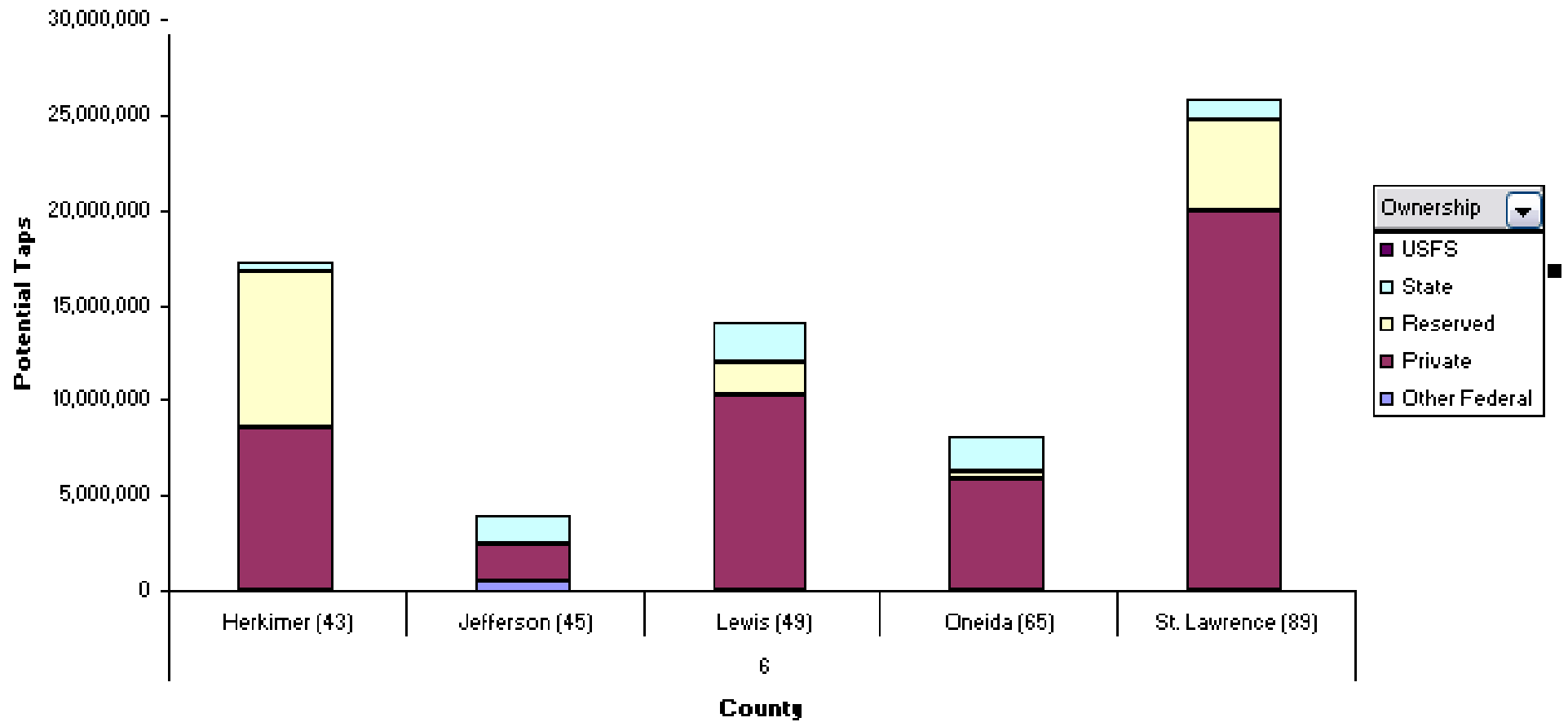
Potential Taps in NYS By DEC Region
Based On USFS FIA 2002-2005 Data Sugar & Red Maple



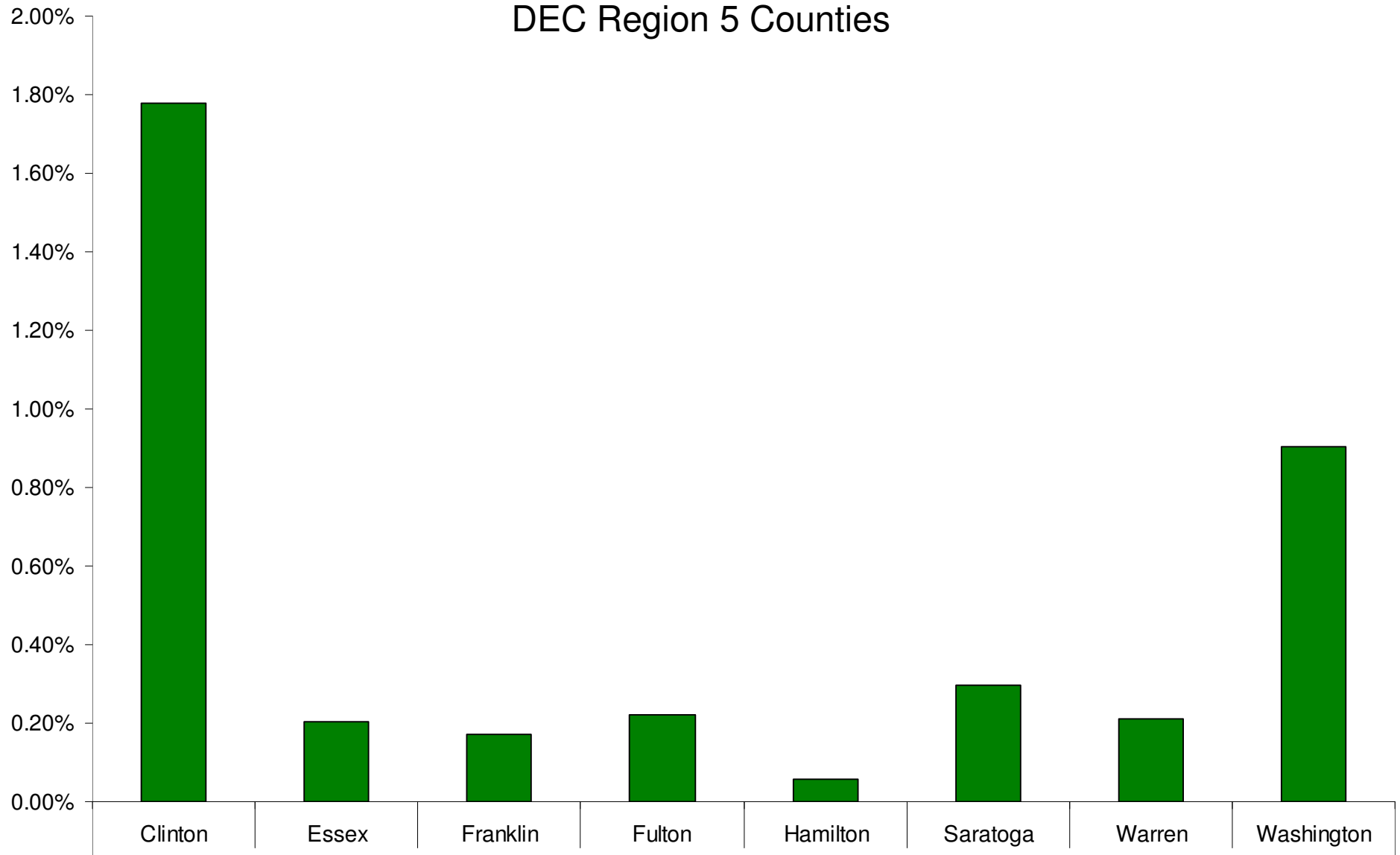
Potential Taps in NYS DEC Region 5
Based On USFS FIA 2002-2005 Data Sugar & Red Maple



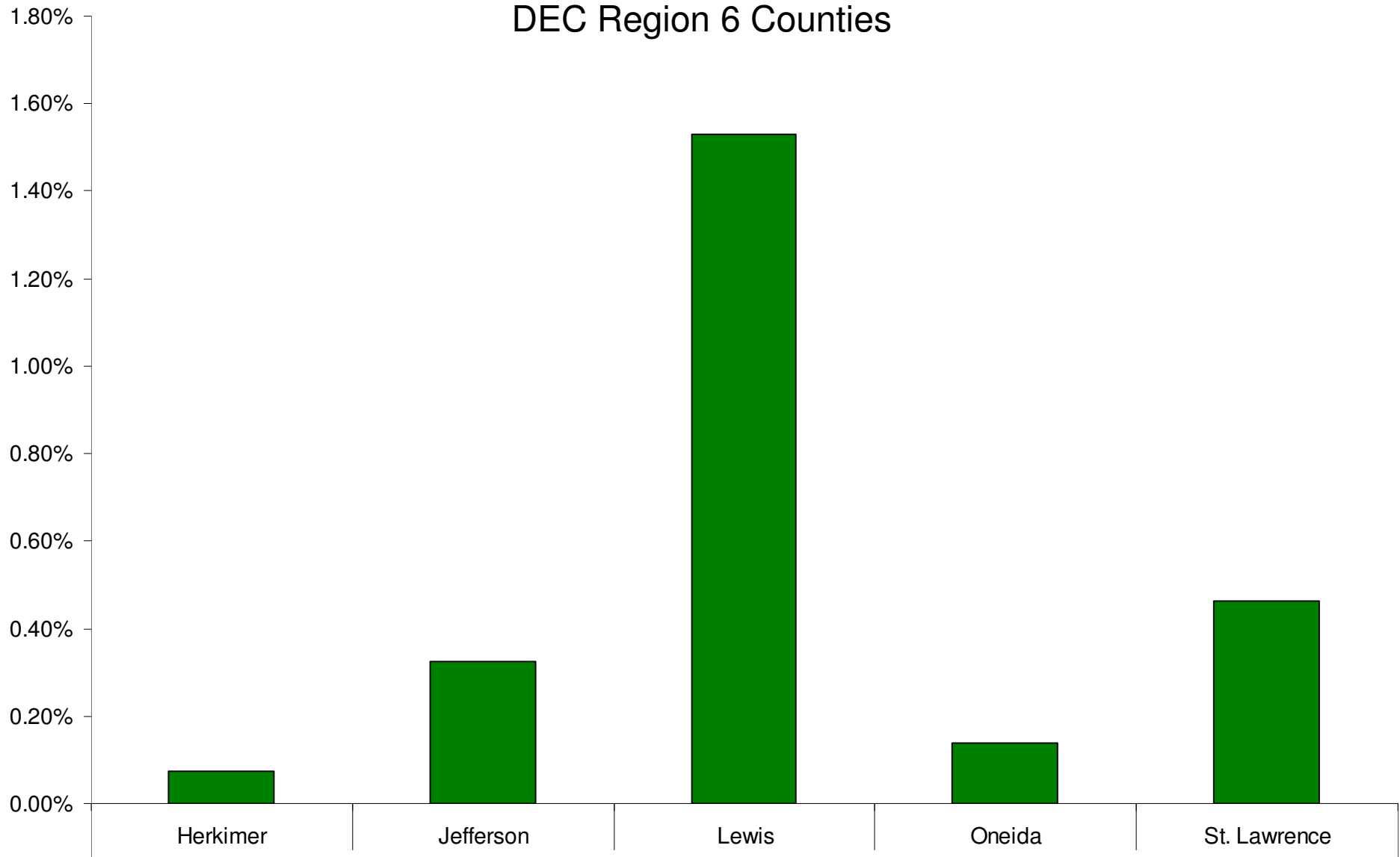
Potential Taps in NYS DEC Region 6
Based On USFS FIA 2002-2005 Data Sugar & Red Maple



Utilization Rate of the Maple Resource for Syrup Production
Based on 2002-05 FIA Data & 2000 Census of Agriculture
DEC Region 5 Counties



Utilization Rate of the Maple Resource for Syrup Production
Based on 2002-05 FIA Data & 2000 Census of Agriculture
DEC Region 6 Counties





New York has People

- 500,000 people in NY who own at least 15 acres of forestland
- NASS estimates 1500 producers in NY
- 20% interested in obtaining info on maple
- Baby-boomers looking into maple production for supplemental retirement income and enjoyable hobby
- 4-H, FFA programs to train the next generation

New York has Markets

- US imports 4 times as much syrup as we produce
- In 2005 the US imported 24,643 metric tons of maple products from Canada, whereas only 6,210 metric tons were produced in the US
- An even exchange rate between US and Canada presents huge opportunities for expansion
- Trends for purchasing local, healthy food
- Maple Weekend and other agri-tourism opportunities

New York has Infrastructure

- NYSMPA and local associations offer opportunities for informal networking and information sharing
- Cornell Maple Program is strongest it has ever been
 - 4 full time staff and 15 CCE educators
 - Uihlein Forest in Lake Placid
 - Arnot Forest near Ithaca
- FFA/4-H for youth development



Economic Development with Maple

- Fears of a looming recession
- \$140 billion Federal stimulus plan aimed at increasing consumption
- Real economic growth requires production
- We have a **COMPARATIVE ADVANTAGE** in maple syrup production
- Maple production provides annual income for farmers and small businesses during slow periods