

Maple Production Improvement Initiative

MINIMUM REQUIREMENTS OF A BUSINESS PLAN

For businesses with **three (3) seasons or more experience** collecting maple sap and processing syrup, a business plan that includes the following information **must be** provided with each application.

Maple Business Description

- Location
 - Number of acres owned and/or rented
 - Number of taps in production
 - When land was acquired
 - Brief description of current sap collection systems and status of equipment (tubing, tanks, buckets, pumps, releasers)
 - Brief description of current syrup processing (sugarhouse, Reverse Osmosis, Evaporators, storage, filters, etc.)
 - Brief description of current syrup handling, packing and storage
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Forest Health

- Tree age, past or planned thinning
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Production Analysis (current and anticipated with investment)

- Average Yield
 - Vacuum level (if applicable)
 - Condition of current systems or planned improvements (e.g., buckets, 3/16ths, 5/16ths, natural vacuum, mechanical vacuum,)
 - Reverse osmosis (use / type)
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Expansion Plan

- Key short term (year 1-year 3) expansion targets for production yield and sales and other goals
 - Key short term (year 1 to year 3) activities that enable the business to achieve its expansion goals
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Cost of Production

- A cost of production spreadsheet must be provided as part of the business plan
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