

FOR IMMEDIATE RELEASE  
November 7, 2025

## **New York State January Maple Conference Returns to SUNY Cobleskill — January 9–10, 2026**

### **Workshops • Trade Show • Networking for Maple Producers**

As the 2026 maple season approaches, producers across New York are exploring new ideas, methods, and equipment to make this their best season yet. From installing new tubing systems and improved spouts to refining vacuum setups and exploring innovative marketing strategies, maple makers are constantly improving efficiency, yield, and profitability. But beyond upgrading tools and technology, producers also need to invest in their most valuable resource — themselves.

Before the taps go in, take a weekend to connect, learn, and grow at the 2026 NYS January Maple Conference, hosted by the Catskill Maple Producers Association at SUNY Cobleskill on January 9–10, 2026. This in-person event offers maple producers — from first-time hobbyists to seasoned professionals — the chance to learn from leading experts, explore the latest equipment, and network with hundreds of peers from across the region.

### **Friday, January 9 – Trade Show and Keynote**

- **Trade Show:** 4:00 PM – 8:00 PM  
Explore the latest innovations and connect directly with top industry vendors.
- **Keynote Presentation:** 5:30 PM  
Join **Glenn Goodrich** and **Nate Bissell** for an inspiring discussion to kick off the weekend.

### **Saturday, January 10 – Workshops**

Doors open: 7:30 AM | Workshops begin: 9:00 AM

Four workshop sessions will run throughout the day, each featuring up to eight concurrent presentations from leaders in the maple industry.

#### **Session 1 — 9:00 AM**

Glenn Goodrich – *Saphouse Timesavers and Techniques*

Mark Canella – *Maple Business Planning and Industry Overview*

Eric Bugbee – *FFA Maple CDE: Preparing for Competition*

Cameron Sheltra – *Maintenance of ROs, Vacuum Pumps, and Extractors*

Greg Zimpfer – *What and How of Marketing*

Peter Smallidge – *Best Practices on a Small Wooded Acreage*

Mike Lynch – *Maple Creams: Perfecting Your Process*

Nick Wendel – *Filtering Syrup: Techniques, Tips, and Results*

### **Session 2 — 10:45 AM**

Nate Bissell – *You Can Do Anything, But You Can't Do Everything!*

John Fessenden & Isaac Thrasher – *Financial Tools and Strategies for Maple Enterprises*

Scott Weikert – *Maple for Beginners and Small-Scale Sugarbush Forestry*

Aaron Wightman – *Maintaining Sap Quality*

Scott Reed – *Coating Maple Nuts*

Kevin Lawyer – *Vacuum: Raising the Bar on Techniques & Equipment*

Kory Woods – *Sap Monitoring Systems: Your Time, Your Money*

### **Session 3 — 1:15 PM**

Nate Bissell – *Selling What You Produce — and What Others Produce*

Adam Wild – *Making the Grade: Syrup Density, Flavor, and Grade*

Nick Wendel – *Back to Basics of Tapping: How-To's and Why-For's*

Zac Smith – *Reports from the Field: Marketing Strategies*

Peter Smallidge – *Practical ID, Ecology, and Management*

David Nyle – *RO Basics: Beginners and Budgets*

Greg Zimpfer – *Maple Water*

### **Session 4 — 3:00 PM**

Glenn Goodrich – *Sap Ladders and Tubing Installation Tips*

Damian Hill – *Dreams, Visions, Risks, and Plans to Market Maple*

Steve Childs – *Ask Steve Anything (Virtual)*

Aaron Wightman – *Tap Timing and Methods for Optimal Yield*

Mike Lynch – *Getting Started: Tap, Boil, and Taste*

Jennifer Horton – *Don't Lose It All! Protecting Your Investment*

Eileen Downs – *Invert Sugars: Why, What, and How*

Gordon & Kyle Tibbitts – *Growing a Business for Young Sugarmakers*

### **Trade Show Vendors**

Tentative vendors include major equipment manufacturers such as **CDL Sugaring Equipment, H2O Leader, Lapierre USA, and Dominion & Grimm**. Other participating suppliers and distributors include **Memprotec, DSD International, RO in a Bucket,**

**Waterloo Container, Farmblox, Maple Tech Tools, Bascom Maple Farms, Goodrich Maple Farm, and Shaver Hill Maple.**

Supporting organizations include **American National Farm Family Insurance, Farm Credit East, Maple News, NYCAMH (New York Center for Agricultural Medicine and Health), NYS Maple Producers Association, New York Maple Foundation, New York Farm Bureau, New York FarmNet, and SUNY Cobleskill**. Additional vendors may be added as space permits.

### **Learn More**

An updated list of workshops, vendors, and conference details will be posted at [www.nysjanuarymapleconference.com](http://www.nysjanuarymapleconference.com) Register today by accessing the website or emailing for a registration form. For inquiries, contact:

**[info@nysjanuarymapleconference.com](mailto:info@nysjanuarymapleconference.com)**

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