

**Middlebury Union High School**  
73 Charles Avenue (Of Court Street/Route 7)  
**Middlebury, Vt.**

\$25 with lunch / \$10 without lunch  
*If registered by January 6. Pre-registrants*  
*DHH*

### **Evaporating Profits**

*Mark Cannella, Farm Business*

*Management Specialist, Director of UVM*

*Extension Agricultural Business Program*

*& Dave Folino, Addison County*

*Sugarmaker*

These two guys may help you keep your profits from evaporating! Mark and the UVM Maple Benchmark Program work with producers to provide analysis on production costs: hear results, financial observations and impacts on producers from 2,500-50,000 taps. Dave has been a maple producer and business manager who taps 15,000 trees in Starksboro. Together, Mark and Dave combine to share financial analysis with practical business experience.

### **An Inside Look at Maple Finances**

*Mark Cannella, Farm Business*

*Management Specialist, Director of UVM*

*Extension Agricultural Business Program*

The Maple Business Benchmark has completed one year of detailed financial analysis with Vt. maple operations ranging from 3,000 to 20,000 taps. This session will share results on investment requirements, cost of production and profitability. Attendees will see how benchmark program analysis supports business decisions like adjusting prices, evaluating new investments and managing expenses.

### **Tree Size vs. Sap Yield**

*Tim Perkins, Research Professor &*

*Director, University of Vermont Proctor*

*Maple Research Center*

Of the many factors that affect sap yield (temperature, vacuum, tapping history, etc.) tree size can be challenging to observe. This presentation will review results from recent experiments looking at tree size influences on sap yield as well as the economic return from tapping small trees.