

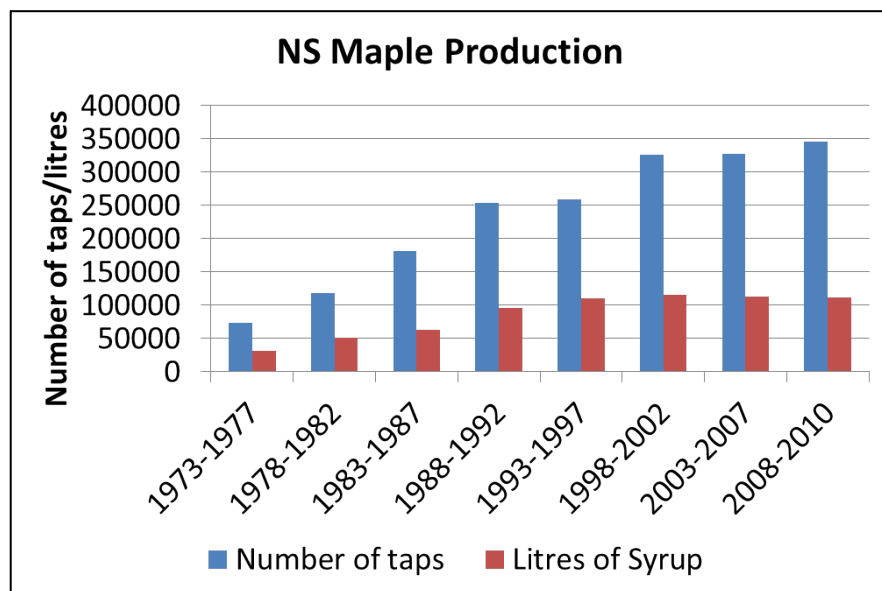
Maple Industry Situation Report for Nova Scotia - 2011

The 2011 maple season in Nova Scotia was much better than the 2010 season in terms of production. Sixty one commercial producers made 143,200 litres of pure maple syrup from 371,000 taps. The average commercial maple operation in the province collected the sap from over 6,000 taps. Cumberland County was home to 34 operations and nearly 290,000 taps, over 78% of taps in the province.

The average yield per tap in 2011 was close to 0.39 litres, the best yield since 2003. The total production for the province was the highest since 1994. The number of taps in Nova Scotia was a record high.

Producers found it very difficult, time consuming and expensive to prepare their sugarwoods and tubing systems for the 2011 season. There were snowstorms and windstorms in the late fall and early winter with wet, heavy snow which took the tubing down.

Subsequent snowfalls buried many of the lines. Not only were the lines buried, they were often frozen under the snow. A few producers, after they got into their sugarwoods and realized the amount of work that would be needed, decided to walk away from their production for the 2011



season. Most producers decided to attempt to produce in 2011 and they worked hard to dig the tubing out of the snow, get their collection systems repaired and tap their trees. Many producers, however, did not finish these tasks until some of the early sap flows were missed. In spite of everything, the provincial production was good compared to recent annual production.

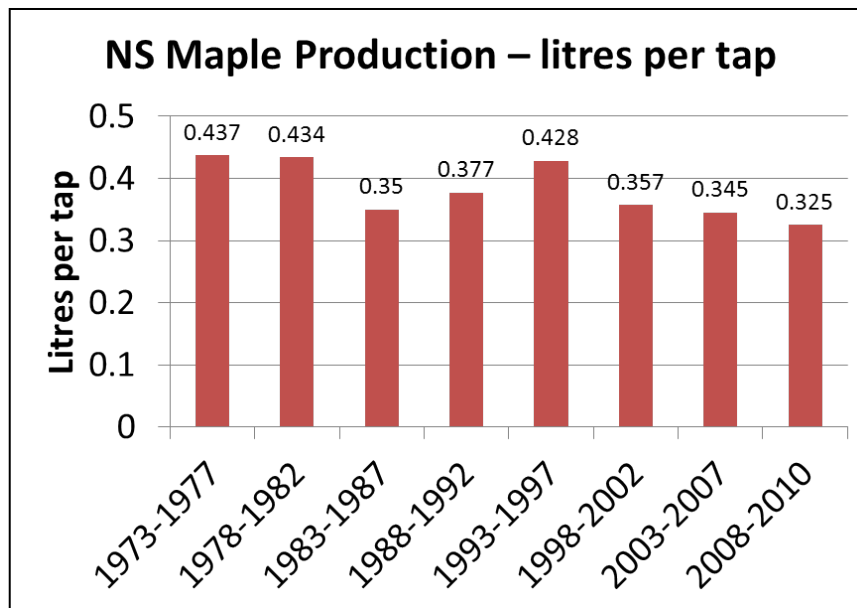
There were a couple of decent sap flows in February, but many producers were not ready to collect the sap. For the majority of Nova Scotia's producers, the season began towards the end of the first week of March and finished around the middle of April.

Approximately 94% of the syrup produced was or will be sold as syrup in 2011. Six percent of the syrup produced was made into other maple products such as maple cream,

maple butter, and maple sugar. Producers indicated that over 18% of total Nova Scotia production of maple products was sold at their camps and home. Twenty two percent of production was sold to retailers and 59% was sold to packers and shippers both inside and outside Nova Scotia. Less than 1% of production was saved for household and family use.

The average price reported by producers returning the questionnaire in 2011 was \$11.64 per litre, down slightly from the price reported in 2010. The 2011 farm gate value for the maple production in Nova Scotia was a record high at \$1,666,500.

During the survey process, producers were asked to comment on the snow conditions and the impact that deep snow had on getting ready for production in 2011. I have commented a bit on that already. Producers were also asked to comment on wildlife damage to their tubing systems. Sixty five percent of producers returning completed questionnaires indicated that they had significant damage to tubing from wildlife. The culprits most often mentioned were deer, bears and coyotes.



One of the most significant things that MPANS worked to develop for producers in the past few years is the maple insurance program through the Nova Scotia Crop and Livestock Insurance Program. The first year of the program was 2011.

To get information to see if this program would

benefit your maple operation, please call the Nova Scotia Crop and Livestock Insurance Commission at 1-800-565-6371 (toll free) or 893-6370 (phone); nscllc@gov.ns.ca (Email); www.gov.ca/nsaf.ci (website).

I would like to thank those producers who took the time to fill out and return the questionnaire. The information provided makes this Nova Scotia Maple Industry Situation Report as accurate as possible. It is important to have an accurate snapshot of the industry as we plan for the future, and when MPANS speaks with government departments about support for the industry in this province. In 2011, various government departments have expressed their interest in helping the maple industry in Nova Scotia to become as efficient and sustainable as it can be. That offer is much appreciated. The maple industry and MPANS now has to follow-up with the government departments.

MPANS has submitted its four priorities for the next few years: research, extension, cost of production work, and branding/marketing.

Following is a list of MPANS Board of Directors for 2011. These producers are your representatives. If you have concerns or suggestions for the future direction of MPANS, please contact the representative from your area.

William Allaway, President – Upper Tantallon, Halifax Co.
Matt Harrison, Vice President – Lynn Mountain, Cumberland Co.
Murray Johnston, Past President – New Glasgow, Pictou Co.
David Dickinson – West Brook, Cumberland Co.
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Kevin McCormick – Rodney, Cumberland Co.
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Don Donkin – Fenwick, Cumberland Co.
Scott Whitelaw – Earltown, Cumberland Co.

For more information, please contact:

Dale McIsaac, P.Ag.
(902) 669-1777 (cell)
Email: dalemcisaac@eastlink.ca