**DETAILS:**

- 8:00 Registration Table and Trade Show
- 8:30 Welcome, Introductions, OSU Extension & OMPA Reports
- 9:00 Identification of Fungal Contamination in Maple Syrup
  *Ms. Kathy Hopkins*
- 10:30 Canning Protocols - What works?
  *Ms. Kathy Hopkins*
- 12:00 Lunch & Trade Show
- 1:00 Visual Displays and Marketing
  *Ms. Kathy Hopkins*
- 2:00 Sugarmaking, Money Making, or Both?
  *Mr. Nate Bissell*
- 3:00 Production Statistics - Do the numbers really count?
  *Dr. Gary Graham*
- 3:45 Maple Nuggets - A Time to Share Ideas, Information, Questions
  *Dr. Gary Graham*
- 4:30 Trade Show Closes

**Dates/Locations:**

**Thursday, January 24** - Lutheran Memorial Camp, 2790 State Route 61, Fulton, Ohio 43321, Morrow County

**Friday, January 25** - Mennonite Christian Assembly Church, 10664 Fryburg Road, South of Fredericksburg, Ohio, 44627 Wayne/Holmes County

**Friday Evening, January 25** - 5:00-9:00 Trade Show, Joe J.S. Miller's Window Shop, 15020 Shedd Road, Burton, Ohio 44021, Geauga County, ***$3.00 charge at the door***

**Saturday, January 26** - Joe J.S. Miller's Window Shop, 15020 Shedd Road, Burton, Ohio 44021, Geauga County

**OHIO STATE UNIVERSITY EXTENSION MISSION**

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Keith L. Smith, Ph.D., Associate Vice President for Agricultural Administration and Director, Ohio State University Extension

TDD No. 800-589-8292 (Ohio only) or 614-292-1868.

# Ohio Maple Days

## 2013

January 24, 25, 26,

***Featured Speakers:***

Ms. Kathy Hopkins
Mr. Nate Bissell
Dr. Gary Graham

Ohio Maple Days is a statewide program sponsored by the Ohio Maple Program, Dr. Gary Graham and OSU Extension and Ohio Agriculture Research and Development Center.

THE OHIO STATE UNIVERSITY EXTENSION

# Registration Form

Please return before **January 18th**

**Morrow County Meeting**

☐ **Thursday, January 24, 2013** - 8:00 a.m. - 4:30 p.m.
Lutheran Memorial Camp
2790 State Route 61, Fulton, Ohio 43321

**Wayne/Holmes County Meeting**

☐ **Friday, January 25, 2013** - 8:00 a.m. - 4:30 p.m.
Mennonite Christian Assembly Church, Wayne County Road 501, 10664 Fryburg Road, South of Fredericksburg, Ohio, 44627

**Geauga County Meeting**

**Friday, January 25, 2013** - 5:00 p.m. - 9:00 p.m.
☐ Trade Show & Round Table Discussion (7:00 p.m.)
Joe J.S. Miller's Window Shop
15020 Shedd Road, Burton, Ohio 44021
***$3.00 charge at the door***

**Saturday, January 26, 2013** - 8:00 a.m. - 4:30 p.m.
☐ Joe J.S. Miller's Window Shop
15020 Shedd Road, Burton, Ohio 44021

**Please make checks payable to: OSU Extension**

Name _____
(Please list all who are attending)

_____

_____

Address _____

City _____ Zip _____

Number Attending: _____ X **$30** = $ _____

**Registration deadline is January 18th**

**MAIL REGISTRATION TO: OSU Extension**
**1680 Madison Avenue, Wooster, OH 44691**

***Pre-registration is required for meals***

**- NO REFUNDS AFTER JANUARY 18th -**
**Pay at the door fee $35**

**Contact: Gary Graham - 330-674-3015**

**To: All Interested Maple Producers & Enthusiasts**

It's time once again to make plans for the winter maple programs, and you are cordially invited to participate in the Winter 2013 Ohio Maple Days Workshops in Morrow, Wayne/Holmes and Geauga Counties. This year the Morrow Workshop will be held January 24, the Wayne/Holmes Workshop January 25, and the Geauga Workshop, January 26. As is our custom, essentially the same program will be offered at all three locations to help us all get ready for the 2013 season.

***Ms. Kathy Hopkins*** has worked for the University of Maine Cooperative Extension since 1993 as an Agriculture and Natural Resources educator in the Somerset County. Kathy serves as a statewide resource for the Maine maple syrup industry. She is one of the creators of the IMSI Maple Grading School that has been presented annually since 2004. She was named an Associate Member of the North American Maple Syrup Council in October 2002 and a Director of the International Maple Syrup Institute in 2008.

***Kathy will be covering these topics –*** **Identification of Fungal Contamination in Maple Syrup**
Maple syrup processors occasionally observe fungal contamination in their syrup containers. A concern is the contaminants may pose a health risk. Ongoing studies at U. Maine have confirmed and identified fungal organisms in the contaminated syrup samples. This talk will focus on what we have found to date.

**Canning Protocols - What works?** - The rate at which syrup cools from 85°C to temperatures that fungi may survive will depend upon the container size, composition and the temperature in the surrounding environment. Data from cooling curve studies suggests processing and repackaging protocols in order to prevent contamination and ensure safe maple products for consumers. How should we can syrup to present the highest quality and safest products?

**Visual Displays and Marketing**
Do you know how much time people spend shopping? Do you know how much time you have to catch the average shoppers attention? Are there things you can do to encourage them to spend more time shopping at your store and buying your products? Learn some simple things you can try to encourage consumers to become frequent shoppers.

***Mr. Nate Bissell,*** is a Technical Sales Manager for Chemetall and owner/operator of Bissel Maple Farm. Nate will talk about his passion which is marketing Pure Ohio Maple Syrup. **Sugarmaking, Money Making, or Both?** Is the title of his talk which will cover sales, marketing and defining your market. If you want to make more money he will cover the principles of how to go about better marketing of your Pure Ohio Maple Syrup.

***Dr. Gary Graham*** **will be covering these topics - Production Statistics - Do the numbers really count?:** This will look at the maple production numbers found while researching old records for the United States and Canada maple regions as well as Ohio County data found.

**Maple Nuggets:** this long standing tradition at the maple meetings is a time to share updates and information that is happening around the maple region. This year again we will give lots of short updates on a large number of changes and issues that impact maple syrup producers.

***Testing of Hydrometers and Vermont Temporary Maple Syrup Grading Kits.*** Hydrometers are vital in every sugaring operation so be sure they remain accurate. The papers can shift and readings will be off, which could run into finishing off too low of density and syrup could mold or ferment. If finished with too high of density the syrup will crystallize. **Bring your hydrometers and Vermont Temporary Maple Syrup Grading Kits with you to the meetings for testing; that way you know going into the 2013 season you will be finishing your syrup at the proper density and proper color grade.**

Sincerely, Dr. Gary W. Graham, Ohio State University Extension Specialist, Natural Resources

**EMPOWERMENT THROUGH EDUCATION**