

Maple Business Benchmark

UVM Extension is grateful to develop a partnership with maple producers on this project. Our goal is to develop a continuing maple finance education and research program to support maple producers.



We are looking for established producers (including sap-only producers) that have 2,500 taps or more. There is a significant need to find producers with 8,500 taps and higher to improve the available information for larger tap enterprises.

All identifying information is confidential.

The published benchmark reports will be “averages” and will not be able to be identified with any single producer.

Expectation of Participants:

Participants will complete an annual management questionnaire. Participants will then meet with program staff to compile a 1 year cost of production financial summary of the business. Each year we expect to need one or two meetings to compile the information (~2-4hrs) plus phone or e-mail follow-up to make needed corrections to the financial record. Participants will also be asked to provide feedback on the “benchmark reports” returned to the producer to ensure the program meets your needs.

Expectation of UVM Extension

Program staff will assist in the completion of an annual questionnaire and a maple enterprise financial analysis through one or two in person meetings. After the financial record has been completed the program staff will organize all the financial data for all the participants. The program will supply each participant with a private financial report each year. UVM will then produce an annual benchmark report that will show the range of performance observed across the group of all the participants.

Sign up for more information

Name:	# of Taps: _____
E-Mail:	Years in Business: _____
Phone:	
Mailing Address: _____ Town: _____ Zip: _____	

Return Form to:

Mark Cannella

Email: Mark.Cannella@uvm.edu

802-476-2003

Postal Mail:

UVM Extension

Attn: Maple Benchmark Project

327 US Route 302, Barre, VT 05641

*This program is funded by the University of Vermont and
Vermont Agency of Agriculture, Food and Markets*