



**United States  
Department of  
Agriculture**

**Transportation and Marketing**

**Acer Access and Development  
Program**

**Agricultural Marketing Service**

*Fiscal Year 2019*

*Description of Funded Projects*

**Number of Grants Awarded:** 8  
**Amount of Funds Awarded:** \$3,600,473.92

For more information, please visit the grant program's website:  
<https://www.ams.usda.gov/acer>

**NOTE:** The below project descriptions were provided by the grantrecipients.

**Maine**

**Recipient:** Univ of ME System acting through Univ of Southern ME  
Portland, ME **Award Amount:** \$465,416.00

**Project Type:** Market Development and Promotion

***Development of a Spatial Visualization Tool for dentification and Quantification of Market Opportunities for Maple Syrup and Value-Added Products***

The University of Maine System acting through University of Southern Maine will conduct research to identify and quantify local and regional market opportunities for U.S. maple syrup and value-added products ("maple syrup"). Intensive business and economic research will address three key objectives: 1) Consumer Survey: assess consumer attitudes and preferences about U.S. maple syrup by state and regional market; 2) Business and Economic Modeling: quantification of potential relative value of U.S. market opportunities for domestic maple syrup; and 3) Market Feasibility: development of an interactive, online spatial visualization tool for assessing the value of regional market opportunities for maple syrup.

## New Jersey

**Recipient:** Stockton University  
Galloway, NJ

**Award Amount:** \$410,202.92

**Project Type:** Producer and Landowner Education

***Developing a Sustainable Maple Syrup Industry in New Jersey through Research and Targeted Outreach***

Stockton University will lead research and outreach programs to increase maple syrup production in New Jersey and the larger Mid-Atlantic region by using of novel technology, landowner engagement, and sustainable best management practices. The research efforts will focus on best management practices (BMPs) for sustainable maple syrup production, maximizing economic returns, and encouraging environmental stewardship. Outreach efforts will define BMPs for sustainable maple syrup production in New Jersey and the Mid-Atlantic at large, especially on the issues of sap volume, syrup quality, and ecological forest management with the goal of ascertaining the economic viability of maple syrup production regarding climate and seasonal variability. Outreach efforts will address land and technology access for current and potential producers delivered via workshops, demonstrations, and online content. The study results will be shared through maple conferences, agriculture and forestry conferences and meetings, peer-reviewed journal articles, and trade publications.

## New York

**Recipient:** Cornell University  
Ithaca, NY

**Award Amount:** \$481,403.00

**Project Type:** Producer and Landowner Education

***Expanding Knowledge for the Efficient and Profitable Production of Quality Maple Syrup and Value-Added Products***

Cornell University will expand current research and education efforts to improve the efficiency of syrup production and quality of syrup. Areas of focus will include: 1) Sap collection system design and maintenance enhancements 2) Syrup processing efficiency and quality improvements 3) Value-added production process innovations. The result of this research will be disseminated through a three-part educational outreach effort in collaboration with maple programs in Ohio and Pennsylvania. Project staff will increase producer knowledge and normalize adoption of improved technologies and processes. Producers will also gain access to new production methodologies for the large-scale, efficient production of value-added products, including granulated sugar, refined sugar, cotton candy, and maple candy.

## Ohio

**Recipient:** The Ohio State University  
Columbus, OH

**Award Amount:** \$482,011.00

**Project Type:** Producer and Landowner Education

***Leveraging Education and Research to Promote Maple Syrup Production in Ohio, Pennsylvania, and West Virginia.***

The Ohio State University will lead education and research programs to contribute the development of effective outreach strategies and policy instruments for enhancement of maple syrup production in Ohio, Pennsylvania, and West Virginia. The research team will conduct a survey to analyze syrup production and production practices in the tri-state region and evaluate stakeholder perceptions and motivations for engaging in maple syrup production by communicating with key stakeholders. A three-pronged strategy will be implemented to develop outreach and education materials, such as a varied array of fact sheets, presentations, best management resources, trainings, and introductory and in-depth workshops, to current producers, private woodland owners (potential as future producers or through lease tapping), and management professionals.

## Vermont

**Recipient:** The University of Vermont and State Agricultural College  
Burlington, VT

**Award Amount:** \$405,839.00

**Project Type:** Producer and Landowner Education

### ***Maple Financial Education***

The University of Vermont and State Agricultural College will expand maple financial benchmark programs and consolidate new maple business management education curricula that can be disseminated nationally, with an emphasis on enhancing producer and landowner sustainability through cost of production analysis and viable business planning. The target audience for this project will be current maple producers, prospective maple producers, landowners and business advisers seeking to expand producer and landowner education nationally. The curricula content is suitable for delivery in conventional educational settings and new distance learning business modules will be developed to expand accessibility to maple operators and forest land owners. This multi-state project will establish long-term maple business education capacity by developing a new network of coordinated business advisers in several states. By 2022 at least eight maple states representing over 90% of national maple production will participate in the education network develop a plan to offer programs in their respective regions.

**Recipient:** The University of Vermont and State Agricultural College  
Burlington, VT

**Award Amount:** \$499,994.00

**Project Type:** Producer and Landowner Education

### ***Increasing production and income of U.S. maple producers through the increased use of red maple as a crop tree***

The University of Vermont and State Agricultural College will conduct the research and education necessary to increase producer knowledge, awareness and understanding of the best practices and benefits of including red maple as a crop tree to increase production and income. Red maple is a resource with the potential to significantly increase U.S.

syrup production and the production and income of individual producers. Maple producers throughout the U.S. will benefit from this knowledge to increase their total annual syrup production and income by increasing the number of red maple trees tapped for sap collection in their operations. Ultimately by increasing the number of red maple trees would increase the total production of the U.S. maple industry, helping to improve the sustainability of domestic maple production, and increase competitiveness of domestically produced syrup in the global marketplace.

## Washington

**Recipient:** University of Washington  
Seattle, WA

**Award Amount:** \$499,709.00

**Project Type:** Producer and Landowner Education

### ***Maple Syrup Production from Big Leaf Maple Trees in the Riparian Zones of Washington's Forests Add Attachments***

University of Washington will conduct a three-year research project to determine the best practices to facilitate the development of a commercial maple syrup industry in the Pacific Northwest (PNW), specifically in Washington State. The project objectives involve determining the volume of sap and syrup that can be produced according to the following variables: (1) Different elevations, latitude, and climatic zones (2) Collection methods using traditional bucket collection versus high vacuum tubing systems, (3) Size and health of bigleaf maple trees, and (4) Timing of tapping and strategies such as reaming of existing tap holes or re-tapping trees throughout the season (December-March). The research will also provide educational opportunities on how to develop the most successful and cost-effective sugaring enterprises with bigleaf maple in the PNW to bring additional income and diversity to the region's farming and forestry operations.

## West Virginia

**Recipient:** West Virginia University Research Corporation  
Morgantown, WV

**Award Amount:** \$355,899.00

**Project Type:** Producer and Landowner Education

***Sustaining the Central Appalachian Maple Syrup Industry through Integrated Forest Management Education Programming.***

West Virginia University Research Corporation will assemble a team of experts in forest management, forest operations, forest pathology, landowner assistance, and maple syrup operations to create a program that will provide an integrated program designed to promote maple syrup production by educating forest landowners, foresters, and loggers on the nuances of southern sugarbush management. The program expects to increase maple syrup production by increasing the number of maple trees tapped and the operations will become more sustainable as landowners, foresters and loggers are educated on proper management of the maple resource.