



4-H Maple Sugaring 101: From Sap, to Syrup, to Sales Instructional Content Guide for Volunteers and Club Leaders

Unit 3: Kitchen and Business

Goals:

1. Provide educational experiences related to operating a maple sugar product business and creating value added food products.
2. Provide experiences rooted in positive youth development (PYD) for Maine 4-H youth. (See PYD Planning Guide on the last page.)
3. Facilitate the learning and practice of entrepreneurial and workforce skills for non-timber forest-based occupations in northern New England.

<p style="text-align: center;">Learning Objectives</p>	<p style="text-align: center;">Activities and Resources (Instruction will be virtual or remote unless noted as an in-person activity) Two Types of Selected Student Text Resources (SSR) Orange- Activity or Worksheet Black- Informational Resource</p>	<p style="text-align: center;">Citations for All Sources and References</p>
<p>Identify parts of a business and marketing plan</p>	<p>SSR 3A - Business Plan Guidelines</p> <p>SSR 3B - Business Record Keeping</p> <p style="text-align: center;"><i>In-person activity at host site</i></p>	<p>Center for Farm Financial Management (2021).</p> <p>Cornell Maple Program (2020). p.147-152 (SSR 3B)</p> <p>Maine Small Business Development Centers (March 2022). p.11-14 (SSR 3A)</p> <p>Wolfe, L.M. (2019). p.66-72</p> <p style="text-align: center;"><i>Host Guide: Week 3-Kitchen and Business, Items #1 and #2</i></p>

Please note that by using this guide you may be asked to provide input for improvements to the program. Andrew Hudacs, andrew.hudacs@maine.edu, Version January 2024

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Learning Objectives	Activities and Resources (Instruction will be virtual or remote unless noted as an in-person activity) Two Types of Selected Student Text Resources (SSR) Orange- Activity or Worksheet Black- Informational Resource	Citations for All Sources and References
Recognize funding sources for entrepreneurial activities (ex. grants, loans)	SSR 3C - Youth Loans Fact Sheet	US Department of Agriculture Farm Service Agency (2024). (SSR 3C)
Illustrate one data collection and record keeping method for business	SSR 3B - Business Record Keeping	Cornell Maple Program (2020). p.147-152 (SSR 3B)
Locate the Maine Maple Certification Application from the Department of Agriculture, Conservation and Forestry (DACF)	SSR 3D - Maine Food and Fuel License Application SSR 3E - Maine Home Food License 101	Maine Maple Producers Association (2024a). Maine Department of Agriculture, Conservation and Forestry (2021). (SSR 3D and 3E)
Recognize additional learning opportunities (internships, apprenticeships, workshops)	Activity by UMaine Extension Staff or Partners	Maine Maple Producers Association (2024b). University of Maine Cooperative Extension (2024).
Recognize three value added maple products and their ingredients	SSR 3F - Maple Sugar Ratios SSR 3G - Maple 4 Ways -Value Added <i>In-person activity at host site</i>	New York State Maple Producers Association. (2017). p.33-34 (SSR 3F) Vermont Evaporator Company (2023). Document file p. 13 (SSR 3G)

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Learning Objectives	Activities and Resources (Instruction will be virtual or remote unless noted as an in-person activity) Two Types of Selected Student Text Resources (SSR) Orange- Activity or Worksheet Black- Informational Resource	Citations for All Sources and References
		<i>Host Guide: Week 3-Kitchen and Business, Items #3 and #4</i>
Create a value added maple product	SSR 3G - Maple 4 Ways - Value Added SSR 3H - Replacing White Sugar with Maple in Baking <i>In-person activity at host site</i>	Vermont Evaporator Company (2023). Document file p. 13 (SSR 3G) Vermont Evaporator Company (2023). Document file p.20 (SSR 3H) <i>Host Guide: Week 3-Kitchen and Business, Item #5</i>
Discuss leadership and ethics in the workplace and maple sugaring community ¹	Activity by UMaine Extension Staff <i>In-person activity at host site</i>	<i>Host Guide: Week 3-Kitchen and Business, Items #6 and #7</i>

¹ This learning objective can lead to instructional alignment with AFNR Standards: CRP.09. Model integrity, ethical leadership and effective management; CRP.09.01. Model characteristics of ethical and effective leaders in the workplace and community (e.g. integrity, self-awareness, self-regulation, etc.); CRP.09.02. Implement personal management skills to function effectively and efficiently in the workplace (e.g., time management, planning, prioritizing, etc.).

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Sources and Text Resources:

- Center for Farm Financial Management (2021). *AgPlan app*. <https://agplan.umn.edu/>
- Cornell Maple Program (2020). *Maple Syrup Production Beginner's Notebook*. Cornell University. <https://bpb-us-e1.wpmucdn.com/blogs.cornell.edu/dist/7/5773/files/2020/02/beginner-notebook-1st-ed-1.pdf>
- Maine Department of Agriculture, Conservation and Forestry (2021). *Food and Fuel License Application*. https://www.maine.gov/dacf/qar/permits_and_licenses/index.shtml
- Maine Department of Agriculture, Conservation and Forestry (2021). *Home Food License 101*. https://www.maine.gov/dacf/qar/permits_and_licenses/documents/home-license-101.pdf
- Maine Maple Producers Association (2024a). *Maine state license: Filling out your state license*. <https://mainemapleproducers.com/maine-state-license/>
- Maine Maple Producers Association (2024b). *Mentor Program*. <https://mainemapleproducers.com/mentor-program/>
- Maine Small Business Development Centers (June 2019 & March 2022). *A guide to starting a business in Maine*. America's Small Business Development Centers. <https://www.mainesbdc.org/business-plan-guide/>
- New York State Maple Producers Association. (2017). *Maple Activities-6th Grade*. <https://bpb-us-e1.wpmucdn.com/blogs.cornell.edu/dist/7/5773/files/2021/02/6th-grade-worksheets-revised.pdf>
- United States Department of Agriculture Farm Service Agency (2024). *Fact Sheet: Youth loans August 2019*. <https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/youth-loans/index>
- University of Maine Cooperative Extension (2024). *UMaine Extension Workshops, Classes, and Events*. <https://extension.umaine.edu/register/shop/>
- Vermont Evaporator Company (2023). *Curriculum for Little Kids, Big Kids and Biggest Kids: For biggest kids*. <https://vermontevaporator.com/at-school/>

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Positive Youth Development (PYD) Planning Guide

4-H Maple Sugaring 101

Please list the ways in which you plan to incorporate each of the PYD Objectives (below) into your learning experiences.

<p style="text-align: center;">BELONGING</p> <p><i>Objective: Youth will feel connected to their peers</i></p> <p>How will you create a sense of belonging in your activities and meetings?</p>	<p style="text-align: center;">SPARKS</p> <p><i>Objective: Youth have the opportunity to explore something they care about, their “sparks”</i></p> <p>What “sparks” will you be facilitating in your activities?</p>
<p style="text-align: center;">HANDS-ON</p> <p><i>Objective: Youth will “learn by doing” a hands-on experience</i></p> <p>What hands-on experience will you be facilitating during the on-site visits or at another time?</p>	<p style="text-align: center;">REFLECTION</p> <p><i>Objective: Youth have the opportunity to reflect on their learning experience</i></p> <p>How will you facilitate youth reflection in your activities?</p>

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