

CASE STUDY

SAP TAP FARMS



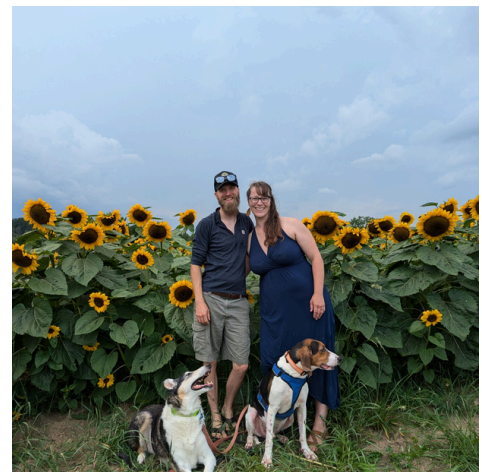
REGENERATIVE FARMING WITH SUSTAINABLE PACKAGING

Sap Tap Farms is a small, family-run operation in New York State producing maple syrup, honey, lamb, and wool-based soil amendments. Built by a husband-and-wife team, the farm focuses on working with the environment to support long-term land health.

Their approach is rooted in sustainability. Sheep help manage land naturally, diverse forests support healthier syrup production, and bees contribute to pollination and ecosystem balance. Even byproducts are repurposed, wool is turned into pellets that help customers fertilize soil without chemicals. As owner Chris Graffeo explains, “We cannot damage the environment and harm future generations.”

Packaging presents challenges, especially with regulations around meat, but the farm works to offset this wherever possible. “If we have to use packaging due to regulations, we try hard to offset it with better materials.” Partnering with Good Start Packaging, they use compostable clamshells, wraps, and cellophane bags to reduce plastic use while maintaining product quality.

Customers have responded positively, valuing sustainable options even when limitations exist. Through thoughtful practices and ongoing education, Sap Tap Farms demonstrates that small, consistent changes can create a more sustainable food system.



“People hate plastic. Within meats, we may not have a choice, but offering compostable options helps offset that and keeps customers coming back.”
- Chris Graffeo, Owner at Sap Tap Farms



(866) 971-9251
sales@goodstartpackaging.com