



Photo Credit: Hillsboro Sugarworks

Online Maple Business Modules

UVM Extension is launching a series of [online business planning resources](#) for maple syrup business owners. These self-guided tools can be used by managers to analyze production yields, develop budgets and prepare a business plan.

www.vtmaplebiz.org

Multi-Year Production Yield

Calculate your average syrup yield using 1-5 consecutive years.

Gross Sales and Price Forecast

Calculate your projected annual sales by forecasting the amount of syrup you will sell to bulk or direct market buyers. Allocate portions of your crop to different bottle sizes and adjust your prices to see the impact on future sales.

Maple Budget and Cost Analysis

Develop an annual expense budget with cash expenses, capital expenses and loan payments. This budgeting tool will calculate your cost of production and help plan for annual cash flows.

Business Plan

The self-guided business plan organizes your business vision, goals, production systems, finances and marketing into a printable document. Use this tool to organize your plan and communicate it to managers, lenders and business partners.

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For more information on maple business program and research visit the program website or contact Mark Cannella at Mark.Cannella@uvm.edu



MAPLE FARM

✓ Multi-Year Production Yield *Maple Farm* has been created.

Year	Number of Taps	Annual Production (Gallons)	Annual Production (Pounds)	Average Yield Per Tap (Gallons)	Average Yield Per Tap (Pounds)
2016	7,000	2,800	31,186	0.40	4.46
2017	7,500	2,985	33,247	0.40	4.43
2018	7,500	3,200	35,642	0.43	4.75
Total AVG				0.41	4.55

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