



**FFA Agricultural Proficiency Awards**

[www.ffa.org](http://www.ffa.org)

National FFA Organization  
6060 FFA Drive  
Indianapolis, IN, 46268

# Agricultural Processing - Entrepreneurship

## Example Application

# ENTREPRENEURSHIP Proficiency



Place Label Here

CHAPTER #: CT0001  
 STATE: CT  
 Member ID #: 11111111

## AGRICULTURAL PROCESSING

Name of Proficiency Award Area

1. Name: Alden Smith

2. Date of Birth: 05/25/1982      3. Age: 19

4. Gender: X Male             Female      5. E-mail Address: as@anywhere.com

6. Address: (street/R.R./box no.) 275 Anywhere Rd.  
 City: Anywhere      State: CT      Zip: 55555

7. Home Telephone number (including area code): (555) 111-1111

8. Name of Parents/Guardians      9. List Parents/Guardians Occupation Below:

a. Father: Robert      Salesman

b. Mother: Stephanie      Teachers Aide

10. Complete FFA Chapter Name: Anywhere FFA

11. Name of High School: Anywhere High School

12. School Address: (street/RR./box no.) 70 Anywhere Rd.  
 School City: Anywhere      State: CT      School Zip: 55555

13. School Telephone Number (including area code): (555) 111-2222

14. Chapter Advisor(s): Carla Jones

15. Year FFA Membership Began: 1998

16. Years of Agricultural Education Completed: 4

17. Years of Agricultural Education Offered (grades 7-12) in high school last attended: 4

18. Year in school at time of applying for the award: Graduate

19. If you have graduated from the high school, year graduated: 2000

20. State/National Dues paid?      NO             YES Yes

We have examined this application and find that the records are true, accurate, and complete. We hereby permit for publicity purposes, the use of any information included in this application with the exception of the following:

\_\_\_\_\_  
Candidate Signature

\_\_\_\_\_  
Parent or Guardian Signature

In addition, we certify the applicant has achieved a satisfactory record of scholastic achievement.

\_\_\_\_\_  
Chapter Advisor Signature

\_\_\_\_\_  
Superintendent or Principal Signature  
(indicate which)

The information contained in this application has been substantiated by an actual visit to the site of the applicant's supervised agricultural experience program

\_\_\_\_\_  
Employer Signature (if applicable)

\_\_\_\_\_  
State Supervisor, Ag Ed, Signature

**NOTICE:** This application will not be returned by the National FFA Organization. Please make a copy for your records.

## I. Performance Review

### A. Getting Started in this activity:

(15)

1. Briefly describe your SAE as it is related to this proficiency area. Describe how you started in this proficiency area. What interested and motivated you to begin?

Although I have been involved in producing maple syrup for my brother since 1996, when he bought his first evaporator, I became interested in producing syrup when I was eight. This was the first time I saw an evaporator working in a friend's sugar house. That afternoon he took me with him when he went to collect his sap. Since 1996, I have always encouraged growth and expansion in my brother's maple syrup operation. In the winter of 1998-1999 my brother decided to give up the operation, because of lack of time. It enabled me to buy his business and start producing syrup for myself.

2. When you were planning your supervised agricultural experience in this proficiency area, what 2 or 3 goals and objectives did you plan to achieve at this point in your development?

By the 2001 syrup season I had hoped to have expanded, and to be collecting sap from 450 taps. I did not reach this goal because I was short of both time and help. A goal I was able to achieve was producing more than 60 gallons of syrup. I have produced 73 gallons of syrup this season. This is the most my family or I have made in a single year, and with the least amount of taps I have put up in 4 years. My third goal was to change some of my tubing lines to increase the flow of sap and cut down on the number of collection stops. This also enabled me to add a few new trees to tap, and to cut out a few trees that do not give a lot of sap.

### B. Progress:

1. Describe any special advantages or disadvantages that had a major impact on your achievements in your supervised agricultural experience program.

A huge advantage in my maple syrup production was being able to work for my brother. This enabled me to get a first hand look and gain valuable experience in the work that goes into harvesting the sap, producing the syrup, bottling the finished product and then marketing the maple syrup. I had the opportunity to learn and perfect my skills while my brother was paying for all the expenses, and dealt with all the minor problems involved in starting the business. This also allowed me to see which trees gave a lot of sap and which ones did not, so I do not waste time tapping trees that do not give sap. My brother was also nice enough to sell all the equipment to me for less than I could buy it anywhere else. This saved me a lot of start up cash and enabled me to be successful right from the beginning.

**B. Progress (continued)**

2. Explain how resources such as livestock, land, buildings, equipment, machinery, supplies and labor are obtained and utilized in this proficiency area.

The trees I tap for maple syrup are mostly on my father's land. All the other trees are on bordering properties which allow me to tap their trees at no charge. All of my maple syrup equipment was bought from my brother, and any new equipment I buy comes from Bascoms Maple Farms in Anywhere, New Hampshire. The tract I use collect sap with I bought and rebuilt myself, but I did not buy the tractor for just making maple syrup. I use it around the farm as well. All the labor is done by myself or with the help of my cousins and high school friend. They are all willing to work for some free syrup or Vo-Ag hours, so I do not have to pay them.

3. Describe your marketing and/or merchandising plans for this proficiency award area.

I will soon be having an ad put into the Branford Review and in the Totoket Times to increase the sales of my product. I also sell my product at a roadside vegetable stand near our farm and a local store. Another way for people to purchase my product is by purchasing it from us at the farm. I do this by placing a sign in front of my house so that passing motorists can see it. The reason I try to retail most of my syrup is that there is a higher income in retail sales of syrup than there is in wholesale.

**C. Analysis/Evaluation of Program**

1. Describe your level of achievement and progress towards your goals (such as skills, scope, etc.) in this award area as related to the goals and objectives described on page 2, question 2.

I have achieved the amount of syrup that I would have liked to have made this year. Yet I have not tapped as many trees as I would have liked to have tapped. I have changed my tubing lines so that there are less collecting tanks that I have to stop at. This helps me be more efficient especially when I collect sap by myself. Through the years I have always offered my help to other syrup producers in my area. Through them I have learned all the skills I need to run a successful syrup operation. They give me insite on ways that I can improve things such as sap flow, quality of syrup, and proper depths and angle to tap the trees. Also, working with them lets me try new equipment that is on the market without spending money, and every year I learn better ways of producing syrup. There are three of us that produce syrup in my area. We all agree that hte three of us together have a stronger mind than the three of us individually. I realize that I don't know everything about maple syrup that there is to know, but I know where I can find answers.

2. Describe the personal goals, educational goals, and career goals you would like to achieve in the next ten years.

Although I am not sure what I would like to do with my life exactly, I do have some ideas and a direction to head in. I will be going to collect for crop and soil sciences, at SUNY Cobleskill next year. After college I would like to start my own farm in another state where farming is more prevalent, grow crops and raise heifers. Although I have been dairy farming all of my life, I have come to realize that it is not all that there is of life. Yet I cannot get the farming out of my blood. This is why I would I ike to start a crop farm. This will also allow me to still make maple syrup. By that time in my life I would like to be tapping about 900 taps, and have a easier system of extracting the sap, and collecting sap. Another goal I have is to start racing ATV's, but this is not a major goal I have. I relize that if I don't do it within the next few years I will never race ATV's. Until I know for sure what I will do with the rest of my life I will still be living life one day at a time like I do now, not try to let too much bother me.

**D. Skills, Competencies, and Knowledge (List your BEST 10)**

1. List the major skills, competencies and knowledge (e.g. marketing, safety, personal skills development) that best describe what you gained technically and personally from this proficiency area. How do you think these skills, competencies, and knowledge contributed to your success in this award area?

Skills, Competencies, and Knowledge	Contributions to Success
1. Tree species identification	1. You can only receive maple sap from maple trees. Also, certain maple trees give more sap than others and some give different qualities of sap. This knowledge allows me to produce quality syrup.
2. Tapping the maple trees	2. Tapping the maple tree in the right spot and the correct depth for the tap to be placed in the tree allows me to collect the most amount of sap from each tree.
3. Making sap lines	3. This skill allows me to make sap lines that are always on a down hill pitch, on the correct side of the tree so that the connections don't break and so that the least amount tubing will be used.
4. Running the syrup evaporator	4. Being able to run my evaporator at it's peak efficiency allows me to produce a better quality syrup in a shorter time. I can do this, by not letting the sap sit around in a tank too long.
5. Processing the sap	5. Knowing when the sap turns into syrup is important to creating a quality product. If the syrup is not the correct consistency, the product is not as high a quality and not worth as much.
6. Bottling the finished product	6. Marketing in eye catching bottles attracts clients, increases sales, and reduces the amount of syrup I must wholesale. Correct bottling is important, if the syrup is not sealed correctly it will spoil.
7. Marketing	7. Knowing where to and how to sell the finished product will determine the income one makes. I have found that it is more reasonable to hold onto the syrup and sell it slowly, than sell it wholesale.
8. Sanitation and cleaning the equipment	8. Cleaning the equipment is the most important task in producing a quality syrup. Bacteria can quickly spoil sap, creating a darker color syrup. Thorough cleaning of equipment raises my profit.
9. Grading syrup	9. Knowing the quality of your syrup is important to marketing and income. You get a higher price for better grade syrups, so knowing the quality helps me make a greater income.
10. Developing an advertising plan	10. This will increase the sales of my retail product, and lessen the amount of wholesale syrup. In return, this will increase my income.

**II. Inventory Related to:**  
**AGRICULTURAL PROCESSING**

(Applicant's Share) (10)

	Beginning		Ending	
	Quantity	Total Value (A)	Quantity	Total Value (B)
<b>1. Current/Operating Inventory</b>				
a. Candidate's investment in harvested & growing crops	0	\$0	67 gallons	\$2,211
b. Candidate's investment in feed, seed, fertilizer chemicals, supplies & other current/operating assets	0	\$0		\$174
c. Candidate's investment in merchandise, crops and livestock purchased for resale.	0	\$0		\$0
d. Candidate's investment in raised market livestock and poultry	0	\$0		\$0
<b>2. Total Current/Operating Inventory</b> (a+c+c+d)	XXXXXXXX	\$0 <sup>(1)</sup>	XXXXXXXX	\$2,385 <sup>(2)</sup>
<b>3. Non-Current/Capital Non-Depreciable Property</b>				
a. Candidate's investment in non-depreciable draft, pleasure and breeding livestock & poultry	0	\$0		\$0
b. Candidate's investment in land	0	\$0		\$0
c. Total Non-Current/Capital Non-Depreciable Inventory	XXXXXXXX	\$0 <sup>(3)</sup>	XXXXXXXX	\$0 <sup>(4)</sup>
<b>4. Non-Current/Capital Depreciable Inventory</b>				
a. Candidate's investment in depreciable draft, pleasure and breeding livestock	0	\$0		\$0
b. Candidate's investment in machinery, equipment & fixtures	0	\$0		\$1,442
c. Candidate's investment in depreciable land improvements, buildings and fences	0	\$0		\$0
d. Total Non-Current/Capital Depreciable Inventory (a+b+c)		\$0 <sup>(5)</sup>		\$1,442 <sup>(6)</sup>
<b>5. Total Non-Current/Capital Inventory</b> (3c+4d)	XXXXXXXX	\$0 <sup>(7)</sup>	XXXXXXXX	\$1,442 <sup>(8)</sup>

**III. Schedule of Liabilities Related to:**  
**AGRICULTURAL PROCESSING**

(5)

(Applicant's Share)

	Beginning (A)	Ending (B)
<b>Current/Operating Liabilities</b>		
(a) Total accounts and notes payable	\$0 <sup>(9)</sup>	\$0 <sup>(10)</sup>
(b) Total Current portion of non-current debt	\$0 <sup>(11)</sup>	\$0 <sup>(12)</sup>
<b>(c) Total Current Liabilities</b> (a + b)	\$0 <sup>(13)</sup>	\$0 <sup>(14)</sup>
<b>Non-Current/Capital Liabilities</b>		
(d) Total notes & chattel mortgages	\$0 <sup>(15)</sup>	\$0 <sup>(16)</sup>
(e) Total real estate mortgages/contracts	\$0 <sup>(17)</sup>	\$0 <sup>(18)</sup>
<b>(f) Total Non-Current Liabilities</b> (d + e)	\$0 <sup>(19)</sup>	\$0 <sup>(20)</sup>

\* Transfer values for #(1) - (20) to corresponding number on page 7

**IV. Scope Related To:**

AGRICULTURAL PROCESSING

(Applicant's Share)

(5)

YEAR	1999	2000	2001
KIND OF ENTERPRISE	Maple Syrup	Maple Syrup	Maple Syrup
SIZE OF ENTERPRISE	300 taps/45 gal.	350 taps/50 gal.	326 taps/73 gal.
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

**V. Income and Expense**

(Applicant's Share)

(15)

**Summary Related To:**

AGRICULTURAL PROCESSING

Year	1999	2000	X 2001
<b>1. Current/Operating Income</b>			
a. Closing Current/ Operating Inventory	\$1,565	\$1,770	\$2,385
b. Beginning Current/ Operating Inventory	\$0	\$1,565	\$1,770
c. Change in Current/ Operating Inventory (a minus b)	\$1,565	\$205	\$615
d. Cash Sales	\$1,485	\$1,650	\$2,409
e. Value of Products Used at Home	\$60	\$60	\$60
f. Value of Production Transferred or Bartered	\$0	\$0	\$0
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$0	\$0	\$0
<b>h. Total Current/Operating Income (c-g)</b>	<b>\$3,110</b>	<b>\$1,915</b>	<b>\$3,084</b>
<b>2. Current/Operating Expenses</b>			
a. Current/ Operating Inventory Purchased	\$91	\$225	\$244
b. Cash Current/ Operating Expenses-Feed	\$0	\$0	\$0
c. Non-Cash Current/ Operating Expenses-Feed	\$0	\$0	\$0
d. Cash Current/ Operating Expenses-Other	\$30	\$50	\$35
e. Non-Cash Current/ Operating Expenses-Other	\$0	\$0	\$0
<b>f. Total Current/ Operating Expenses (add a thru e)</b>	<b>\$121</b>	<b>\$275</b>	<b>\$279</b>
<b>3. Net Current/Operating Income (1h minus 2f)</b>	<b>\$2,989</b>	<b>\$1,640</b>	<b>\$2,805</b>
<b>4. Non-Current/Capital Transactions</b>			
a. Closing Non-Current/Capital Inventory	\$1,000	\$1,200	\$1,442
b. Non-Current/Capital Sales			
c. Beginning Non-Current/Capital Inventory	\$0	\$1,000	\$1,200
d. Non-Current/Capital Purchases			
e. Net Capital Transactions (a+b minus c minus d)	\$1,000	\$200	\$242
<b>5. RETURN TO CAPITAL, LABOR &amp; MGMT (3+4e)</b>	<b>\$3,989</b>	<b>\$1,840</b>	<b>\$3,047</b>
<b>6. TOTAL RETURN TO CAPITAL, LABOR &amp; MGMT (5A+5B+5C+5D+5E+5F)</b>	XXXXXXXXXX	(Years 1- 3)	\$8,876
	XXXXXXXXXX	(5A+5B+5C ONLY)	

**IV. Scope Related To:**

AGRICULTURAL PROCESSING

(Applicant's Share)

(5)

YEAR	2002	2003	2004
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

**V. Income and Expense**

(Applicant's Share) (continued)

(15)

**Summary Related To:**

AGRICULTURAL PROCESSING

Year	2002	2003	2004
<b>1. Current/Operating Income</b>			
a. Closing Current/ Operating Inventory	\$0	\$0	\$0
b. Beginning Current/ Operating Inventory	\$0	\$0	\$0
c. Change in Current/ Operating Inventory (a minus b)	\$0	\$0	\$0
d. Cash Sales			
e. Value of Products Used at Home			
f. Value of Production Transferred or Bartered			
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses			
<b>h. Total Current/Operating Income (c-g)</b>	\$0	\$0	\$0
<b>2. Current/Operating Expenses</b>			
a. Current/ Operating Inventory Purchased			
b. Cash Current/ Operating Expenses-Feed			
c. Non-Cash Current/ Operating Expenses-Feed			
d. Cash Current/ Operating Expenses-Other			
e. Non-Cash Current/ Operating Expenses-Other			
<b>f. Total Current/ Operating Expenses (add a thru e)</b>	\$0	\$0	\$0
<b>3. Net Current/Operating Income (1h minus 2f)</b>	\$0	\$0	\$0
<b>4. Non-Current/Capital Transactions</b>			
a. Closing Non-Current/Capital Inventory			
b. Non-Current/Capital Sales			
c. Beginning Non-Current/Capital Inventory	\$0	\$0	\$0
d. Non-Current/Capital Purchases			
e. Net Capital Transactions (a+b minus c minus d)	\$0	\$0	\$0
<b>5. RETURN TO CAPITAL, LABOR &amp; MGMT (3+4e)</b>	\$0	\$0	\$0
<b>6. TOTAL RETURN TO CAPITAL, LABOR &amp; MGMT (5A+5B+5C+5D+5E+5F)</b>	XXXXXXXXXX	XXXXXXXXXX	\$8,876
	XXXXXXXXXX	(Years 1 - 6)	



**VI. Applicants Financial Balance Sheet Statement**  
 AGRICULTURAL PROCESSING

(5)

	Beginning Value of First Year (SAE)		Ending of Last Complete Year	
	Related to Proficiency (A)	Total (B)	Related to Proficiency (C)	Total (D)
<b>1. Current/Operating Assets</b>				
a. Cash on-hand, checking and savings	\$0	\$0	\$4,500	\$4,500
b. Cash value - bonds, stocks, life insurance	\$0	\$0	\$0	\$0
c. Notes & accounts receivable	\$0	\$0	\$0	\$0
d. Current/Operating Inventory	\$0 <sup>(1)</sup>	\$0	\$2,385 <sup>(2)</sup>	\$2,385
<b>e. Total Current/Operating Assets (a+b+c+d)</b>	\$0	\$0	\$6,885	\$6,885
<b>2. NON-CURRENT/CAPITAL ASSETS</b>				
a. Non-depreciable inventory (including land)	\$0 <sup>(3)</sup>	\$0	\$0 <sup>(4)</sup>	\$0
b. Depreciable inventory (Includes purchased of breeding stock)	\$0 <sup>(5)</sup>	\$0	\$1,442 <sup>(6)</sup>	\$1,442
<b>c. Total Non-Current/Capital Assets (a+b)</b>	\$0 <sup>(7)</sup>	\$0	\$1,442 <sup>(8)</sup>	\$1,442
<b>d. TOTAL ASSETS (1e+2c)</b>	\$0	\$0	\$8,327	\$8,327
<b>3. CURRENT/OPERATING LIABILITIES</b>				
a. Accounts & notes payable	\$0 <sup>(9)</sup>	\$0	\$0 <sup>(10)</sup>	\$0
b. Current portion of non-current debt	\$0 <sup>(11)</sup>	\$0	\$0 <sup>(12)</sup>	\$0
<b>c. Total Current/Operating Liabilities (a+b)</b>	\$0 <sup>(13)</sup>	\$0	\$0 <sup>(14)</sup>	\$0
<b>4. NON-CURRENT/CAPITAL LIABILITIES</b>				
a. Notes & chattel mortgages (total minus current portion)	\$0 <sup>(15)</sup>	\$0	\$0 <sup>(16)</sup>	\$0
b. Real estate mortgages/contracts (total minus current portion)	\$0 <sup>(17)</sup>	\$0	\$0 <sup>(18)</sup>	\$0
<b>c. Total Non-Current/Capital Liabilities (a + b)</b>	\$0 <sup>(19)</sup>	\$0	\$0 <sup>(20)</sup>	\$0
<b>d. TOTAL LIABILITIES (3c+4c)</b>	\$0	\$0	\$0	\$0
<b>5. OWNER'S EQUITY/NET WORTH (2d minus 4d)</b>	\$0	\$0	\$8,327	\$8,327
<b>6. GAIN OR LOSS IN OWNER'S EQUITY</b>	XXXXXX	XXXXXX	\$8,327 <sup>(21)</sup>	\$8,327 <sup>(22)</sup>
<b>7. WORKING CAPITAL (1e minus 3c) (Current Assets minus Current Liabilities)</b>	\$0	\$0	\$6,885	\$6,885
<b>8. CURRENT RATIO (1e divided by 3c) (Current Assets divided by Current Liabilities)</b>	\$1 / to \$1	\$1 / to \$1	\$6,885 / to \$1	\$6,885 / to \$1
<b>9. DEBT-TO-EQUITY RATIO (4d divided by 5) (Total liabilities divided by owners equity)</b>	\$0.00 / to \$1	\$0.00 / to \$1	\$0.00 / to \$1	\$0.00 / to \$1

\* For # (1)-(20) values are transferred from corresponding numbers on page 5.

(21) Line 5, Column (C) minus Line 5, Column (A) (22) Line 5, Column (D) minus Line 5, Column (B)

**VII. Efficiencies Attained (refer to Appendix I, II of Proficiency Award Handbook):**

(5)

Efficiency Factor	Year	Level Achievement	Describe how this factor was used to manage this enterprise
Labor reduction through efficiency	1999-2000	20% labor reduction over 1998-1999 yr.	Changing the angle and position of the sap lines. has reduced labor in terms of time and cost.
	2000-2001	10% labor reduction over 1999-2000 yr.	
Labor reduction through new innovations	1999-2000	25% labor reduction over 1998-1999 yr.	Change from metal pails to sap lines has reduced labor in terms of time and cost.
	2000-2001	25% labor reduction over 1999-2000 yr.	
Fuel reduction costs	1999-2001	60% reduction in fuel cost	Insulating the evaporator arch has reduced fuel costs and increased productivity.

**VIII. Non-Cash Income NOT Related to this Award Area**

Year	Source of Income	Amount Received
<b>TOTAL</b>		<b>\$0</b>

**IX. Earned Income NOT Related to this Award Area.**

Year	Source of Income	Amount Received
97-00	Showing cows	\$11,007
1998	Mac and Son's Landscaping	\$648
99-01	Wayne's Landscaping	\$965
99-00	Custom harvesting	\$750
98-00	Fire Wood	\$560
<b>TOTAL</b>		<b>\$13,930</b>

**X. Gifts, Inheritance and Other Non-Earned Income**

Year	Source of Income	Amount Received
<b>TOTAL</b>		<b>\$0</b>

**XI. Accounting for Change in Owner's Equity**

1. Total Return to Capital Labor & Management (Section V. Line 6, Column F)	\$8,876
2. Non-Cash Income <u>NOT</u> Related to the Award Area (Section VIII)	\$0
3. Earned Income <u>NOT</u> Related to this Award Area (Section IX)	\$13,930
4. Gifts, Inheritances and Other Non-Earned Income (Section X)	\$0
<b>5. Total Sources of Income (Section XI, 1+2+3+4)</b>	<b>\$22,806</b>
6. Withdrawals for Personal Living, Gifts, Income Taxes Educational Expenses and All Other Personal Expenditures	
7. Maximum Possible Increase in Owner's Equity (Line 5 minus Line 6) *	\$22,806
8. Gain or Loss in Owner's Equity (Section VI, Line 6, Column D) *	\$8,327

\* Note Line 7 must be equal to or exceed Line 8.

**MET**

ALDEN SMITH  
222 Anywhere Road  
Anywhere, CT 06000  
ANYWHERE FFA  
555-111-1111

CAREER OBJECTIVE

My objective is to become a dairy or crop farmer

EDUCATION      Anywhere High School and Cleaves Agricultural Center

FFA AWARDS &

ACCOMPLISHMENTS

1999	2 <sup>nd</sup> Place Individual CT Ag Mechanics CDE
2001	3 <sup>rd</sup> Place Individual/1 <sup>st</sup> Place CT Ag Mechanics CDE team
1997-2001	1 <sup>st</sup> Place District 3 Tractor Driving CDE
2000	Captain-CT FFA Agronomy CDE team
2000	Bronze Proficiency Award in Dairy Placement
2001	Gold Proficiency Award in Dairy Placement
2001	Gold Proficiency Award in Ag Processing
1998-2001	Gold Star Award - Dairy Production-Placement
1999-2001	Gold Star Award - Diversified Crop Production
2001	Gold Star Award - Vegetable Production
2001	Gold Star Award - Ag Mechanics Repair and Maintenance
2000-2001	Star Chapter Farmer
1997-1998	Greenhand FFA Degree
1998-1999	Chapter FFA Degree
1999-2000	State FFA Degree

COMMUNITY LEADERSHIP

ACTIVITIES & AWARDS

1997-1999	President - 4-H Club
1997	1 <sup>st</sup> Place 4-H fitting and showmanship contest - UCONN

PROFESSIONAL

ASSOCIATIONS

Member - Ayrshire Association  
Member - Holstein Association  
Member - Brown Swiss Association  
Member - CT State Tractor Pullers

# AGRICULTURAL EDUCATION                    N

ANYWHERE HIGH SCHOOL  
70 POND HILL ROAD  
ANYWHERE, CT 06000  
PHONE: 555-555-5382 FAX:555-555-5353

April 3, 2001

Alden Smith has been a student in my class for three years. In that time, have visited his maple syrup production numerous times and seen it grow each year. Through his hard work and good planning, Alden has increased his efficiency by fifty percent. His early plans called for the installation of new sap lines and the tapping of new trees, and Alden has followed through. He has also learned the value of advertising in increasing his sales by taking out ads in area papers. Distributing his maple syrup through local roadside stands has also increased his selling power. Alden has dedicated many hours to developing a clean, efficient process and the results show. I would highly recommend this project for the Agricultural Processing Award/

Sincerely,

Patrick M. Donald  
Agricultural Education Instructor

## VI. SUPPORTING DOCUMENTATION (continued)

### C. Supporting Pictures

Alden Smith

#### AGRICULTURAL PROCESSING

### PHOTO # 1



I collect sap with this tractor and wagon that I fixed up. On the cart I have a large plastic tank to carry the sap. I use a gas powered pump to transfer the sap to the evaporator. I found this to be the most economical method for sap collecting.

## VI. SUPPORTING DOCUMENTATION (continued)

### C. Supporting Pictures

Alden Smith

AGRICULTURAL PROCESSING

### PHOTO # 2



Drawing off the finished syrup is very tricky. It needs to be drawn off at 218 degrees Fahrenheit. If it is cooler than this, the syrup will not be the right consistency. If it is too hot then the syrup will be too thick, and turn to sugar.

## VI. SUPPORTING DOCUMENTATION (continued)

### C. Supporting Pictures

Alden Smith

AGRICULTURAL PROCESSING

### PHOTO # 3



Drawing off the finished syrup is very tricky. It needs to be drawn off at 218 degrees Fahrenheit. If it is cooler than this, the syrup will not be the right consistency. If it is too hot then the syrup will be too thick, and turn to sugar.

**VI. SUPPORTING DOCUMENTATION** (continued)

C. Supporting Pictures

Alden Smith

AGRICULTURAL PROCESSING

**PHOTO # 4**





## VI. SUPPORTING DOCUMENTATION (continued)

### C. Supporting Pictures

Alden Smith

AGRICULTURAL PROCESSING

### PHOTO # 5



Processing the final product is the most important job. I bottle as much syrup in retail bottles as I can, because it is worth more than the wholesale syrup. I sell the retail syrup in bottles that say Connecticut Pure Maple Syrup to try to increase sales.

## VI. SUPPORTING DOCUMENTATION (continued)

### C. Supporting Pictures

Alden Smith

AGRICULTURAL PROCESSING

### PHOTO # 6



Keeping the fire hot is very important to the efficiency of the evaporator. Since I started making syrup I have improved the boiling efficiency from 15 gallons of sap per hour to 27 gallons of sap an hour. This is about the maximum efficiency my evaporator can handle.

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**PERSONAL PAGE UNAVAILABLE**