

## **Are you sitting on an untapped cash crop?**

**Our Mission** –To help farmers or wood lot owners realize the earning potential of their land investment.

Custom maple processing, how it works

- We meet and look at the viability of your maple woodlot
- If your woodlot is viable we draw up an agreement
- The woodlot owner pays for the pipeline installation
- We offer design and technical support for the pipeline and harvest equipment
- During the maple season woodlot owners tap the trees and harvest the maple sap (minimal hours invested)
- The finished syrup is divided 50% to the land owner and 50% to us for custom processing
- The woodlot owner can market their syrup anyway they see fit (wholesale or retail)

All our per acre values are based on wholesaling finished syrup at \$3.00 per lb  
Land owners should expect to make roughly \$ 300 – \$400 per acre!  
Payback on pipeline system is roughly 3 years compared to micro-fit solar at an average of 8-10 years

### **Advantages to letting us help you tap into your woodlots potential**

- Often the wood lot is only looked at as a bump and run income with a harvest of timber taking place every 15 years or so.
- Shady Grove Maple is a proud member of the Ontario Maple Syrup Producers Association and recommends the use of their “best practices manual” for all aspects of maple syrup production
- Proper selective harvesting is encouraged by maple producers. It keeps the wood lot healthy and provides additional income to maple syrup and firewood revenues.
- By having Shady Grove Maple process the sap, the woodlot owner has minimal hours invested.
- These minimal hours also support great quality and learning time for families and friends.
- Custom processing financially helps ease the woodlot owner into the industry leaving the long hours and expensive equipment to us.
- If later the woodlot owner wants to process their own syrup they will have had ample time to educate themselves with harvesting and production methods.
- Should a woodlot owner elect to install his own processing equipment we will have aided in spreading the financial burden. In exception to jumping right into a very specialized type of farming?

- If a woodlot owner processes their own product a yield of \$ 700- \$800 per acre is attainable!
- Very low input hours in trade for a solid income will diversify the income potential of the farmer or land owner
- Allows for time to be spent in mainstream farming operations with very little or no disruption of day to day activities. Still a viable option if the woodlot owner works full time.

### **The stability of the maple industry in Ontario**

- Low market volatility, the wholesale price of maple syrup ranges from 2.85 – 3.75 per lb
- We calculate our per acre values at \$ 3.00 per lb
- Low input cost compared to other cash crops
- Low equipment cost compared to other cash crops
- Stable yields compared to other cash crops, with the use of vacuum systems yields stay strongly around the 1 litre or 3 lbs per tap. Often they can be much higher!
- Demand in Ontario is high for maple syrup and export markets are expanding rapidly
- There is a great network of equipment suppliers in Ontario to support this growing industry
- Ontario presently has a 5% share of the overall production in North America Quebec has 90 % and the US states with smaller provinces share the other 5%. Ontario has the potential to be as big as Quebec. We just need to tap in!
- In recent health studies maple products are getting rave reviews as a mainstream sweetener for a healthy lifestyle.

Shady Grove maple is looking to expand our custom processing for 2014

We are located near Kitchener Ontario and are looking for woodlot owners within a 40 min radius who would be interested in such a venture Please contact Dan or Heather Goetz at 519-651-1206. Visit us at [www.shadygrovemapple.ca](http://www.shadygrovemapple.ca) or come see the process first hand, our farm is open weekends from February 23<sup>rd</sup> – April 15<sup>th</sup> and all of March Break.