

Québec Maple Syrup Producers (QMSP) Terminology

Annual Yield: the average yield of maple syrup per tap produced in Québec in one marketing year, calculated by an independent organization and published at ppaq.ca.

Boiling facility: a facility at which maple sap or maple concentrate is turned into maple syrup or maple sugar.

Bulk (or Bulk Production): maple syrup in containers of more than 5 litres or 5 kilograms.

Business Plan: a document describing a maple operation and demonstrating its viability.

Contract boiling: when a maple producer sends maple sap or maple concentrate to another producer or a boiling facility for processing into maple syrup.

Excess Production: the quantity of maple syrup produced in excess of the allocated net quota.

Five-Year Yield: the average of the annual yields from the five previous marketing years.

Force majeure: an unforeseeable external one-time event that has significant effect in preventing a producer from generating product on a sugar bush or part of a sugar bush on which a quota is held.

Industrial Syrup: processing-grade or VR5 maple syrup.

In-Quota: maple syrup produced within net quota.

Land Title: proof of ownership or promise to purchase, notarized and published lease or promise to same effect, or permit to operate on public land or letter from MFFP or its agent.

Maple Concentrate: product made by reducing maple sap through reverse osmosis.

Maple Production Plan: a document produced by a forestry engineer that specifies the GPS (Global Positioning System) coordinates of a sugar bush, the number of potential taps, and number of installed taps.

Marketing Year: the period from February 28 of one calendar year to February 27 of the next.

MFFP: *Ministère de la Faune, des Forêts et des Parcs*, the Québec government's department of wildlife, forests, and parks.

Net Quota: the amount (by weight) of maple syrup and equivalent amount of maple water and maple concentrate that the quota holder can produce at one production unit and is allowed to sell during a given marketing year.

Operating Permit ([*permis d'intervention pour la culture et l'exploitation d'une érablière à des fins acéricoles*](#)): authorization from the *Ministère des Forêts, de la Faune et des Parcs* to operate a maple production unit on public land.

Over-Quota: maple syrup produced in excess of net quota.

Private land: forest belonging to a person or private enterprise.

Production Rate: the percentage of Total Quota that QMSP estimates will be produced in a given marketing year. Determined by February 15 each year.

Production Unit: all maple operations and boiling facilities managed by one person.

Public land: forest belonging to the Government of Québec.

QMSP: Québec Maple Syrup Producers, the organization representing 7,400 maple enterprises holding production quotas.

Quota: the usual amount (by weight) of maple syrup and equivalent amount of maple water and maple concentrate that a quota holder can produce in one year at one production unit and sell, and on which the net quota is calculated.

Quota Certificate: The QMSP certificate produced annually by February 27 and sent to each quota holder stating the producer's quota and net quota.

Quota Holder: a person or enterprise that has been allocated a QMSP quota.

Retail sales through intermediary: The sale of maple syrup in small containers (up to 5 litres or 5 kilograms) that is not made directly to consumers for personal use.

RMAAQ: *Régie des marchés agricoles et alimentaires du Québec*, the government organism that administers the laws and regulations of the province's maple industry—the *Loi sur la mise en marché des produits agricoles, alimentaires et de la pêche* (RLRQ, c.M-35.1) and the *Loi sur les producteurs agricoles* (RLRQ, c.P-28). This agency's role is to facilitate the efficient and orderly marketing of agricultural and food products.

Small containers: containers that hold volumes of up to 5 litres or 5 kilograms.

Strategic Reserve: QMSP's stockpile of maple syrup.

Sugar Bush: a wooded area with sufficient density of maple trees to produce maple sap and market products derived from its processing.

Total Quota: total amount of quotas issued by QMSP on February 28.