



THE UNIVERSITY OF VERMONT

# EXTENSION | AGRICULTURAL BUSINESS

## NORTHEAST MAPLE BUSINESS BENCHMARK

*Information for producers in Maine, New Hampshire,  
New York and Vermont*

[go.uvm.edu/maplebench](http://go.uvm.edu/maplebench)



*Photo Credit: Mark Isselhardt*

**— Know your costs, plan for profits —**

Syrup and sap producers with 15,000-30,000 taps are eligible for full cost analysis benchmarking.\* Participants will complete a management questionnaire and meet with program advisors to compile an annual cost-of-production analysis for the business. All participants receive a private financial summary report for their business.

Identifying and sensitive information of participants is kept private and confidential.

This project is a collaboration between University of Vermont Extension, University of New Hampshire Extension, Cornell Cooperative Extension and University of Maine Extension.

### Sign up for more information

Name:	Number of Taps: _____
E-Mail:	Acres of Sugarbush: _____
Phone:	Years in Business: _____
Mailing Address:	
Select one or both program options: <input type="checkbox"/> Benchmark/Cost Analysis <input type="checkbox"/> Business Planning	
Please describe your goals for joining the program:	

**Return Form to:**

**Mark Cannella**

[Mark.Cannella@uvm.edu](mailto:Mark.Cannella@uvm.edu)

**Phone: 802-476-2003**

**Postal Mail:**

**UVM Extension**

**Attn: Maple Benchmark Project**

**327 US Route 302, Berlin, VT 05641**

**For more information about this program visit [go.uvm.edu/maplebench](http://go.uvm.edu/maplebench).**

\*Producers below 15,000 taps can contact our team to be referred to similar maple business programs.

*UVM Extension helps individuals and communities put research-based knowledge to work.*

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