



Maple Dateline

Mainline Deadlines

Summer - May 15

Fall - August 15

Winter - November 15

Board Meetings - 2020

May 11, July 17,

October 5, December 7

P R E S I D E N T ' S M E S S A G E

It was great to see so many members at the OMSPA Information Days that were presented throughout the province. Frank Heerkens or myself were able to attend all and shared updates regarding OMSPA and our involvement within the industry. There was great enthusiasm by our members and their guests when gathering information from the speakers, equipment dealers, and while enjoying the meals and fellowship opportunities. A big thank you goes out to the organizers, speakers and equipment dealers for making each day a success.

OMSPA continues to be in discussions with the Ministry of Government and

Consumer Services about the Agricultural Exemption for steam boilers. OMSPA will be making a written proposal to the Ministry in early March. If any members have concerns on this matter please contact me directly.

In March, OMSPA will have another meeting with OMAFRA Minister Ernie Hardeman; the Premier is expected to attend also. This is another opportunity to further promote our Maple needs inside the current government.

March will see a ramp up of the Sweet Ontario marketing via social media and advertising from the respective grants OMSPA has received. Marketing efforts will focus

(Continued on page 2)

INSIDE THIS ISSUE:

President's Message	1
E.D.'s Report	3
Production Survey	4
Ash Muskoka	8
RTTC	10
Quality Assurance	10
IMSI Update	11
Membership	13
NAMSC Update	14
Maple Weekend	15
Judging Workshop	16
Summer Tour	18
News & Events	19
Classifieds	20



Current Board Officers and Committee Chairs

(Continued from page 1)

President: Brian Bainborough
11 Mountbatten Rd, Barrie ON L4M 1T4
Phone: 705-229-9345
brian.bainborough@sympatico.ca

1st Vice President: Frank Heerkens
1207 Wade Rd, Russell ON K4R 1R5
Phone: 613-229-3874
fh@sympatico.ca

2nd Vice President: Stephen Needham
17 Reynolds Rd, Madoc ON K0K 2K0
Phone: 613-561-6095
oharasugarmaples@hotmail.com

Treasurer: Ray Bonenberg
166 Reiche Rd, RR 3, Pembroke, ON
K8A 6W4
Phone: 613-735-2366
maplesidesugarbush@gmail.com

Committee Chairpersons:

Membership: Frank Heerkens
Phone: 613-229-3874
fh@sympatico.ca

Promotion/Marketing: Stephen Needham
Phone: 613-561-6095
oharasugarmaples@hotmail.com

Quality Assurance: Brian Bainborough

Research: Bob Gray
Phone: 519-371-9128
kemblemt1@gmail.com

Communications: Ray Bonenberg
Phone: 613-735-2366
maplesidesugarbush@gmail.com

Governance: Jules Rochon
Phone: 613-446-5670
Jules.rochon@videotron.ca

specifically on promoting Sweet Ontario and Maple Weekend during the shoulder seasons.

I found an interesting takeaway from a Foodland meeting where there was a presentation on research done on different consumer demographics and preferences. The overwhelming constant that consumers expect is quality. That alone says everything we need to know when we produce our product. Without producing a quality product it **won't matter what we spend on marketing and promotion.**

The Provincial First Tapping is in Almonte at 11 am Saturday, February 29, at the Fortune Farm. This is **the kick off to this year's Summer Tour** being hosted by Lanark and District July 16-18 in Brockville. Please plan to attend the Tour as it is always a chance to: renew friendships, see the latest equipment and supplies from manufacturers, and learn from the researchers and other producers that are there.

The jury is out on what the freeze thaw cycles Ontario has experienced this winter will do to the quality of our syrup this season. Now, with the colder temperatures upon us, but with much less snow in the bush than last year, please continue to work safe in the bush as we get ready to tap and produce the first agricultural crop of the year.



Brian Bainborough



EXECUTIVE DIRECTOR'S REPORT

You should receive this as your season is beginning. Hopefully, things are on track in your start up routine. As I write this, we are 75% tapped and sap has been running a bit the last two days. I think we will miss some sap, but our lines will be flushed and ready to go for the next warm spell.

Getting this Mainline done has been complicated! Not only did the newsletter itself need to be produced, all the items included had to be created, collected and inserted. Plus, the membership renewals had to be updated to create the mailing file. With all these moving parts, there may be some glitches or errors.

There have been some changes to the membership and renewal process this year. Members who have renewed will notice a package of items (TSC discount card, receipt, and new membership certificate) with this Mainline. New members will also be receiving a separate package of items in the month of March. If you haven't renewed, please do so and I will send out your missing goodies!

You may have noticed a members section on omspa.ca. It contains meeting minutes and previous copies of the newsletters, plus information on Maple Weekend. The password for everyone is brix.

When communicating with the office about membership renewals, store items, event postings, etc., please supply as much information as possible. For example, I often get orders for store items to be shipped out but there is no shipping address.

I know there will be some errors in the renewal process as we are dealing with updating over 500 memberships. Please send me an email, or call if we have made an error updating your membership.

John Williams

OMSPA OFFICE

Monday to Friday 1 to 5 pm

613-258-2294

Fax: 613-258-0207

2193 Wood Road, Wyebidge, ON, L0K 2E0

admin@ontariomaple.com

Get your custom made design printed directly on your plastic containers.

Call us direct for more information on our services.

AMPAK 1-866-682-4141 Ext. 8434 • www.ampak.ca



**Record high rebate
remitted to OMSPA
this year!**

AVAILABLE SIZES:
Plastic : Maple Syrup, 1.4 oz to 132 oz
Maple Cream, 250 G & 500 G
Glass : 189 ml to 1 Litre



HAVE A GOOD SEASON !



2019 Ontario Maple Syrup Production Survey Results

Results from 78 producers in Ontario, representing 354,850 taps and a production of 1.45 L/tap.

2019 Production Results

	Average	Range
# of Taps	4,608	140 – 50,000
Production	6,662 L	
Syrup Yield		
2019	1.35 L/tap	0.34 – 3.28 L/tap
Lowest (past 5 years)	0.94 L/tap	0.35 – 2.15 L/tap
Highest (past 5 years)	1.59 L/tap	0.66 – 3.28 L/tap
Sap Sweetness		
Early Season (67)	2.6%	1.0 – 5.2%
Mid-Season (62)	2.7%	1.8 – 3.9%
Late Season (64)	2.2%	1.2 – 3.5%

Collection Method	% of Total Taps
Buckets	3.1%
Tubing with No Vacuum	4.1%
Tubing with Vacuum	92.8%
Vacuum: Average 22.3 inches Hg (range 15 - 28)	

Spouts	% of Total Taps
Conventional (7/16")	5.0%
Health (5/16", 1/4" or 3/16")	95.0%
Check Valve	7.0%
Seasonal Disposable	32.3%

Heat Source for Evaporation (78)		
Solid Wood 74%	Oil 17%	Steam 5%
Natural Gas 3%	Propane 3%	Wood Pellets 1%

Heat for Finishing (if separate unit) (56)		
Oil 17%	Solid Wood 9%	Steam 5%
Natural Gas 4%	Electricity 2%	Wood Pellets 2%

Annual Maple Syrup Production in Ontario (Litres)				
2019 Estimated from Survey				
2015	2016	2017	2018	2019
1,677,507	1,809,345	1,932,088	2,113,932	2,476,467

Survey represents 20.7% of Ontario taps (Stats Canada, 2016)
Source for 2015 to 2018 production: Statistics Canada, CANSIM

Note: numbers in brackets (#) represent the number of responses available from the surveys.

OMSPA Local	First Day of Boiling	Last Day of Boiling	Average Sap Sweetness	Litres of Syrup/Tap	Average Number Taps	Average 4L Retail Price	Average 1L Retail Price
ONTARIO (77)	16-Mar	14-Apr	2.5	1.45	4,608	\$62.49	\$20.71
Algoma & District (6)	24-Mar	22-Apr	2.5	1.34	9,286	\$68.25	\$23.80
Algonquin (7)	21-Mar	18-Apr	2.5	1.19	4,093	\$69.00	\$22.71
Eastern (4)	20-Mar	13-Apr	2.7	1.47	5,831	\$62.50	\$19.50
Grey-Bruce & District (6)	14-Mar	11-Apr	2.4	1.34	5,808	\$57.50	\$20.25
Haliburton-Kawartha (6)	15-Mar	14-Apr	2.7	0.87	1,693	\$71.00	\$22.33
Lanark & District (8)	20-Mar	15-Apr	2.4	1.23	4,424	\$61.33	\$21.06
Ottawa Valley (3)	2-Apr	29-Apr	2.5	0.93	639	\$82.00	\$24.33
Quinte & District (6)	15-Mar	10-Apr	2.7	1.06	963	\$67.00	\$21.00
Simcoe & District (8)	15-Mar	15-Apr	2.2	1.30	5,167	\$76.50	\$23.25
Southwestern (8)	1-Mar	5-Apr	2.1	1.57	4,838	\$58.63	\$20.38
Waterloo-Wellington (16)	15-Mar	14-Apr	2.7	1.86	5,044	\$48.85	\$16.88

Note: Numbers in the above chart represent averages from the responses except L/tap is total overall value.

2019 Packaging and Prices

Method of Sales	Average	% of Total Sales
Retail	60.5%	30.4%
Wholesale	16.2%	16.6%
Bulk	23.3%	53%

Packaging	% of Retail Syrup Sold (74)	% of Wholesale Syrup Sold (48)
Metal	5.3%	3.9%
Plastic	55.1%	60.8%
Glass	39.6%	35.3%

Size of Container	Average Retail Price	Average Wholesale Price	Average Wholesale Discount
4 L	\$62.49	\$52.99	12.9%
2 L	\$34.35	\$29.00	13.9%
1 L	\$20.71	\$17.19	16.8%
500 mL	\$12.18	\$9.89	19.3%
250 mL	\$7.71	\$6.14	21.5%

Grade of Syrup	Average Bulk Syrup Price/lb
Golden (17)	\$2.84
Amber (28)	\$2.75
Dark (26)	\$2.55
Very Dark (7)	\$2.10

2019 Additional Information

Use Reverse Osmosis:	65.4%
Are Certified Organic:	11.5%
Make use of OMAFRA Maple Blog:	48.6%
Made Improvements this Year:	66.7%
(Average Investment: \$29,405 Median: \$5,000 Total \$1,499,650)	
Sell Raw Sap: 6% of producers sold a total of 21,076 L of sap	
Tap Rental: 42% of the taps represented by the survey are rented at an average price of \$1.22/tap (range: \$0 - \$2.10/tap)	
Change in number of taps: Over next 5 years, 68% plan to maintain number of taps, 26% to increase and 6% to decrease	

CDL VACUUM FILTER PRESSES

9", 12", 15" and 18" sizes

NOW STARTING AT

\$595

FAU18PV009



9"

18"

BEST RO's, PERFECT PRICES!

Reduce boiling time up to 50% with CDL hobby RO for small producers!



100 GPH
HOBBY
REVERSE
OSMOSIS

Ideal for up
to 500 taps

#1100

\$2,805



250 GPH
HOBBY
REVERSE
OSMOSIS

Ideal for up
to 2000 taps

#1250V

\$6,225

WASHING TANK
OPTION

Evap-O-Grill

IDEAL FOR UP TO 50 TAPS

2' x 3' Stainless steel pan

3/4" SS ball valve

Evap-O-Grill BBQ grates #70090

Cast-iron-arch

Cast iron fire grates

\$1,295

NO BRICKING NEEDED

Not included: 4" standard brickwork with damper



MONITORING
STARTER KIT

21090-EN

\$2,995



KIT INCLUDES

GATEWAY

CONTROLLER

5 SINGLE VACUUM SENSORS

MONITORING SCREEN

WIRELESS MOUSE AND KEYBOARD

Simple and complete control of your
sugarbush starts today!

Monitoring sensors, every minute and every
tap counts. Increasing productivity means
more time and profitability for your business.

12X24 LOW HORIZONTAL EXTRACTOR
WITH SUBMERSIBLE PUMP

12" x 24"

1224ES

Ideal for up to
1000 taps at 29HG.

120V



Shop online at webstore.cdlinc.ca

for all your jugs,
bottles, caps,
packaging, buckets,
spouts, tubing
and much more!

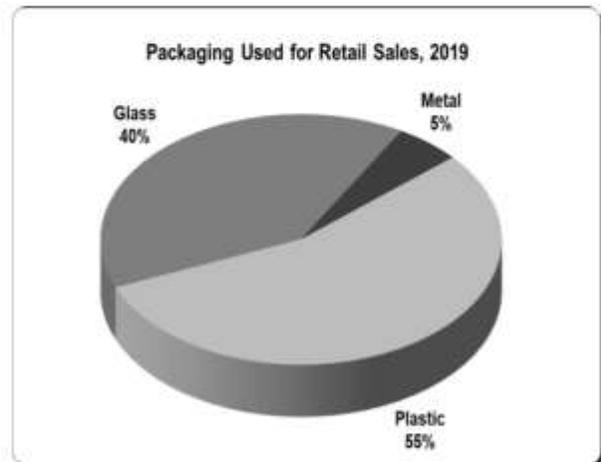
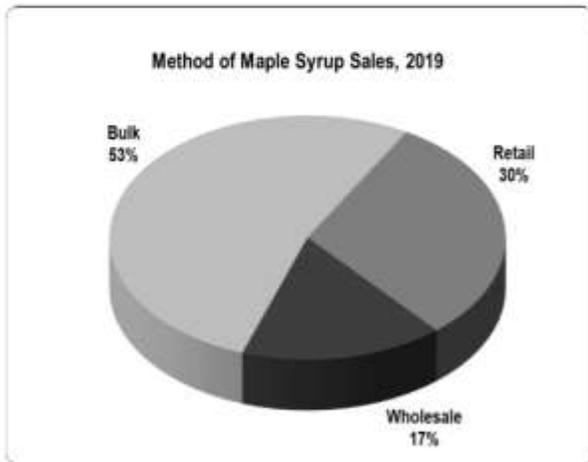
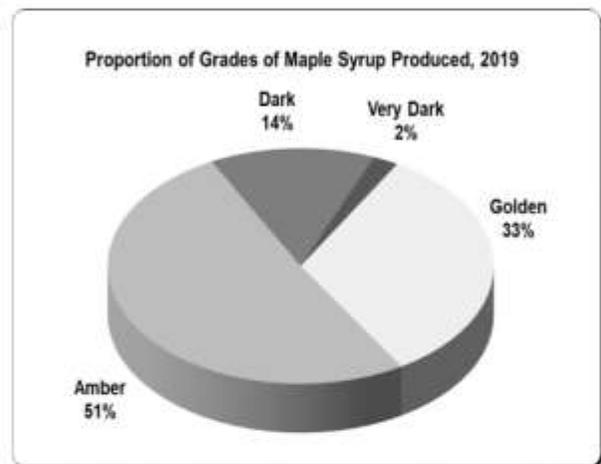
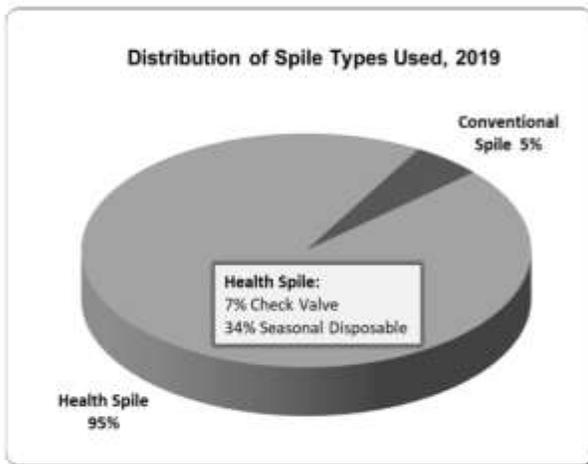
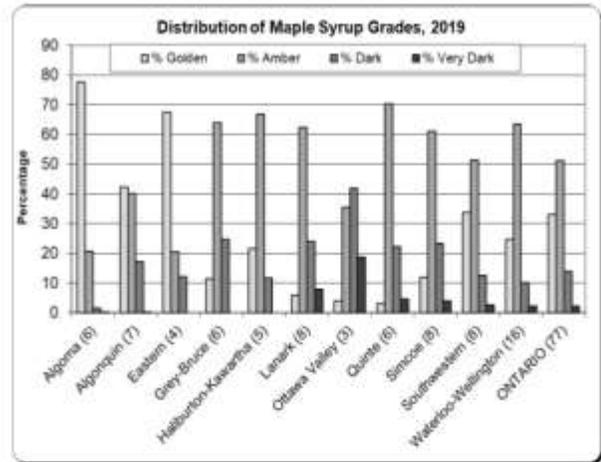
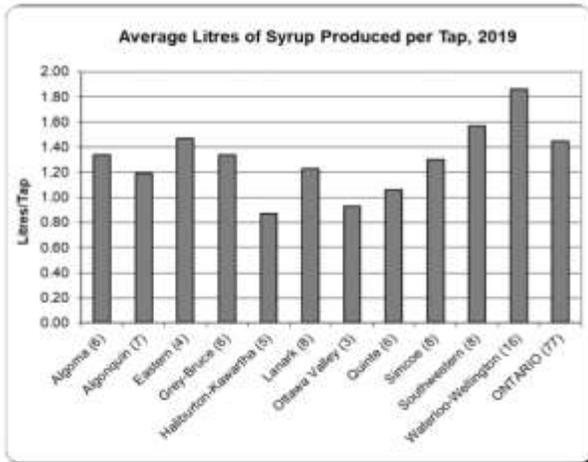
MAPLE SUGARING
EQUIPMENT



1-800-959-9192 cdlinc.ca

Call your local CDL store for skid pricing or delivery options

Some shipping costs may apply. Products appearance may vary.
Tax and shipping not included. Store inventory may vary.



Value Added Maple Products				
	Produced by	Average Volume Produced	Average \$/kg	Range \$/kg
Maple Butter	40.8%	187 kg	\$36.30	\$20 - \$60
Maple Candy	33.3%	160 kg	\$43.96	\$20 - \$75
Granulated Maple Sugar	19.2%	78 kg	\$39.63	\$27 - \$71

Other Value Added Products Reported: taffy cones (6), BBQ sauce (5), maple jelly (5), taffy (3), maple mustard (2), maple fruit syrups (2), suckers (2), cotton candy (2), meat rubs (2), pepper jelly (2), popcorn, brittle, cinnamon maple sausages, maple sprinkle, maple coated nuts, maple vinegar, fudge, maple crumble, maple cinnamon sugar, many products



ORDER YOUR SAP PRODUCTION EQUIPMENT NOW

CALL YOUR D&G DEALER FOR SEASON SPECIALS



Filter Press Papers

DicaLITE
Filter Aid



6-50gal Syrup Draw-Off Containers



7", 10",
15" and 20"
Filter Presses

BEST ON THE MARKET!



Draw-Off Tanks



Automatic Draw-Off Valves

ALL SIZES IN STOCK!



OMSPA
5c INCENTIVE

CANADIAN

Beautiful
& AFFORDABLE

LEAF SHAPED BOTTLES
WITH LEAF EMBOSMENT



40ml

200ml

FOR YOUR PACKAGING & EQUIPMENT NEEDS, CONTACT:

1.877.676.1914 OR cheryl@dominiongrimm.ca

WWW.DOMINIONGRIMM.CA

ALGONQUIN & DISTRICT HELPS WITH WOOD ASH STUDY

Calcium deficiency in Muskoka lakes has been a long-standing concern since the acid rain era, which lowered calcium levels in about half of the 1600 lakes in Muskoka to a **level that damages aquatic life. And it's not just the lakes.** Growth and thus carbon capture in many local forests is now also limited by low calcium. Seeing a tree snap in half during high winds may well be a clear sign of low calcium or *ecological osteoporosis* as Dr. Norman Yan, Chair of Friends of the Muskoka Watershed, has

recycling program, ASHMuskoka, to help solve the problem of calcium decline in Muskoka's lakes and forests.

Since starting in mid-January 2019, ASHMuskoka has over 500 volunteers collecting dry, clean wood ash from their wood stoves and fireplaces.

Last August, the FMW team met with Dr. Shaun Watmough, Professor and Director of the Trent School of the Environment and a leading expert



coined it.

Friends of the Muskoka Watershed (FMW), incorporated in 2013 as a member-driven, non-profit organization, promotes the protection, wise management, and where necessary, the remediation of Muskoka lakes and watersheds by using research to improve, identify threats to and manage watershed health.

A 2017 study, funded by the Ontario Trillium Foundation (OTF), showed that residential wood ash is high in calcium and low in toxic metals, and that many Muskoka residents would be willing to share their wood ashes to help resolve the problem. With these findings, FMW went back to OTF and received a grant to develop Canada's first residential wood ash

on calcium decline, plus four of his graduate students. This meeting's purpose was to plan the collection of field data for the applied research component of the three-year ASHMuskoka project.

Twenty, 10 metre x 10 metre plots were laid out in each of three local OMSPA (Ontario Maple **Syrup Producers' Association**) sugar bushes. In each plot, leaf litter, saplings, foliage from the canopy of leaves high up on the trees, and soil samples were collected to quantify the condition of the ecosystem prior to ash additions.

Last October, FMW in collaboration with Trent University and volunteers, added the three tonnes of wood ash collected to the plots using a plan that will identify how much ash is needed

to replace the calcium lost over the last half century to acid rain. It will take a minimum of two follow up years of monitoring to identify the needed dose.

ASHMuskoka is a large undertaking with three universities and, many other scientists working with FMW to create a model that other communities throughout Ontario can implement if their areas have also suffered *ecological osteoporosis*. The District of Muskoka, as well as Norman Miller, MPP Parry Sound - Muskoka, have been invaluable in helping FMW receive the needed regulatory approvals, and assisting in the gathering and storing of wood ash. However, key to our success is the hundreds of Muskoka residents who are keen to participate in what is a new recycling program to help restore Muskoka forests, and indirectly the lakes we love, from what is our most widespread environmental problem – calcium decline. We can't thank the local chapter

of OMSPA enough for being part of the three year residential wood ash recycling program study.

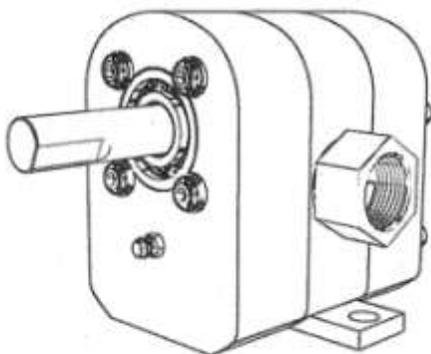
For further information please follow Friends of



the Muskoka Watershed on Facebook and Instagram. To become a member please visit their website at FriendsOfTheMuskokaWatershed.org

HERITAGE PUMP HTI-175-11

Stainless Steel Pump for Maple Syrup Production



For pricing/information:

Chris Davidson

519-866-3629

heritagepump@gmail.com

<https://www.oursugarbush.ca/heritage-pump>

RESEARCH AND TECHNOLOGY TRANSFER COMMITTEE REPORT

Buddy Sap Research Project

Dr. Miller's first priority with this project is to write and have published a research paper on the findings to this point in time. Then we will proceed with developing the paper test study once funding has been located. So, we will have to cool our collective heels on this for 2020. Assuming things go well, he cannot see much need for help from OMSPA until 2021, at which point another round of sap sample collections may be needed.

Mitacs Presentation in Toronto

Bob Gray participated as a panelist for Mitacs at the Rural Ontario Municipal Association conference on Jan. 21. There were 3 participants each answering the same five questions over a 45-minute breakfast session. One of the panelists was a geography professor from the University of Waterloo. He is using drones and cameras with **GIS to determine rates of erosion in farmers' fields.** The other was an executive representing

the concrete industry. He has been getting some research done at U of T looking at better, longer lasting types of concrete for use in infrastructure, such as bridges and silos. The 3rd was OMSPA with the buddy sap research. It was a long way to go for this, but Mitacs picked up the travel expenses and appreciated us being there to talk about our research project. This convention is a big deal, with 1300 – 1400 delegates, mostly politicians from across Ontario. Several came up to speak to me afterwards about the work we are doing.

Research and Technology Strategic Plan

A first draft plan is now out for comments. It is asked that the OMSPA board members and RTTC members have a look at this document and forward any comments/concerns/new ideas for research to Bob Gray by Monday, Feb. 24. Thanks to all for your assistance with this.



Bob Gray

QUALITY ASSURANCE COMMITTEE REPORT

The Maple Judging Workshop has received the NAMSC funding (\$5 K US) and the OMAFRA funding \$7K will be submitted this month.

On February 12 another workshop was held in Elmira hosted by the Waterloo Wellington local with 25 producers attending. The feedback was all positive with participants responding that they are better aware of off flavours and what quality syrup is. They will now be able to enhance their own operations because of attending the workshop. These workshops have been presented with the assistance of Kathy Hopkins, University of Maine, John Henderson and Todd Luety from OMAFRA. We appreciate their contribution and involvement.

Future workshops are being planned. Eastern will

be hosting one for September 18 and Grey Bruce is planning one this fall, as well (tba).

Maple Flavour wheels are being purchased from Centre Acer to be used at the workshops and will be distributed via the Mainline to members.

OMPSA is in conversation with OMAFRA on new funding projects to ensure quality syrup is being produced throughout the province.

Brian



INTERNATIONAL MAPLE SYRUP INSTITUTE UPDATE

Meeting Feb 5, 2020, Colchester, Vermont

This quarterly meeting was devoted to gaining a better understanding of utilizing professional consumer polling data to inform and direct future activities for the maple industry. Specifically, the Board heard presentations from IPSOS and Nielsen data pollsters on “Usages and Attitudes” (U&A) which is used by almost every industry everywhere. What this data gives an organization is the ability to adjust their priorities and approaches to invest in activities that expand the industry.

For example; whether we accept it or not, an increased number of consumers are having quick out of home breakfasts, which has in turn reduced the number of times families utilize syrups for breakfast. Yet on the flip side, the use of maple syrup for breakfasts, when they do prepare them at home, sees an increase volume of maple syrup used over other pourable syrups. The challenge for the maple industry is to then develop strategies to take advantage of this, whatever that would be.

Sugar Issues:

Most are aware that the IMSI has been successful in preventing the Food & Drug Administration (FDA) in the U.S. from forcing the use of “added sugar” in the nutrition facts panel (NFP). However, the maple industry will be required to put an explanatory footnote under the NFP which explains the FDA desire to inform consumers about sugar added to one’s diet. The IMSI continues to re-work wording to advise industry as to the least intrusive and confusing message. The one used by FDA to date, but not finally approved is “sugar added to one’s diet”.

The IMSI board also had a robust discussion on serving sizes and the complexity of harmonizing between the U.S. and Canada. Obviously the higher

the serving size the higher the calorie figure. And, correspondingly, the lower the serving size the lower the % nutrient value. We are trying to determine if consumers look at the calorie figure on the label over nutrient content or the reverse. The Canadian Round Table (on which I sit as your representative) is exploring the retention of a professional polling firm to determine consumer preferences and recommend approaches respectively. This will take some time to initiate and complete. As well, the daily allowable intake of sugar is different by definition between the U.S. and Canada, which further complicates overall percentages. This is complicated and requires further work by the IMSI to sort out.

IMSI Monitoring Issues in Washington:

In previous updates, we have shared that the IMSI has hired a professional management firm in



Dr. John Goldberg of the Normandy Group: IMSI Lobbyist

Washington to review, monitor, influence and report on regulatory and political activities on Capital Hill in Washington. Dr John Goldberg from the Normandy Group spoke to the board about what is happening

FDA Guidance	No samples for combining the two footnotes, <i>only †One serving adds 24g of sugar to your diet and represents 48% of the Daily Value for Added Sugars and * The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.</i>
Option 1	†One serving adds 24g of sugar to your diet and represents 48% of the amount of sugar consumed as part of a 2,000 calorie diet.
Option 2	†Two tablespoons adds 24g of sugar to your diet and represents 48% of the amount of sugar consumed as part of a 2,000 calorie diet.

Continued on pg. 12

continued from pg. 11- IMSI Update

on a number of files that pertain to the maple industry; the work with FDA on added sugars being one of them. The hiring of a firm such as this to **monitor and to “lobby” is new to the maple industry**, however it is felt strongly that this is where we are and need to be in the future.

Dr. Goldberg is also assisting a team from IMSI in working through the steps to standardize the definition of maple syrup so that the maple industry can apply for the CODEX standard of identity for maple syrup to facilitate world awareness and marketing of maple syrup. Presently, we have definitions that are at odds and the team is working to harmonize that definition and then present to government agencies in both countries to put in place. This will also take time.

Marketing Trends:

Some interesting data from the day and the effect of

digital media/marketing was shared:

Future sales are going to be more tied to digital presence

The emphasis on “natural” remains very important and positive flash points

The focus on “farmers” and “local” also remain important to emphasize

And the “carbon discussion” is important which would be prudent for the maple industry to have a defined “green strategy” in place

Of course, good web content and presentation remains effective and important

Marketing needs to be done in a step wise progression..larger to smaller depending on geography, and with the same message(s).

Next Meeting:

May 8,2020, Croghan New York

Ray Bonenberg

IMSI Rep for Ontario

HOW OMSPA’s INSURANCE COVERAGE WORKS WITH YOURS

The ever changing insurance landscape along with the growth of Maple Weekend has prompted **many discussions about how OMSPA’s insurance works to cover the provincial association, our locals, and members.** Hopefully, this article will clarify how things work.

OMSPA has a Commercial General Liability Policy with a \$3 million liability limit per occurrence for bodily injury and property damage. Essentially, it means that any member participating in OMSPA events or business is covered for liability. The locals are included in this. The office must be aware of the event for the insurance to be in place.

What is covered:?

- Your local holds a directors meeting at a members house and there is an accident.
- You participate in Maple Weekend and someone falls and sues OMSPA. Or;
- Driving your vehicle on OMSPA business and there is an accident.

The problem with lawsuits is they aren’t usually

restricted to suing one party. In the above example where OMSPA and/or your local is sued, you will be sued too!

What isn’t covered?

- The directors meeting at your house: you need to have homeowners liability coverage.
- The accident on Maple Weekend: you need to have homeowners coverage, or possibly commercial insurance. Check with your provider.
- The car accident: you need to have your own auto coverage too.

This makes sense if you think about it. OMSPA’s insurance cannot be expected to cover every possible liability event for its members. It can be expected to supplement members coverage during OMSPA events.

When do you need commercial insurance?

The usual threshold for moving to commercial insurance with maple producers is selling syrup wholesale to stores. Check with your company to see what their requirements are. Most farm policies can have a commercial liability component added.



MEMBERSHIP COMMITTEE REPORT

What does OMSPA do for me?

OMSPA volunteers work hard in meeting the goals set out by the strategic plan. The following paragraphs presented at the AGM relate to our accomplishments in the past year:

To assure our members we have a functioning board that has regular meetings, monthly executive calls, reports and action plans.

We have committees that are engaged and active, which in turn feed information and projects to the board to help with decision making.

For the first time in a number of years all 11 locals are at the table providing good local input and participation.

OMSPA finally has an executive director model to help the board members in getting objectives met in a timely manner. It will take some time for John Williams to get the model up and running efficiently.

So, what have we actually done?

Maple Weekend, the first full weekend in April, is growing and growing fast. An estimated 22,733 visitors went to about 70 sugar camps in 2019, almost doubling the 13,000 visitors in 2018. Join today and enjoy the fun.

To help build Maple Weekend we obtained a \$9,000 grant from OMFRA and increased our Social Media by 10 fold. 2020 will see a further influx of grant money and media presence as we receive funds from the Canadian Experiences Fund (CEF).

The new activity book has been a huge success and is in wide use. We actually had to do a reprint in one year.

The Sweet Ontario Recipe book has gone into its second edition. Over 7,000 copies in 3 years have been sold making it a Canadian Best Seller. Truly, a great gift for friends, family, partnerships and customers.

OMSPA has renewed its partnership with TSC with a 15% off agreement until the end of 2020. Look into your mainline package for the new card.

The maple bottling facility feasibility study we completed is now available for business inquiries and background for investors.

All this work was completed through a grant from OMFRA.

A 4 page third party certification report was produced and sent to everyone. Your board supports third party certification.

OMSPA has continued to work on the objectives of our 2018-2023 Strategic Plan. Printed copies are available.

OMSPA has embarked on a “Buddy Sap” detection project with Dr. Miller from Carleton University. Producers and locals are participating in the ground-breaking study by donating money and samples to the project.

OMSPA has addressed the tree cutting by-law by crafting a by-law which is permissive to tapping and has been sent to the upper tier municipalities for inclusion in their conservation by-laws.

OMSPA locals have held educational workshops, promoted Ontario Maple with Breakfast on the Farm, CHEO Teddy Bear Picnic, The Royal in Toronto, and numerous other festivals and events.

OMSPA’s President, Brian Bainborough, and the Executive along with all the committees and numerous OMSPA volunteers have built a strong working relationship with the politicians and staff of the Ontario government. Queen’s Park recognizes the effort put forth and the economic benefit maple syrup is to the Ontario economy.

We need our members to help move this association to greater heights and relevance. If you know a producer that is not presently a member, ask them to join. If you have not renewed, do so now. We believe achieving a goal of 700 members in 2020 is an achievable goal.

We hope that our summary has helped answer the question, “What does OMSPA do for me?” We ask that you answer the question, “What can I do for OMSPA?”

Frank Heerkens, Chair of Membership

NORTH AMERICAN MAPLE SYRUP COUNCIL REPORT

There has been one NAMSC delegate Conference call in January. The call mostly centered around discussions on the maple grading workshop, convention planning for 2020 in Wisconsin and budget planning going forward. There is another Education Committee conference call scheduled for February 17.

NAMSC's Incoming President is Debbie Thomas from Michigan. Ongoing business informed the delegates that Vermont is still not renewing its membership with the NAMSC.

The North American Maple Producers Manual is progressing and most chapters are in the

review process now.

The next delegate meeting will take place in Croghan, NY. on May 8 in conjunction with the induction ceremonies for Ray Bonenberg and Joe Polak into the Maple Hall of Fame on May 9.

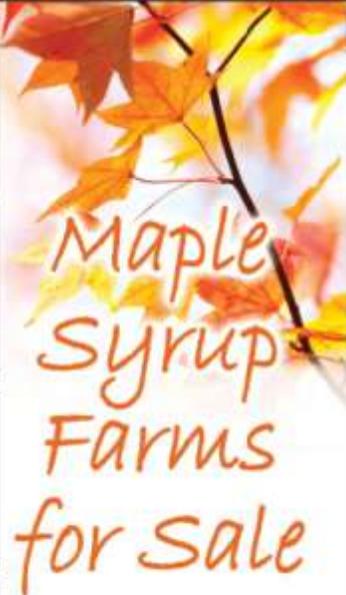
There will be a telephone conference call in September prior to the Convention in Lacrosse, Wisconsin (Oct 21-24).

The 2021 Conference is to be held in Niagara Falls, NY. Please consider attending since it is close for many in Ontario.

Brian Bainborough, NAMSC Rep.



	Bancroft Area • 4000 Taps • \$899,000 4,000 taps on 176 acres, 2.5 hours from Toronto or Ottawa, 3 bedroom house, sugarhouse, 3 pump stations, new installation, fully automated, unique opportunity to expand your current capacity or get into your own maple syrup business. NEW PRICE. See property video on maplesyrupjack.ca .
	North Bruce Peninsula • \$599,000 Possible 12,000+ taps north of Hope Bay in North Bruce Peninsula. Young to medium aged maple trees waiting to be tapped. Buyer to arrange tap/tree count. Location for sugar camp and/or residence to be determined. No survey, dwellings, water or septic. No taxes due to ANSI status. DO NOT TRESPASS . Call your Sales Representative for showings. See property video on maplesyrupjack.ca .
	Royston Road, Parry Sound • \$449,000 12,000+ taps on almost 301 acres west of Burk's Falls. Hydro at road. Rent taps to increase tap count. Logging/firewood potential. 3 bed hunting camp; walkable/atv trails on the property; ponds with aeration windmill; lookout facing east; potential to sever 3 lots along frontage subject to standards. DO NOT TRESPASS . Showings with realtors only. See property video on maplesyrupjack.ca .
	1369 Acres of Canadian Shield Vacant Land \$2,199,900 West of Bancroft, estimate of 50,000+ taps. Other uses could be purely recreational, hunting, retreat or an investment. NEW PRICE \$2,199,900. Listing #1060. See property video on maplesyrupjack.ca .
	Bruce County Road 9, South Bruce Peninsula Between Colpo's Bay and Hope Bay, 143 acre turnkey maple syrup farm with 1300 sq. ft. bungalow home and 36x54 sugarhouse. Maple syrup farm has 5100 taps (can expand by 400 taps). 2 year old pipelines. Existing operation is CFIA licensed and certified ORGANIC. DO NOT TRESPASS . Showings with realtors only. See property video on maplesyrupjack.ca . Maple bush for sale up the road, MLS# 200519.



REVA
REVA REALTY INC. BROKERAGE

Jack Biernaski,
CPM®, MHM
Sales Representative
Cell/Text: 613-633-6731
jacksells.ca
j.biernaski@sympatico.ca

maplesyrupjack.ca

MAPLE WEEKEND UPDATE

For the past five years, Thompsonstown Maple Products has participated in Maple Weekend. We've seen it grow from seventeen participants in our area the first year to a province-wide event with close to ninety maple producers participating in 2020. This is an exciting time for the maple industry in Ontario!

We've discovered over the years that Maple Weekend is not just for the maple consumer, but also the maple producer. Each year, we have several local maple producers visit the sugar camp during the event. Maple Weekend gives them the chance to visit during the maple season, meet the sugar maker, and provides the opportunity for knowledge exchange. It's also a great opportunity for us to network with other producers and promote OMSPA to non-members. In fact, one producer in our Lanark & District local shared with us that they have spent the last couple of years visiting Maple Weekend stops. They are interested in participating in the event but wanted to learn more about it before committing.

We encourage our fellow members to tour Maple Weekend stops during the first weekend in April. As we know, no two maple operations are the same. This event is an opportunity to see multiple operations with various approaches to maple syrup making and

technologies over two days. It's like a mini Summer Tour when the sap is (hopefully) running!

Leann Thompson, Maple Weekend Chair

Local	Contact
Simcoe & District	Peter Lorriman 705-526-0769
Eastern & District	Anne Zoeller 613-347-1932
Lanark & District	Leann Thompson 613-256-1826
Waterloo - Wellington	Ron Grubb 519-343-2973
Haliburton- Kawartha	Clancey Lavender 705-277-9420
Southwestern	Bill Vandenberg 519-786-4729
Algoma	Brian Bainborough 705-229-9345
Algonquin & District	Tom Stehr 705-787-9787
Quinte & District	Steve Needham 613-473-6780
Ottawa Valley	Ray Bonenberg 613-735-2366

WHOLESALE MAPLE SYRUP AUCTION

April 30, 2020 (Sale starts at 1:00 pm)

7400 Reidwoods Drive, Elmira ON

Product will be received, starting at 8:00 am on sale day.

Please try to be on site by 10:30, to let us book you in.

All Ontario syrup produced in accordance with Ontario syrup production guidelines accepted. We encourage our growers to state the brix test with each lot, c/w sample bottle. Our wholesale buyers like to see the product in drums, rather than pails, thus we encourage the growers to ship some drums. Containers need to be food grade. Galvanized is discouraged. **For information call: 519-669-3884**

Grower and buyer numbers for the syrup sales are not permanent..



OMSPA MAPLE JUDGING WORKSHOP

Elmira Lions' Hall, Wednesday, February 12, 2020



Syrup samples brought by participants were then used for a mini judging contest. Four groups were formed and each given a quarter of the samples. A winner was selected, and placed on the back table for final judging by the whole group for an overall winner.

Terry Hoover's sample was declared the winner of the day. Congratulations Terry on a job well done!

Overall, it was a great experience. There was plenty of fellowship with other maple producers. Waterloo - Wellington is hoping to do another tasting workshop in the fall, as people were turned away from this one.

Thanks to Brian Bainborough, John Henderson and Todd Leuty for sharing their time and experience while leading the workshop.

OMSPA put on a Tasting/Judging workshop hosted by the Waterloo-Wellington local on February 12th in Elmira at the Lions Hall.

All were welcomed by Kevin Snyder, the new President of the Local. Terry Hoover was one of the 21 participants in this very informative and educational day. Terry said he would highly recommend it. The workshop was broken into two parts. One involved tasting different types of off flavored syrup and finding out what causes them. The other part was learning how to properly grade and judge syrup.

Notes and pictures from Diane & Terry Hoover and Kevin Snyder





DATA CER
sugarbush automation



ALWAYS ON THE LOOKOUT

THE MOST POWERFUL SUGAR BUSH MONITORING SYSTEM



DataCER provides continuous monitoring of your sugar bush. The various types of sensors transmit data over radio waves to an autonomous controller that collects and processes information 24/7.

Wherever you are, DataCER ONLINE gives you access to all your data on your fixed and mobile devices. This allows you to obtain custom status reports and alerts at any time.

Sweetwater Maple Syrup
Supplies and Sugarbush
Bracebridge, ON
705 646-1081
sales@sweetwatermaple.ca
www.sweetwatermaple.ca

Burghardt Koch
Corbeil, ON
705 493-2674
burghardt.koch@gmail.com

Squirrel Creek Farm Ltd
Millbrook, ON
705 932-2868
maple@squirrelcreek.ca
www.squirrelcreek.ca

Maple Ridge Farm
Barrie, ON
705 726-8973 (Barrie)
705 282-8258 (Maritoulin Island)
brian.bainborough@sympatico.ca

Garland Sugar Shack
Vars, ON
613 835-3362
garlandsugarshack@gmail.com

Springdale Farm Maple
Clayton, ON
613 256-4045
info@springdalemaple.ca
www.springdalemaple.ca

Weber Sugarbush Supplies Inc.
Heidelberg, ON
519 699-4769

Reist Farm Supplies Inc.
Elmira, ON
519 669-1422

www.elapierre.com | info@elapierre.com



SUMMER TOUR 2020

Thu., July 16 to Sat., July 18

Brockville Convention Centre



Syrup and Beyond!

Tour features a cross section of producers, innovations and the integration of the maple industry into the Eastern Ontario rural economy.

 omspasummertour2020@gmail.com

Hosted by Lanark & District

SUMMER TOUR STOPS - LEEDS COUNTY

Our tours in Leeds County, which is part of the area covered by Lanark and District, is an accurate representation of this part of our local. Due to geography and settlement patterns etc. other farm revenue, off-farm jobs, co-enterprises, such as tourism, is part of our reality.

Thursday, July 16th tour of the southern portion of Leeds:

Greg Halladay (Mallorytown) – 400 taps, very tidy smaller scale producer;

Banfords (Elgin) – 2500 taps, new packing and storage room, on-site speaker on accessing government funding programs;

George Horton (Lansdowne) – 800 taps, on-site speakers on succession and integrating with local economic development.

Friday, July 17th tour of the northern portion of Leeds:

Gunnebrook Farms Ltd. (Elgin) – Main Farming enterprise is dairy, 3500 taps, very active forest management (thinning and fertilizing);

Leggets (Crosby) – 800 taps; oldest active sugar camp in Ontario;

Robert McEwen (Portland) – 3500 tap, new sugar camp in 2020, in the last few years increased production 3X by paying more attention in the woods;

Ben Bell (Portland) - Dominion & Grim will be laying 3/16th line with 300 taps specifically for the tour, Tim Wilmot (the 3/16th expert for Vermont) will also be on site to speak.



UPCOMING EVENTS & NEWS

Get your meetings, workshops and other events on the list by emailing admin@ontariomaple.com.

Date	Event	Local	Location	Time	Contact
April 4th	Elmira MSF	Waterloo - Wellington	Elmira	7 am	
April 4th & 5th	Maple Weekend	OMSPA	Across Ontario		Leann Thompson - ldmspa@outlook.com
April 13th	Kemble Maple Tour	Grey-Bruce	Kemble		kemblemapletour@gmail.com
April 25th	Festival of the Maples	Lanark & District	Perth	8:30 am	
April 25th	Elmvale MSF	Simcoe & District	Elmvale	8 am	
April 25th	Muskoka Maple Festival	Algonquin & District	Huntsville	9 am	
April 25th	Powassan Maple Syrup Festival	Algonquin & District	Powassan	9 am	
May 11th	Provincial Board Meeting		Lindsay	10 am	Reports due to office Wed. before
May 15th	Summer Mainline deadline				OMSPA office
June 25th	Potluck Dinner	Waterloo-Wellington			
July 16th	Provincial Board meeting		Brockville		Reports due to office Wed. before
July 16th to 18th	Summer Tour	Lanark & District	Brockville Convention Center		
Oct. 5th	Provincial Board meeting		Lindsay	10 am	Reports due to office Wed. before
Aug. 15th	Fall Mainline deadline				OMSPA office
Sept. 18th	Tasting Workshop	Eastern	TBA	TBA	Jules Rochon - jules.rochon@videotron.com
Oct. 14th to 17th	International Plowing Match Booth	Haliburton-Kawartha	Lindsay		Bob Snider - bobsnider1@gmail.com
Nov. 28th	Fall Workshop	Waterloo-Wellington	TBA		
December 7th	Provincial Board Meeting		Lindsay	10 am	Reports due to office Wed. before

OMSPA Promotion Store

Contact the Executive Director at :

Phone: 613-258-2294

Fax: 613-258-0207

Email:

admin@ontariomaple.com

Maple Mainline Deadlines

Spring

February 15, 2020

Summer

May 15, 2020

Fall

August 15, 2020

Winter

November 15, 2020



ADVERTISING RATES

Classified Ads: \$12.00 /15 words + .80 each additional word

1/8 page: \$ 55.00

Sizes are available for review from the OMSPA Office.

1/4 page: \$ 99.00

Please supply print-ready ads in .jpg, .pdf or word format.

1/2 page: \$170.50

Black and white or grayscale layout is preferred.

Full page: \$302.20

Ad set-up can be provided at an additional cost.

Invoices will be sent to advertisers with the current Mainline edition. Rates are for members only. Non-members will be charged an additional 25% plus applicable taxes. Place your ad for 3 consecutive editions in a calendar year, and the 4 edition is complimentary.

The Ontario Maple Mainline is a quarterly publication of the Ontario Maple Syrup **PRODUCERS' ASSOCIATION.** For information or to place an ad, contact OMSPA:

2193 Wood Road, Wyebridge, ON, L0K 2E0 • admin@ontariomaple.com

www.omspa.ca

Telephone 613-258-2294 or 1-866-566-2753 • fax 613-258-0207

Classified Ads - For Sale

Surge Zero Tank: 600 Imp. Gal. SS interior. Green Fiberglass exterior. Two hatches.
Holds vacuum. \$1000, Dave Ritchie, 705-534-4071.

Full set of equipment for 500 taps: evaporator, pump, press, vacuum pump, 1km of lines, all SS pans, finishing stove and pan, tanks, 2 SS barrels, buckets, etc. Full package for \$9,750. Cell: 647-289-3912