

A scenic landscape featuring a wooden observation tower on the left, a teepee-like structure made of sticks on the right, and a lush green forested valley in the background. The sky is overcast.

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SOCIAL ENTERPRISE & NATURAL CAPITAL

An opportunity for
young people and local communities

Youth Exchange

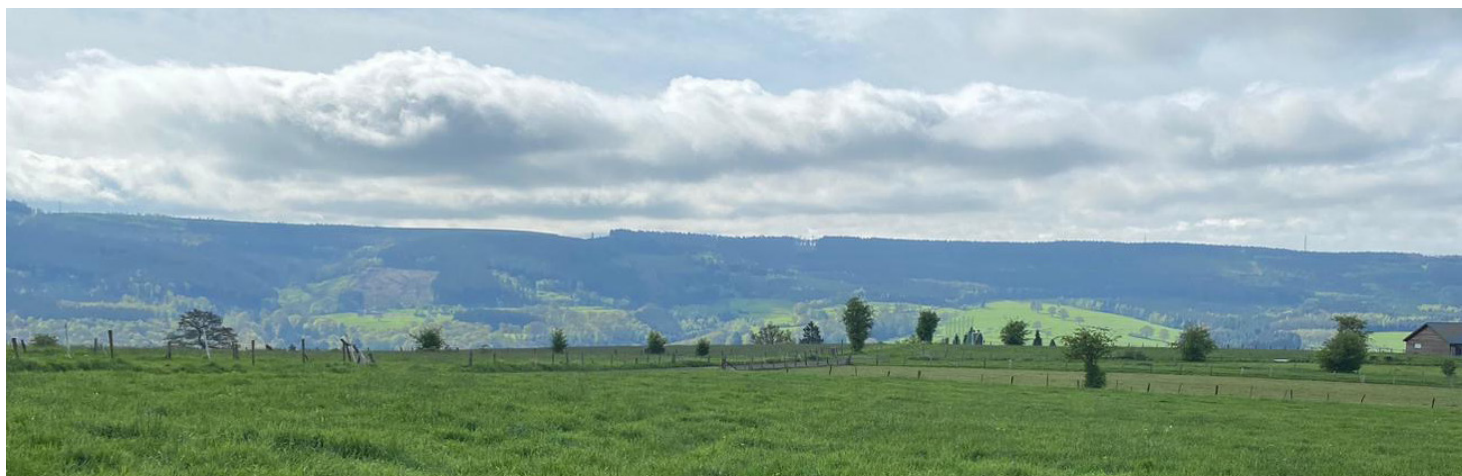
Stoumont (Belgium) 26 April - 5 May 2024

INTRODUCTION

All kinds of green areas (Nature Reserves, National Parks, Site of Community Importance (SCI) and Special Area of Conservation (SAC), community gardens, etc.) are fundamentally important for the protection of 'Natural Capital' and for human well-being through the provision of 'Ecosystem Services' (environmental, social, economic, cultural and infrastructural). It is very important to initiate and/or consolidate paths of interaction between these areas and young people in order to facilitate processes of personal development, active involvement and inclusion in economic and social life.



Through a three year educational, formative and experiential path, we intend to increase skills and knowledge on how to develop social entrepreneurship in the framework of natural capital in order to stimulate practical engagement of young people with fewer opportunities, reflecting on their own social role and participation in the process of development and socio-economic growth of communities. Social enterprises meet the needs of individuals and communities by undertaking an inclusive economic activity of social utility and therefore add value to local development through networking and direct involvement as well as the promotion of sustainable well-being that guarantees services, equal opportunities and the reduction of inequalities.



Directly involved in the activities are around 160 participants from 10 European countries, hundreds of young people and citizens, and several local and international partners/stakeholders. The process is intended to impact rural areas in and/or near protected areas through the development of new sustainable economic projects able to compensate for limited existing opportunities.



The project is realised within the Erasmus+ Programme of the European Commission and the Agenzia Italiana per la Gioventù with the support of the Abruzzo Institute of Protected Areas.



THE YOUTH EXCHANGE

The Youth Exchange represented the third international activity of this educational process (A1 Study Visit in Abruzzo, November 2022, A2 Training Course in Abruzzo, September 2023) and took place from 26 April to 05 May 2024 in the inner part of the Walloon Region of Belgium, in the rural community of Stoumont within the Natural Park "Parc naturel des Sources" (www.parcnatureldessources.be/en). The playground for the project was represented by "Le Fagotin"; a rural eco-educational centre engaged in the local community since 1995 as a Youth Centre, Nature Centre, Animation Farm and Social Tourism. The overall idea of the activity was to highlight links and connection between Social Enterprise and Natural Capital tackling a common element to all our countries and realities: the food and its related elements such as quality lifestyles and environmental standards.



The main goal was to develop new methods and approaches on how to involve Young People in the sustainable development of our communities. For this reason, a core part of the educational path during the Youth Exchange was represented by both food practical activities and workshops. During the first couple of days the group of participants, guided by the team of "Le Fagotin", realised some practical food activities such as wild cooking, goat milking and butter/cheese making and food conservation. Then, during last few of days, four different workshops ran in parallel on different kinds of exploitation we could have from the food practical activities: Educational Activities, Start-up of Social Enterprises, Marketing Campaign and Communication Tips & Tools. In this way we have been able to address, starting from a specific case study (food), four elements related to natural capital and social enterprise (such as educational, communicative and entrepreneurial) providing at the same time new skills, knowledge and competences to the participants.



At the end of the activities, participants shared with the local hosting community the results and outcomes realised during the Youth Exchange. Moreover, in a couple of specific working sessions, a set of possibilities on how to exploit acquired knowledge in local and international contexts was established in order to follow the methodological approach used during the Youth Exchange and to better plan the next meeting in Italy in 2025.

WELCOME TO LE FAGOTIN



The backdrop for the Youth Exchange was the spectacular Ardennes region where we were hosted by the brilliant non-profit organisation Le Fagotin; a rural eco-pedagogical centre. It is at once a youth centre, a nature centre and a working farm. Everything they do is based around four key values which are citizenship, sustainability, solidarity and kindness.

Le Fagotin is located in the municipality of Stoumont, within the Parc Naturel des Sources (Sources Natural Park), a conservation area with the goals of restoring, preserving and enhancing the natural landscapes and ecosystems of the region. Le Fagotin is at the forefront of these efforts, working to raise awareness, promote sustainable development and provide environmental education.



Central to their work is the concept of 'Social Tourism', which means that visitors to the centre are not simply sightseers and holidaymakers but have the opportunity to actively contribute to the work of Le Fagotin and will leave having gained a valuable, practical learning experience and will be able to incorporate those ideas and experiences into their everyday lives.

During the first few days of the Youth Exchange we were treated to first hand experience of what Le Fagotin has to offer by participating in three of their practical food activities (Wild Cuisine, Food Conservation and Goats' Cheese Making) followed by a day's hike, alongside the donkeys, to visit one of Le Fagotin's partner organisations Le Petit Monde de Desnie permaculture farm and school. The experiences of these activities are described in the next few pages.



WILD CUISINE



For this activity we were first taken on a walk into the hills surrounding Stoumont where our guide Andra took us 'nature shopping'. She introduced us to some of the many edible plants in the region and invited us to try some, while we collected some specific ingredients for the second half of the activity, wild cooking.

We had split into three smaller groups for the practical food activities and took it in turns to have a go at everything, so Andra actually ran the workshop three times over. Amazingly, she had prepared different recipes for each group to make, proving just how wide a range of food can be made from natural foraged ingredients. Over two days we had the groups produced Nettle Chips, Wild Plant Pesto, Dandelion Syrup, Spruce Lemonade, Sorrel Omelette and a Ground Ivy Aperitif. There was always something new to try.



Le Fagotin runs the Wild Cuisine activity all year round, adapting their approach and their recipes to the season. In the summer they use flowers, in the autumn it's seeds and fruit, then in the winter they use the roots. The Youth Exchange took place in the spring, so we were focussing on fresh shoots and leaves. It's very exciting to learn just how expansive this activity can be!

In the next few pages we have reproduced some of the recipes we were taught.



NETTLE CHIPS

Ingredients:

Young Nettle Leaves

Olive Oil

Tamari or other spices

Method:

Pick the young shoots or upper leaves of the nettles.

In a bowl, make a mixture of olive oil and tamari. Briefly dip the nettle leaves into the mixture.

Place the nettle leaves on a baking sheet in a baking dish. Cook for few minutes in an oven at 180°C, until crispy.

Place the nettle chips briefly in a dish with kitchen paper to catch the excess fat. Serve and enjoy as a surprising snack - Bonne ap  tit!



WILD GARLIC PESTO

Ingredients:

Wild Garlic Leaves

Olive Oil

Salt & Pepper

Sunflower Seeds

Lemon Juice

Method:

Finely chop the wild garlic leaves and stir together with olive oil, sunflower seeds and a little lemon juice. Season with the salt & pepper. This is a very flexible recipe, so try adding your favourite wild plants, like dandelion, sorrel or nettle.



DANDELION SYRUP

Ingredients:

50g fresh Dandelion flowers
250g granulated Sugar
1 Litre of Water
1 Lemon

Method:

Pick the flowers and remove only the yellow petals, put these in a pot with the water and chopped lemon. Boil everything and leave to macerate for a day.

Filter out the flowers and lemon, squeeze out as much of the liquid as you can. Add the sugar and simmer until the sugar dissolves.

Put into sealed jars & leave to cool. Use like honey; in tea, in yohurt, on toast... delicious!

SORREL OMELETTE

Ingredients (serves 6):

2 handfuls of Sorrel
9 Eggs
Butter, Salt & Pepper

Method:

Pick the sorrel and wash it.

In a saucepan, blanch briefly with some butter.

In a bowl, beat the eggs together with salt and pepper then add the blanched sorrel.

Fry the mixture in a pan with butter (or olive oil) until golden-brown.

Enjoy!





APERITIF WITH GROUND IVY

Ingredients (For 1.25 Litres):

A handful of Ground Ivy
1 Lemon
1/2 bottle of White Wine
1/2 Litre of Apple Juice
1/2 Litre of Sparking Water

Method:

Slice the lemon and put into a jar with the white wine and the ground ivy. Leave to sit for about 2 hours. Filter out the solids and add the apple juice and sparkling water before serving. Santé!

SPRUCE LEMONADE

Ingredients:

1 pot of young Spruce tips
1kg granulated Sugar
2 litres of Water
2 Lemons

Method:

Place the spruce tips in a pot and fill with water until covered. Add the lemon in slices and boil the mixture very briefly. Let everything macerate for 1 day. Using muslin cloth, strain out the liquid. Wring out well. Add the sugar, boil for a while and pour into sealed jars. Now you have a syrup for making delicious lemonade just by adding still or sparkling water!



GOATS' CHEESE MAKING

Unsurprisingly, the first step in making goats' cheese is procuring some goats' milk, so at the beginning of this practical activity participants were encouraged to really get to grips with the process...

Le Fagotin keeps a small herd of goats, alongside a small flock of sheep, some geese, turkeys, ducks, chickens and rabbits. We were introduced to the whole menagerie while activity lead Denis explained the practical reasons for keeping the animals and how they contribute to the range of learning experiences Le Fagotin offers. The resident mother goat was very patient with us while Denis showed us what to do. A truly hands-on experience!





Once we had acquired the milk we were shown into the dairy where Denis walked us through the rest of the process. Making goats' cheese takes several days, but because this activity is run regularly we were able to see the cheese at different stages of its production and to carry out all of the steps in the process in a short amount of time.

The step-by-step guide to producing goats cheese is reproduced in the following pages, along with instructions on how to make butter.



HOW GOATS' CHEESE IS MADE

DAY 1

1. Immediately after milking, filter the milk through a cheesecloth into a container.
2. Add 2 drops of Rennet per liter of milk. Rennet is a coagulant that turns milk into cheese by curdling it. It comes from the fourth stomach (the abomasum) of cows and other young ruminants (grazing herbivores with multiple stomachs). It is composed of active enzymes, chymosin and pepsin.
3. Mix well with a spoon.
4. Add lacto-serum from the previous curd (a ladle per liter). Lacto-serum is a natural by-product of cheese making. This is the liquid that remains after the milk has coagulated and drained. This liquid is full of nutrients (proteins, minerals) and has a slightly sweet taste (lactose). If no serum is available, use ferments (found in pharmacies) by adding the equivalent of a knife-tip per cup of milk.
5. Cover with cheesecloth.



DAY 2

With a ladle, drain the curds in cheese stainer over a draining board, fill to the top. It must be very smooth, compact and smell like yogurt (no holes, bad odors, colors, etc.). Cover with cheesecloth.

DAY 3

Add a pinch of salt for the first time. Cover with cheesecloth.

DAY 4

Turn the cheese stainer over to release the cheese, salt a second time on the top. Cover with cheesecloth.

DAY 5

Taste the cheeses (of course). Wrap and date them and store them in the fridge.

FOOD CONSERVATION



This activity was split into two parts. Firstly we took part in a short seminar about food conservation practices, discussing the many different methods by which food can be preserved, such as freezing, drying, sterilisation, pasteurising and fermentation. We were also introduced to 'The 5 M's', a guide to good hygiene practice when conserving food. But of course, we were in Belgium, so The 5 M's referred to the french language!

- | | |
|--------------------|---|
| 1 - Method: | Following the correct method with care. |
| 2 - Material: | Making sure all of your equipment is clean and free from contaminants. |
| 3 - Matières Ères: | High quality ingredients. |
| 4 - Milieu: | A clean, hygienic environment. |
| 5 - Main D'Oeuvre: | Referring to 'the workforce', which is you! Personal hygiene, tying back long hair, removing jewellery and avoiding touching anything that might be contaminated. |

Next we had the opportunity to try out two of the conservation methods we had discussed; pasteurisation and lacto-fermentation. Le Fagotin have kindly allowed us to reproduce the recipes in the next couple of pages.



PASTEURISATION RECIPE: COMPOTE

Recommended containers:

Glass jars with rubber seals or with safety button lids.

Ingredients for 12 370ml jars:

6kg organic apples

3 organic lemons

250g of sugar

Method:

1. Peel and core the apples.
2. Cut the apples into small pieces to allow even cooking.
3. Juice the lemons.
4. In a saucepan, add the apple pieces, sugar and lemon juice.
5. Mix everything carefully.
6. Cook the mixture until the pieces are tender (about 15 minutes).



Preparation of jars:

1. Clean and sterilize the jars in boiling water for 5 minutes, let them air dry upside down on a towel.
2. Fill the jars with the hot apple mixture up to 2cm from the top.
3. Pack tightly to prevent air getting into the mixture.
4. Seal and pasteurise (see below).

Pasteurization of the jars:

1. Place the jar in the pasteurizer (or pressure cooker).
2. Cover the jars with water.
3. Pasteurize (heat the water) for 10 minutes at 90°C.
4. Date the jars. Keep for up to 1 year.

LACTO-FERMENTATION RECIPE: CARROT & ORANGE SURI

Recommended containers: 'Weck' jars with rubber seals and clips.

Ingredients for 250ml 12 jars:

3.5kg untreated organic carrots
4 untreated organic oranges
30g sea salt (10g per kg of veg)

Method:

1. Rinse the carrots or peel them if they are too dirty.
2. Using a mandolin or large grater, cut the carrots into fine strips.
3. Using a peeler, remove the zest from the oranges. Finely chop the zest.
4. Use a knife to remove the remaining pith from the oranges.
5. In a large bowl, mix the carrots, orange flesh, zest and salt.
6. Knead the mixture for 5 minutes to distribute the salt well.
7. Leave to rest for 15 minutes, the salt will draw out the juice.
8. Knead again until you see juice in the bottom of the bowl.



Preparation of jars:

1. Fill the jars, packing firmly; the juice should rise when you press the vegetables. Leave 1-2cm of space (fermentation increases the volume and could cause the juice to overflow).
2. Close the jars using the clips.
3. Date the jars.

Fermentation, storage and consumption:

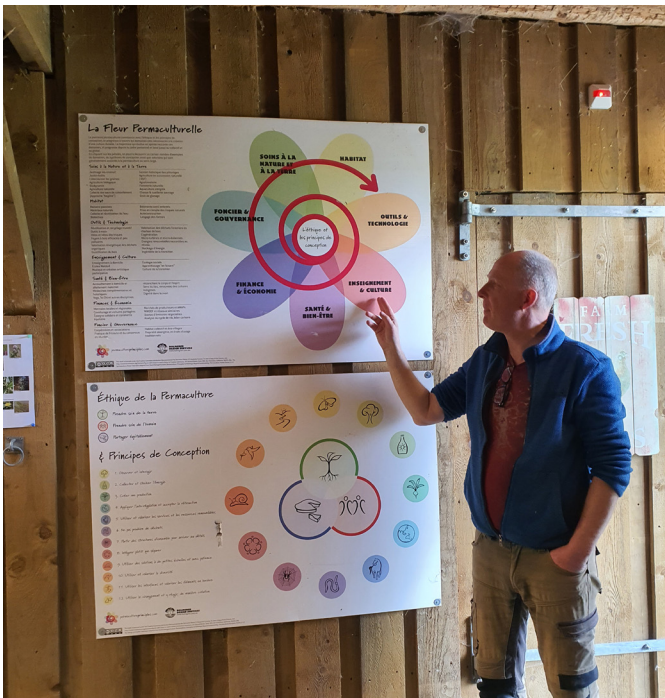
1. For 5 - 7 days, store the jars at room temperature (20-25°C) to initiate the fermentation.
2. After 5 - 7 days, store the jars between 15 - 17°C.
3. Consume after 3 weeks. Keeps for up to 1 year unopened, but will last for several months in a fridge once opened.

TRIP TO LE PETIT MONDE DE DESNIÉ



Before jumping into the workshops proper, we were first treated to a visit to one of Le Fagotin's partner organisations Le Petit Monde de Desnié (The Little World of Desnié); an organic microfarm and permaculture school. To get there we hiked around 6km over the hills accompanied by Le Fagotin's small team of donkeys.





Established in 2014 and covering an area of 9 hectares, the Desnié farm offers the opportunity to see permaculture design at work and learn about the techniques and philosophy that guide the creation of such a project. The founding principles that the farm promotes are all based around the long-term resilience and sustainability of human activity within the environment and the increasing need to engage with nature in a balanced, unselfish way.

We were shown around by the founder of the Desnié farm, Jean-Cédric Jacmart, who described in detail exactly how far-reaching and intricate effective permaculture design must be. From supporting the local eco-systems by giving over land to wildflowers and building ponds and wetlands to encourage bio-diversity, to planting trees 15 years in advance to serve as wind-breaks when the nearby plantation is harvested, absolutely everything has been carefully considered to ensure the farm will thrive well into the future. It's a truly holistic approach and was truly inspiring to see in action.

THE WORKSHOPS

Over the final few days of the Youth Exchange the participants divided into groups and engaged in four parallel workshops; Communication Tips & Tools, Educational Activities, Marketing Campaign and Start Up Of Social Enterprises. We aimed to incorporate and adapt the learning and experiences we had gained while exploring Le Fagotin and Le Petit Monde De Desnié to rethink traditional approaches to these themes and create fresh ideas which could provide greater social value to end users, while promoting the values of sustainability, engagement with the environment and the importance of natural capital.

The outcomes of these workshops were ultimately shared with community members of Stoumont and the team at Le Fagotin in a presentation, completing the circle and giving valuable ideas and insights back to the community which had so kindly hosted us. These outcomes are reproduced in the following pages.



COMMUNICATION TIPS & TOOLS



The aims of the Communications workshop was to utilise the skills and collective creativity of the group to produce materials that would help Le Fagotin with it's objectives whilst exploring the subject of communication. After brainstorming we divided into sub groups to produce a refreshed

logo and site map for Le Fagotin as well as two videos which were an interview with the animals there and a webinar about Effective Communication.

DEVELOPING A NEW SITE MAP



Plan des Prairies



Cabane

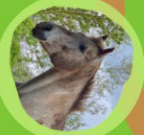


Marcornier



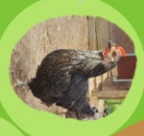
Maison blanche

Grande hôte



Téfin

Dumont



La basse cour



Centre d'interprétation



Le Fagotin

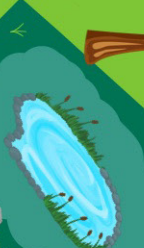


Saint Edouard



Le forestier

La mare



Au fourneau

Au chalet

Le Picard

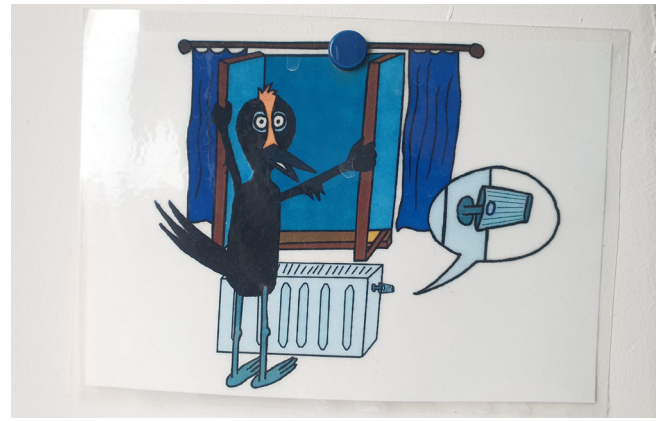


Le rucher

Becco



DESIGNING A NEW LOGO



Inspiration from an information notice



The finished product!

WEBINAR IN EFFECTIVE COMMUNICATION

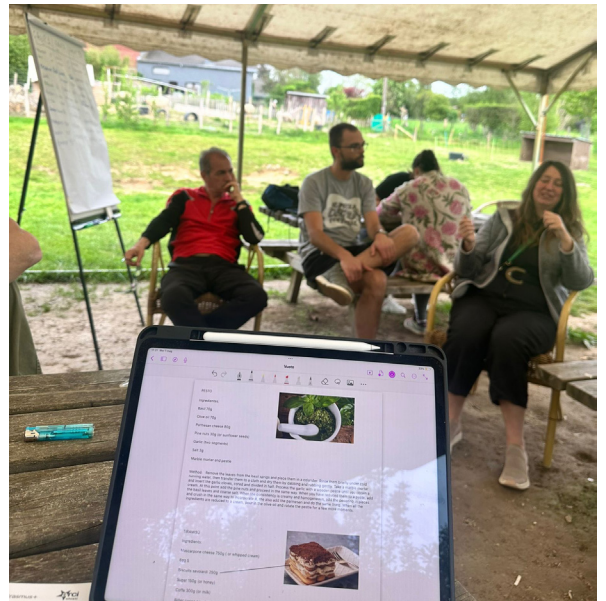


INTERVIEWING THE RESIDENTS OF LE FAGOTIN



EDUCATIONAL MATERIALS

Nature often isn't valued for its intrinsic worth but is primarily seen through the lens of resource extraction, such as fossil fuels, water, and minerals. While people frequently appreciate the beauty and sense of well-being that nature offers, this connection often remains superficial. The goal of our workshop, led by enthusiastic young individuals, is to dig deeper. We aim to uncover the hidden value of natural capital and engage participants in understanding the complex systems of natural resources and the individual factors that contribute to our experience in nature. By learning about nature in its own setting and setting a positive example, especially as young people, we hope to foster a greater sense of responsibility and stewardship towards the environment.



Our workshop has resulted in several creative and educational outcomes crafted by young participants: a Domestic Cooking Competition, a Recipe Cookbook, a Plant Memory Game, and a brochure titled 'Wild Cooking.' These initiatives not only enhance awareness of natural resources but also provide practical ways to appreciate and utilize them responsibly.

DOMESTIC COOKING COMPETITION



Competition Overview

A domestic cooking competition hosted by Le Fagotin in the charming village of Stoumont, Belgium. Participants use locally grown ingredients divided into four groups, each with varying costs.



Evaluation Criteria

- Participants will be judged based on the creativity and taste of their dishes, showcasing the unique flavors of locally sourced ingredients.



Credit Points System

Each participant starts with 50 credit points, which they use to acquire ingredients from the four groups. Costs vary based on ingredient categories.

Local Ingredient Groups



Group 1: Wild Plants and Mushrooms

This group comprises wild plants and mushrooms found in the local vicinity, offering a cost of 1 credit point per ingredient.



Group 2:

Locally very specific ingredients, carrying 5 credit points

Group 3

Ingredients cultivated in gardens worldwide, but thrive without greenhouses in Stoumont. They cost 10 credit points.



Group 4

In this group we have the most "expensive" ingredients, as they can be grown only with the help of greenhouses. Costing 20 credit points each, the competitors should be careful how much they use them.



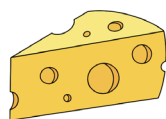
Final Remarks

- Competitors will be evaluated according to the ingredients they used but also the taste of their meals. Basic ingredients like salt, pepper, oil and sugar will not be counted in credit scores.
- The domestic cooking competition in Stoumont, Belgium, highlights the art of utilizing locally grown ingredients and celebrates creativity in culinary endeavors.

COOKBOOK



**We have created a short recipe book
where you can find some typical
dishes from different countries**



PESTO (ITALY)

Ingredientes:

Basil 70g

Olive oil 70g

Parmesan cheese 50g

Cheese pecorino 30g (or parmesan cheese)

Pine nuts 30g (or sunflower seeds)

Garlic (two segments)

Salt 3g

Marble mortar and pestle



Method:

Remove the leaves from the basil sprigs and place them in a colander. Rinse them briefly under cold running water, then transfer them to a cloth and dry them by dabbing and rubbing gently. Take a marble mortar and insert the garlic cloves, cored and divided in half. Process the garlic with a wooden pestle until you obtain a cream. At this point add the pine nuts and proceed in the same way. When you have reduced them to a paste, add the basil leaves and coarse salt. When the consistency is creamy and homogeneous, add the pecorino in pieces and crush in the same way to incorporate it, the also add the parmesan and do the same thing. When all the ingredients are reduced to a cream, pour in the olive oil and rotate the pestle for a few more moments.

TIRAMISÙ (ITALY)

Ingredientes:

Mascarpone cheese 750g (or whipped cream)

Egg 5

Biscuits savoiardi 250g

Sugar 150g (or honey)

Coffe 300g (or milk)

Bitter cocoa powder (just enough).



Method:

prepare the coffe with the moka to obtain 300g, then add sugar to taste and leave it to cool in a low, wide bowl. Separate the eggs by dividing the whites from the yolks. Whip the egg yolks with an eletric whisk, adding only half the amount of sugar. As soon as the mixture has become light and frothy, and with the whisk still running, you can add the mascarpone, little by little. Once you have incorporated all the cheese you will have obtained a thick and compact cream, keep it aside. Clean the whisks very well and start whipping the egg whites. When they are frothy, pour in the remaining sugar a little at a time. Take a spoonful of egg whites and pour it a into the bowl with the mascarpone cream and mix vigorously with a spatula, thus thinning the mixture. Then proceed to add the remaining part of egg whites, little at a time, mixing very delicately from bottom to top. The mascarpone cream is now ready. Spread a generous spoonful of it on the bottom of a baking tray and spread it evenly over the entire base. Soak the ladyfingers in the cold coffe for a few moments, first on one side and then on the other. Gradually distribute the soaked ladyfingers in the baking dish, trying to arrange them all in one direction, so as to obtain a first layer of biscuits. Add more mascarpone cream and level it so as to cover them completely. And continue to distribute the ladyfingers soaked in coffe, then make another layer of cream and level the surface well. Sprinkle it with bitter cocoa powder and leave to harden in the refirgerator for a couple of hours.

CROSTATATA DI MELE (ITALY)

Ingredients:

Flour 00 250g

Sugar 100g (or honey)

Butter 100g

Egg 1

Salt (a pinch)

Lemon peel

Filling:

Apple 950g

Brown sugar 100g

Lemon juice (1 lemon)

Method:

Prepare the shortcrust pastry with the sandblasting method, begin by pouring the flour into a mixer together with the cold butter cut into pieces. Operate the blades several times until you obtain a sandy mixture. Using the mixer intermittently will ensure that the dough does not heat up excessively. Turn off the blades and add the icing sugar and then grate the zest of an untreated lemon, taking care to remove only the yellow part and not the white part which is bitter. Also add the lightly beaten egg and a pinch of salt. Run the robot again for a few moments, this time lowering the speed, so the blades will mix the dough without blending. As soon as the mixture has blended, transfer it to the pastry board.

Also add the lightly beaten egg and a pinch of salt. Run the robot again for a few moments, this time lowering the speed, so the blades will mix the dough without blending. As soon as the mixture has blended, transfer it to the pastry board.

Compact quickly with your hands, so the gluten will not develop, just long enough to obtain a smooth and homogeneous dough. Wrap it in cling film and let it rest in the fridge for at least half an hour. Meanwhile, take care of the apples: peel them and cut them first in half and then into slices. Place the apple slices in a bowl and sprinkle them with lemon juice to prevent them from blackening. After the resting time for the pastry, take the dough, lightly flour it and roll it out with a rolling pin on a pastry board until it reaches a uniform thickness of about 5mm.

Roll the pastry rolled out onto the rolling pin and unroll it onto a 28cm diameter mould. Use your hands to adhere the pastry to the edges and bottom of the pan, then remove the excess dough from the edge with a small knife. Prick the base with the tines of a fork. Now fill the pastry with the apple slices: place the slices in a radial pattern along the entire outer edge.

So as to create a circle. Now insert the apples into the central hole, so as to fill it without leaving spaces.

Finally, sprinkle the surface evenly with brown sugar. Cook in a preheated static oven at 180° for 50 minutes. After 50 minutes, take the apple tart out of the oven and let it cool before turning it out and serving it.



BANITSA (BULGARIA)

Ingredients:

Phyllo dough 500g

Feta cheese 400g

Whole eggs 4

4-5 tablespoons of plain yogurt

1 teaspoon of bicarbonate of soda

Seed oil (as needed)



Method:

In a bowl mix the eggs with the yogurt. Add the bicarbonate of soda and the coarsely crumbled feta, mix and set aside. Roll out the phyllo dough, grease the surface of the sheet, overlap another sheet and brush again with oil, then take the egg and cheese mixture and distribute a few spoonfuls over the two overlapping sheets. Roll up the two sheets with the filling without tightening too much. Grease the baking tray and place the roll in the centre, forming a spiral. Proceed with the other sheets in the same way, and fill the entire base of the pan, continuing to form the spiral. Brush again with oil, then bake in a hot oven at 180 degrees for about 30-35 minutes, until lightly golden. Remove from the oven and serve your Banitsa hot or warm.

BAKLAVA (BULGARIA)

Puff pastry 1 pack

Sugar 400 g

Flour 00 125 g

Eggs 4

Walnuts 150 g

Lemons 1

Extra virgin olive oil (as needed)



Method:

Melt the butter in a pan and add half the zest of a lemon and brown for a few minutes. Prepare a filling by mixing beaten eggs, sugar, flour, chopped walnuts and lemon peel sautéed in butter. Cut the puff pastry into pieces and overlap several layers, filling them with the filling and spraying them with oil. Cook in a preheated oven at 200° C. Take two cups of sugar, add a cup of water and bring to the boil, add the juice of one lemon and half the remaining grated zest. Let the baklava cool, pour half the hot syrup over it and leave to rest overnight. The next morning, pour the other half dose of syrup over the dessert and put it back in the refrigerator. Let a few more hours pass and serve.

SARMALE (ROMANIA)

Ingredients:

1 cabbage

500g mixed minced meat (beaf and pork)

1 onion

2 carrots

3 tablespoons tomato paste

Water (as needed)

Salt (as needed)

Pepper (as needed)

Parsley (as needed)

2 eggs

Sour cream as needed (to accompany)

3 bay leaves

3 tablespoons vinegar

1 glass of rice for risotto



Method:

First, fill a large pot with water, add the bay leaves and vinegar. Bring the pan to the heat and let it boil, then add salt and add the whole cabbage (obviously washed, clean and from which you have removed the internal core) and let it boil. While it boils, you will see that the leaves begin to come off so pull them away and let them drain and cool in a pasta strainer.

In the meantime, add a drizzle of extra virgin olive oil to a pan, add the finely chopped onion and carrot and fry them for a few minutes. Then turn off the heat and when they have cooled, add them to the meat and raw rice in a bowl. At this point add the eggs, chopped parsley, season with salt and pepper and mix everything together. Now you can start assembling the Sarmales by placing a spoonful of dough on each cabbage leaf and rolling, closing the flaps like a parcel.

To ensure that the parcel is firm and closed, you can cut the central rib of the cabbage leaf.

Continue the recipe by placing the remaining cabbage residues on the bottom in a baking dish, a drizzle of oil and the sarmales one on top of the other. Season with the tomato puree diluted in two glasses of water and cover with a final cabbage leaf. Then place the pan on the heat and leave to cook over a very low heat with the lid closed for about 1 hour. Finally, when they are cooked, remove them from the heat and serve hot with sour cream. To obtain a richer flavour, you can add Sarmale, pieces of sausage or pork ribs between each layer.

SALAM DE BISCUTI (ROMANIA)

Ingredients:

1/4 cup milk

200 g Turkish delight, chopped

3 tablespoons unsweetened cocoa powder

400g butter biscuits, such as Petit-Beurre,
broken into very coarse crumbs

300 g walnuts, toasted and chopped after cooling

1 shot dark rum, or 2 teaspoons rum extract

2/3 cup unsalted butter, softened

6 tablespoons confectioners' sugar

2 large eggs, separated

200 g sour cherries, drained and coarsely chopped



Method:

Gather the ingredients. In a large saucepan, heat milk with Turkish delight until candy starts to melt and reduce in size. Remove from the heat. To the saucepan, add 1/2 of the cocoa, 1/2 of the biscuits, 1/2 of the walnuts, and half of the rum. Mix thoroughly and set aside. In a bowl, mix the softened butter with 5 tablespoons confectioners' sugar and 2 egg yolks. Add this to the ingredients in the saucepan and mix thoroughly. Add in the rest of the rum, cocoa, biscuits, walnuts, and the coarsely chopped sour cherries. Whip the egg whites until they form stiff peaks. Blend into the mixture. Sprinkle remaining 1 tablespoon confectioners' sugar and shredded coconut on a large piece of plastic wrap. Put the dough in the middle and roll it up in the plastic wrap, forming it into the shape of a salami. Wrap tightly and refrigerate 6 to 7 hours. Remove plastic wrap and cut into 1/2-inch slices when ready to serve.

OMELETTE (BELGIUM)

Ingredients:

Champignon mushrooms 250 g

Butter 30 g

Pepper (as needed)

Salt (as needed)

Sweet paprika (as needed)

Parsley 1 pinch

Egg yolks 4

Flour 00 4 tablespoons

Soda water 1 splash

Albums 4

Margarine 40 g



Method:

Clean the mushrooms, wash them well and cut them into thin slices, then melt the butter in a pan and sauté the mushrooms with a pinch of salt, a pinch of pepper and a pinch of paprika. Chop the parsley and sprinkle half of it over the mushrooms, which you will then leave to cool. In a bowl, beat the egg yolks together with the flour, soda water and a pinch of salt. Once the mixture is well blended, add the mushrooms and gradually incorporate the whipped egg whites, mixing delicately from bottom to top.

Place 10 grams of margarine in a pan and, as soon as it is golden, pour a quarter of the dough, allowing it to thicken and brown well on both sides.

Repeat the maneuver with the rest of the mixture using 10 grams of margarine for each omelette.

Arrange the omelettes one on top of the other in a heated serving dish, sprinkling a little chopped parsley over each, and serve.

GAUFRE (BELGIUM)

Ingredients:

Flour 125g

Milk 250 ml

Sugar 10g

Melted butter 100g

4 eggs

1/4 vanilla pod

50 g of

Icing sugar 50g

1 pinch of salt



Method:

Boil the milk with the vanilla pod and let it cool. Pour the sifted flour into a bowl, mix 4 egg yolks, a pinch of salt and a teaspoon of sugar. Add the milk and then the melted, cold butter. Mix well to obtain a smooth dough. Whip the egg whites until stiff and add them to the dough with circular movements from bottom to top so as not to cause them to fall apart. Heat the waffle iron to medium temperature and lightly butter it. Pour a ladle of batter, allowing it to be distributed evenly, and cook on both sides. Remove from the griddle and sprinkle with sugar, then enjoy your crispy, golden waffles hot.

BRYNDZOVÉ HALUŠKY (SLOVACCHIA)

INGREDIENTS for 4 people:

Potatoes 400g

2 eggs

Flour 200g

salt and pepper

nutmeg

Sheep's ricotta 150g

Butter

Diced smoked bacon 100g



Method:

Wash and peel the potatoes and grate them. Then mix the potatoes, eggs, flour and a pinch of nutmeg. Form thin sausages and then cut them into dumplings. Boil the gnocchi obtained in plenty of salted water. In a non-stick pan, melt a little butter and fry the bacon. When golden, remove it from the pan and set it aside. Heat the ricotta in the cooking bottom of the pan until it becomes a cream. Add the gnocchi as they are cooked and mix carefully. Serve the gnocchi with a little bacon on the surface and a sprinkling of pepper.

BÁBOVKA (SLOVACCHIA)

Ingredients:

3 eggs at room temperature

Granulated sugar 120g

Soft butter at room temperature 150g

Flour 00 180g

1 tablespoon bitter cocoa powder

1/2 teaspoon vanilla to taste

Milk 250ml

Salt

1 lemon (grated zest only)



Method:

We put the 150 grams of butter in the planetary mixer and let it soften at room temperature and start whipping it into a cream. We add the granulated sugar little by little and the vanilla to obtain a soft, well-aerated mixture. We combine the three eggs one at a time, inserting the next one only when the previous one has been absorbed. Sift and combine the 180 grams of white flour with a pinch of salt and the sachet of baking powder. Add the powders alternating with 250 ml of milk; Pour half the mixture into the buttered and floured mould. Add the cocoa to the remaining mixture, mix carefully and pour it over the first layer without mixing them and bake at 180 degrees for 1 hour. Once cooked you will obtain a cake with two layers of white and dark colour.

HOMEMADE PIZZA (ITALY) (for 3 pizza)

Ingredients:

Flour 00 500g

Water at room temperature 300 ml

Salt 10g

Fresh brewer's yeast 4g



Method:

To prepare the pizza dough we chose to knead everything by hand, but if you prefer to use the mixer you can follow the same procedure, using the hook at medium-low speed. First, pour the flour into a bowl, crumble the yeast inside and pour in a little of the water. The ideal water temperature is 25°. Mix with a wooden ladle and slowly add the water. Always continue to mix and when you have added about half the water you can also add the salt.

Then add the remaining water, always slowly, until you obtain a homogeneous mixture; Help yourself with your hands to work it better. Finally, transfer the dough to the work surface and work it with your hands until it is smooth and homogeneous.

Once you have obtained a nice smooth dough, let it rest on the work surface for about ten minutes, covering it with the bowl. Once rested, give it a small fold: imagine that the sphere is divided into 4 parts, take the end of each one, pull it gently and fold it towards the center. Then give the dough a fold. Turn it on itself, give it the shape of a sphere. Transfer the dough thus formed into a bowl, cover with cling film and leave to rise. For convenience you can put the bowl in the oven with the light turned off but with the light on, so the inside will reach the temperature of 26-28°, ideal for leavening; alternatively you can also keep the basin in a warm place. Times are approximate as each dough, temperature and weather conditions influence leavening: on average the dough should take 6 hours to double in volume.

Once the leavening time has passed, the dough will be nice and swollen, so transfer it to the work surface and divide it into 3 (265 g) pieces using a pastry cutter. If you need it, you can lightly flour the work surface. Now take each portion and as done before, lift a flap of dough and bring it inwards.

Then do the same thing for the other 3 edges of dough. Then stretch the dough by folding it on itself and proceed with the rolling: rolling the dough means turning it with your hands on the work surface, bringing it towards you and then moving it away repeatedly until you obtain a smooth and regular sphere.

Gradually transfer the dough balls into a previously greased pizza box, cover with the lid and let them rest for another 30 minutes, before you can roll out the pizza dough and season it to your liking.

BOSANSKI LONAC (BOSNIA)

Ingredients (for 5 people):

Beef 1 kilo

Potatoes 1 kilo

Carrots 570g

Parsley 570g

Celery 570g

25 ounces of onion

3 cloves of garlic

25 ounces of peppers

40 ounces of fresh tomatoes

1 deciliter of white wine

a clove



Method:

Cut the meat into rather large pieces (3 – 4 pieces per portion). The vegetables should be rinsed, cleaned and cut into fairly large pieces. Put everything in a pot, adding the wine, pepper and salt. Eventually reach into clove. Mix slowly and then put everything, piece by piece, into another terracotta pot (it can also be normal). Cover the pot with parchment or aluminum foil. Boil it on the heat and then put it in the oven where it should cook for two hours at minimum.

If possible, serve it at the table in terracotta dishes.

a little pepper and a little salt.

TUFAHIJE (BOSNIA)

Ingredients:

4 or 5 apples (Golden ones are perfect)

Water 300ml

Granulated sugar 150g (in the original recipe, 250 g)

A couple of tablespoons of lemon juice

Stuffed:

80 g of coarsely chopped walnuts

1 tablespoon of sugar

1 teaspoon ground cinnamon

A pinch of grated lemon peel

To serve:

Whipped cream to taste

Candied cherries.

Method:

Peel the apples and remove the core, without reaching the bottom of the apple. Place the apples in a saucepan with the water, 150 g of sugar and the lemon juice. Cook over medium heat for 10 - 15 minutes. The apples should be soft but hold their shape. Drain the apples and let cool completely. Save the cooking syrup.

Prepare the filling by mixing the chopped walnuts with the tablespoon of sugar, cinnamon and a couple of tablespoons of cooking syrup. Alternatively you can use milk.

When the apples are completely cold, stuff them with the walnut filling and place in a dessert bowl. Drizzle with a little syrup and serve with a dollop of whipped cream and a candied cherry on each apple. Store in the fridge until ready to serve.



PLANT MEMORY GAME

Objective:

Match all pairs of plant illustrations.

Setup:

Shuffle the 24 cards (12 pairs of plants). Lay the cards face down in a grid format (e.g. 4 rows of 6).

Gameplay:

Players take turns to flip over two cards to reveal their illustrations. If the two cards match, remove the pair from the grid and keep them as a point.

If they do not match, flip them back face down after showing them to all players.

Players should try to remember the locations of the cards as they are flipped.

Winning:

The game continues until all pairs are matched.

The player with the most pairs at the end of the game wins.

Variations:

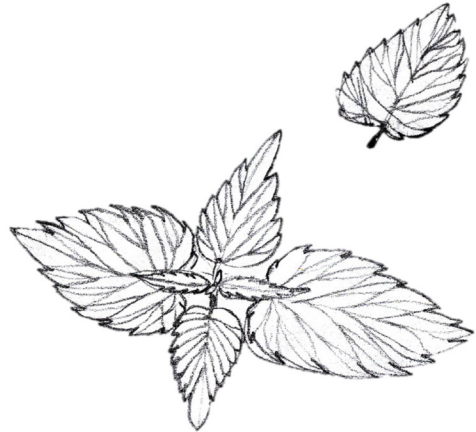
Time Limit: Introduce a timer for each turn to increase difficulty.

Team Play: Players can form teams and work together to find pairs.

Enjoy your memory game!

URTICA

Ortie



ALLIARIA

Alliare



AEGOPODIUM

Egopode



GLECHOMA

Lierre terrestre



ALLIUM URSINUM

Ail des ours



OXALIS

Petite oseille



ALLIARIA

Alliare



TARAXACUM

Dandelion



TARAXACUM

Dandelion



PLANTARO LANCELOTA

le plantain lancéolé



WILD COOKING BROCHURE

This double sided A4 leaflet contains a two-part activity for younger visitors to Le Fagotin. First, they use the map and the visual guide to help them collect the plants while they explore the grounds. Then, when they return to the centre, they have the ingredients to make a delicious wild green pesto!

SIDE 1





RECETTE POUR PESTO

- HUILE D'OLIVE
- JUS DE CITRON
- GRAINES DE TOURNESOL
- POIVRE ET SEL
- PLANTES SAUVAGES

LE TOUT MIXÉ AVEC AMOUR



CUISINE SAUVAGE

LE FAGOTIN



ALLIUM URSINUM

AIL DES OURS



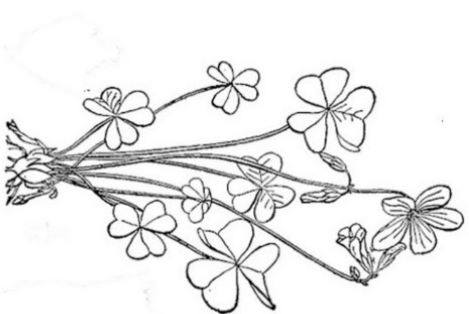
GLECHOMA

LIERRE TERRESTRE



OXALIS

PETITE OSEILLE



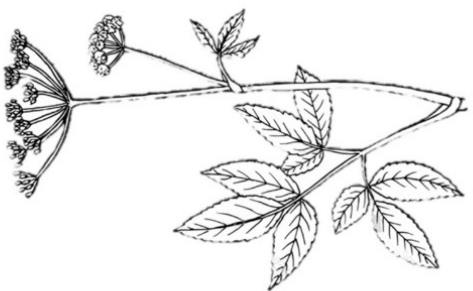
TARAXACUM

PISSENLIT



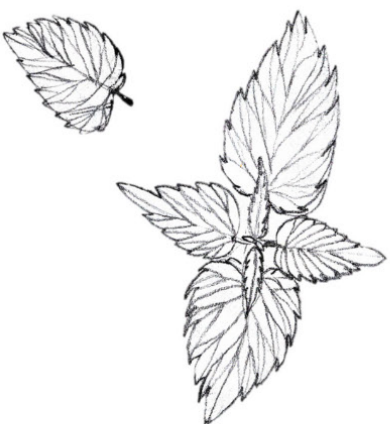
AEGOPodium

EGOPODE



URTICA

ORTIE



APPLE COMPOTE INSTRUCTIONAL VIDEO



CARROT & ORANGE SURI VIDEO



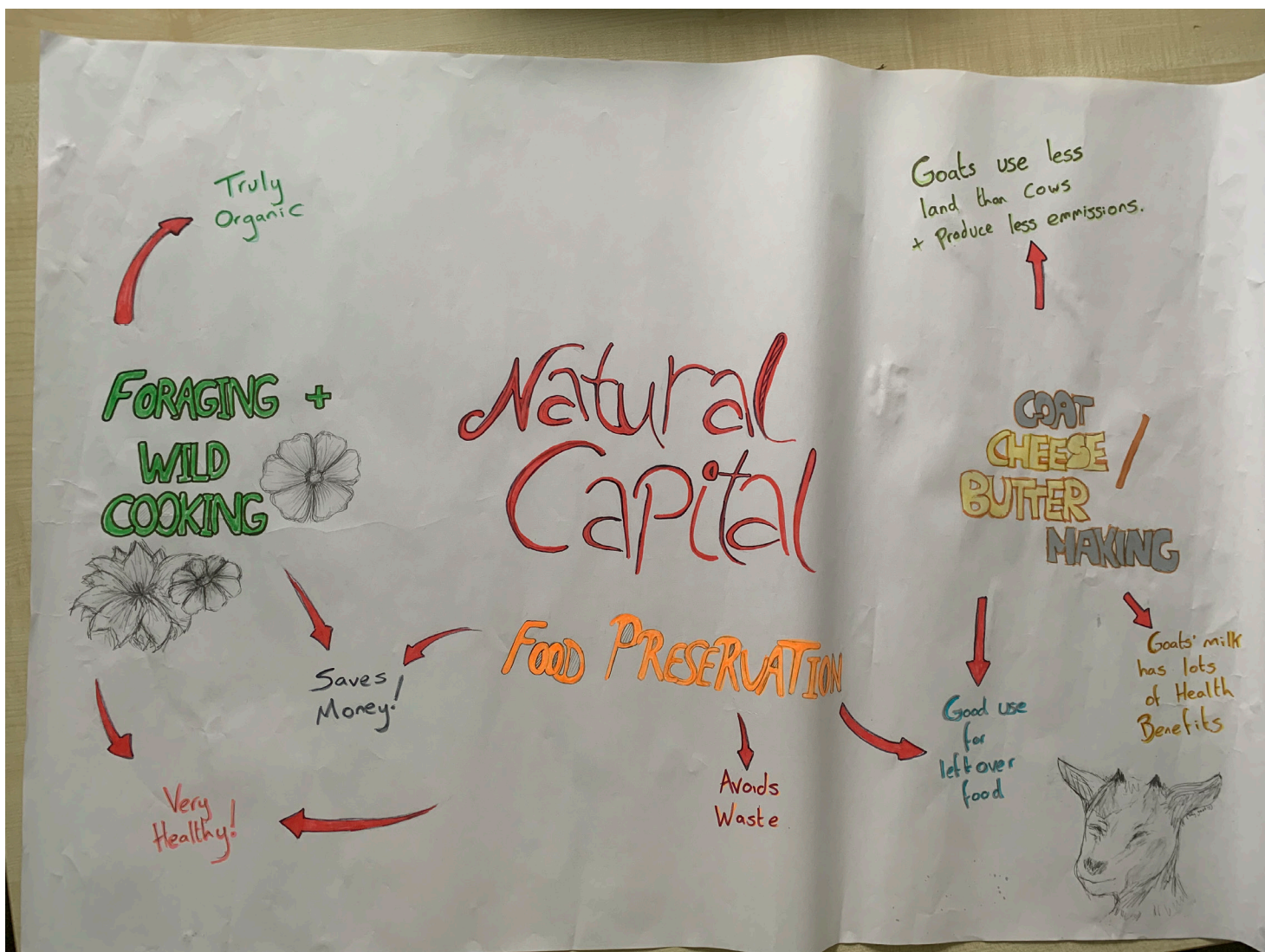
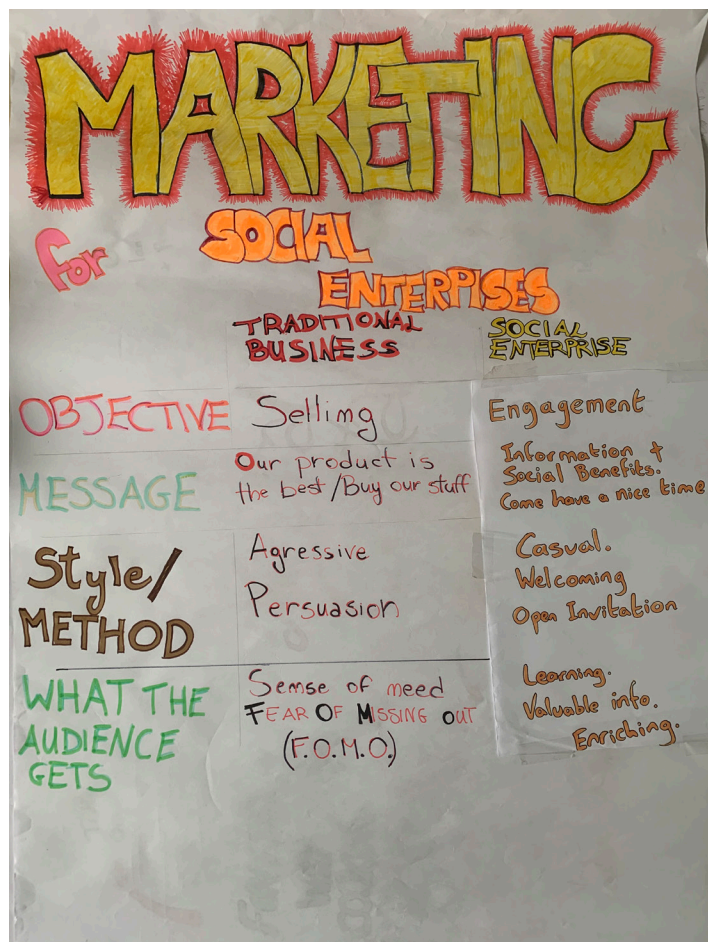
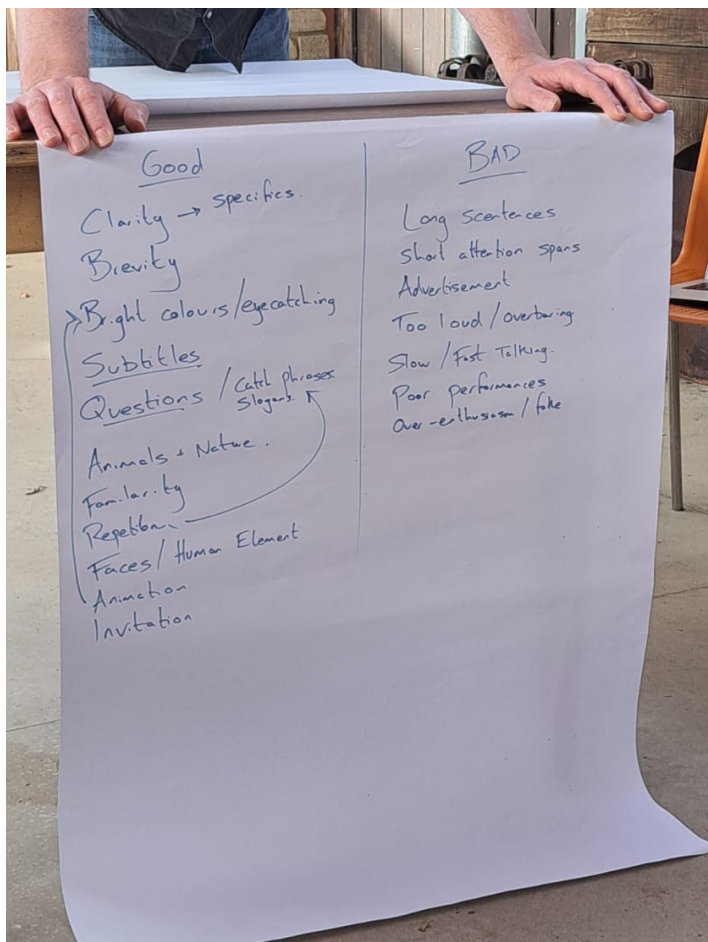
MARKETING CAMPAIGN

The aim of this workshop was to reevaluate traditional marketing strategies through the lens of social enterprise. Since social enterprises have the explicit goal of benefitting communities we came to the conclusion that their marketing should reflect that goal and aim to have tangible value to the audience, whether they decide to engage with the organisation or not.

We began by exploring good and bad practices within traditional marketing strategies. Given that social media represents a large sector in the modern marketing landscape, the younger participants in the workshop really proved their expertise here! We decided to produce materials to market the practical food activities Le Fagotin had run for us in the first few days of the trip, which adhered to a specific style, or brand format, that Le Fagotin might be able to draw from in the future.

We also analysed the natural capital available to Le Fagotin and sought to highlight the benefits of engaging with the environment in this way, discussing how the audience might learn something from the marketing materials, rather than simply being sold something.





STATIC MARKETING (PRINT OR SOCIALS)



GOATS

Milking Cheese & butter making



What's so great about goats?

- For years goats have been an important source of income to humankind
- They are easy to domesticate
- Less maintenance than bigger animals
- Versatile

Goat milk

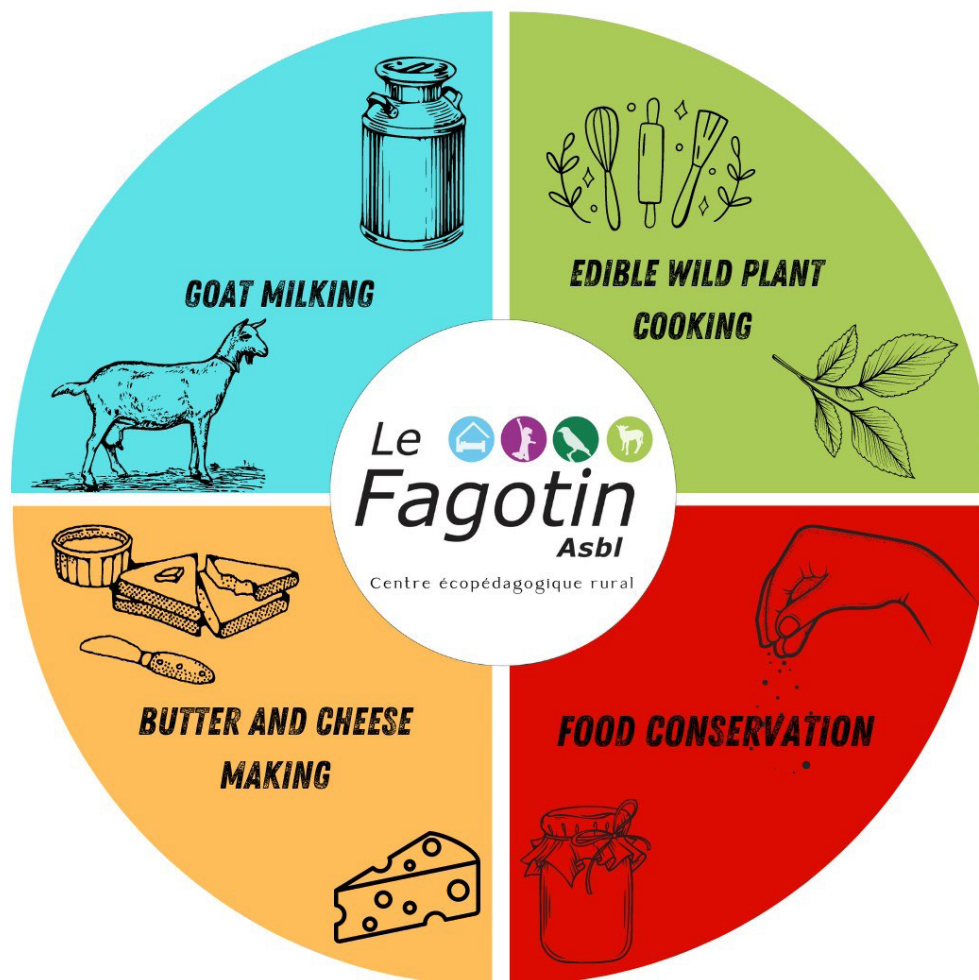
Goat milk is better on many points, firstly it is easier to digest than cow milk because it contains less lactose, it helps the immune system too, with the help of its antimicrobial properties.

Goat cheese

The consumption of goat cheese is good for red cells production, and nonetheless it is better for the environment as it has a lower carbon production.

Goat butter

It doesn't contain any beta carotene so it's safe for lactose intolerant and it reduces the risk of diabetes because of its alkaline nature.



GOAT MILKING WORKSHOP

Embrace the tradition of goat milking.



Contact us

📍 Rte de l'Amblève 56, 4987 Stoumont

☎ +32 (0)80 78 63 46

✉ info@fagotin.be

EDIBLE WILD PLANT COOKING

Allow your spirit to
intertwine with
nature's splendor and
embrace the treasures
it bestows upon us



Contact us

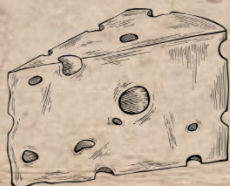
📍 Rte de l'Amblève 56, 4987 Stoumont

☎ +32 (0)80 78 63 46

✉ info@fagotin.be

BUTTER AND CHEESE MAKING WORKSHOP

Embrace the tradition
of making butter and
cheese.



Contact us

📍 Rte de l'Amblève 56, 4987 Stoumont

☎ +32 (0)80 78 63 46

✉ info@fagotin.be



GOAT MILK & CHEESE ACTIVITY VIDEO



APPLE COMPOTE ACTIVITY VIDEO



VISIT LE FAGOTIN VIDEO



STARTING UP A SOCIAL ENTERPRISE



An engaging workshop on launching a social enterprise! The workshop discussed the essential tools and strategies to kickstart establishment of social bussiness. From defining our mission and impact goals to crafting a sustainable business model and securing funding, we designed crucial steps of the process. Participants could develop their passion about environmental sustainability, community development, economy or marketing during the creative group process. Initial brainstorming in groups lead to deaper individual or smaller group work which was discussed and improved in the final stage.



NEST PRESENTS

FOOD *Creative* TRUCK

FOOD LABORATORY
PRIVATE PARTY
WORKSHOPS
FARM EXPERIENCE



Creative nature workshops for kids

Ice cream making, wild cooking, tea making,
food conservation, cheese & butter making

More information

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TheNest.com

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EXECUTIVE SUMMARY

“The Nest” is a vibrant educational initiative aimed at connecting children with nature through workshops and excursions. The Nest offers a unique blend of hands-on learning experiences in a farm setting, fostering environmental stewardship and personal growth. It also cultivate a sense of appreciation for nature and the environment, foster creativity, curiosity, and critical thinking through interactive workshops and activities.

Engaging workshops covering topics such as organic farming, animal care, gardening, and environmental conservation with guided excursions for school groups and families to explore the farm, interact with animals, and participate in hands-on. Here we have opportunities for children to get involved in farm chores, helping with tasks like planting, harvesting, and animal care. “The Nest” is committed to nurturing a deep connection between children and the natural world, inspiring a lifelong love for learning and environmental stewardship.



COMPANY OVERVIEW

Provide a description of the overall nature of your business and the industry in which it operates. Include details like industry trends, demographics, and governmental and economic influences.

Our company provides a distinctive experience with a mobile lab that travels to organize events for both children and adults. Our focus is on creating fresh and environmentally friendly products, including cheese, butter, and ice cream, utilizing the best environmental practices. We source our ingredients from local farms with whom we collaborate closely.



PROBLEM AND SOLUTION

THE PROBLEM

The world needs more sustainable, eco-friendly businesses that are focused on providing not only a quality product, but also social assistance in the form of business partnerships that have a future.



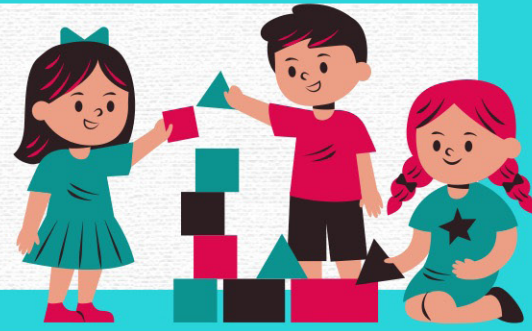
SOLUTION

Our mission at "THE NEST" is to provide comprehensive education for youth in a nurturing environment, particularly in underserved regions, to promote a sustainable farming lifestyle. We are dedicated to offering young individuals the opportunity to embrace and sustain this way of life through practical education. All proceeds from the farm's products will be directed towards supporting marginalized communities.

We are committed to incorporating eco-friendly and sustainable practices across all facets of our operations and marketing strategies. Our objective is to set an industry standard for sustainability and environmental stewardship.



OUR PRINCIPLES



We strive to strike a balance between economic growth and environmental preservation by continually seeking innovative ways to reduce our ecological footprint and enhance our social responsibility. To this end, we have established guiding principles that apply not only to us but also to our partners and employees.

OUR GUIDING PRINCIPLES:

- We offer not just a product, but an enriching experience.
- We promote knowledge dissemination.
- We facilitate skills development.

PRINCIPLES FOR OUR PARTNERS:

- Partnering exclusively with eco-friendly farms that provide animals with pure food.
- Striving for minimal waste production.
- Sourcing fruits from local producers.
- Utilizing eco-friendly packaging such as paper for small events.
- Eliminating the use of plastic.
- Purchasing all supplies solely from local vendors and farms.

PRINCIPLES FOR OUR EMPLOYEES:

- Promoting a friendly and supportive work environment.
- Respecting and celebrating individual differences.
- Ensuring gender equality with a balanced male-to-female ratio.
- Upholding equality and fairness for all employees.



TARGET MARKET

MARKET SIZE AND SEGMENTS



The market size will encompass individuals residing within the vicinity of the farms with which we will be partnering. Primarily, our initial focus will be on engaging with smaller communities in our country as a pilot initiative. The target groups for this project will consist of up to twenty children per class or thirty individuals per workshop. During periods when there are no school visits, production will be sustained through volunteer efforts. Consequently, our marketing efforts will be directed towards the local community, exemplified by the distribution of informative brochures to nearby restaurants.

To ensure effective organization and avoid overcrowding, a structured schedule will be implemented for group activities, enabling controlled group sizes. Our marketing strategy will specifically target older demographics, including parents aged between twenty-five and fifty, emphasizing the significance of healthy eating and the essential aspects of mental and physical well-being. For younger audiences, we will offer engaging activities such as ice cream workshops and interactive sessions on animal care.



PRODUCT OR SERVICE OFFERINGS

PRODUCT OR SERVICE

The company will offer workshops that take place in a food truck on a hosting farm. The workshops will include activities for making ice cream and tea. Participants will have the opportunity to learn how to make delicious homemade ice cream using fresh milk from the hosting farm and traditional techniques from the region. They will also learn the art of tea making, including brewing techniques, tea selection from the hosting farm and the surrounding area, and flavor combinations. The workshops will be hands-on and interactive, allowing participants to create their own unique ice cream flavors and tea blends. Participants will leave the workshops with new skills and knowledge that they can use to create their own tasty treats at home.



Cheese making:

A cheese and butter making workshop typically involves learning the process of making cheese and butter from scratch. The workshop would likely begin with a tour of our farm, giving participants an understanding of where the milk comes from and how it's produced.

They would learn about the different breeds of dairy cows or goats you have and how their diet and living conditions influence the flavor and quality of the milk. From milk selection to curdling, shaping, and aging for cheese, and churning and flavoring for butter, participants get hands-on experience and knowledge about the entire process. It's a great opportunity to appreciate the art and science behind these delicious delights.



Food conservation :

A food conservation workshop focuses on techniques and methods to preserve food, reducing waste and ensuring food security.

The workshop would likely include guided tours of our farm to see firsthand how the ingredients are grown and harvested, followed by hands-on sessions where participants learn preservation methods such as canning, drying, or freezing. They would also learn about proper storage practices and creative ways to use preserved foods in their everyday cooking.

The workshop may cover topics like proper storage practices, understanding expiration dates, and reducing food waste at home.

Practical demonstrations and hands-on activities often accompany the learning process, allowing participants to gain confidence in preserving food safely and effectively.



Practical demonstrations and hands-on activities often accompany the learning process, allowing participants to gain confidence in preserving food safely and effectively. Overall, the workshop aims to empower individuals with the skills to make the most of their food resources while promoting sustainability and minimizing environmental impact.

Wild plant cooking:

A wild plant cooking workshop is an exciting opportunity to explore the culinary potential of edible plants found in nature.



Participants typically learn to identify various wild plants, their nutritional value, and how to harvest them sustainably. The workshop may include foraging expeditions to gather ingredients followed by hands-on cooking sessions where participants learn how to incorporate these wild plants into delicious dishes. From salads to soups, teas to desserts, the workshop often emphasizes creativity and respect for the environment. It's a chance to connect with nature, expand culinary horizons, and develop a deeper appreciation for the edible bounty of the wild.

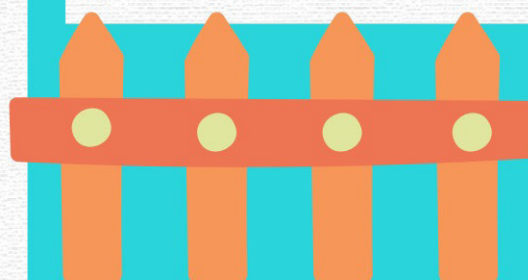
Party at hosting farm:

The farm party will be a fun and educational experience for children and adults alike. Children will have the opportunity to explore the farm, learn about the various processes involved in making things such as farming, gardening, and animal care. They will get hands-on experience in planting seeds, harvesting crops, and feeding animals. They will also have the chance to see how things work on a farm, such as machinery and equipment used in farming.

Overall, the farm party will be a wonderful opportunity for children to learn about farming and agriculture in a fun and interactive way, while adults can enjoy spending time with their children and supporting the farm by purchasing its products



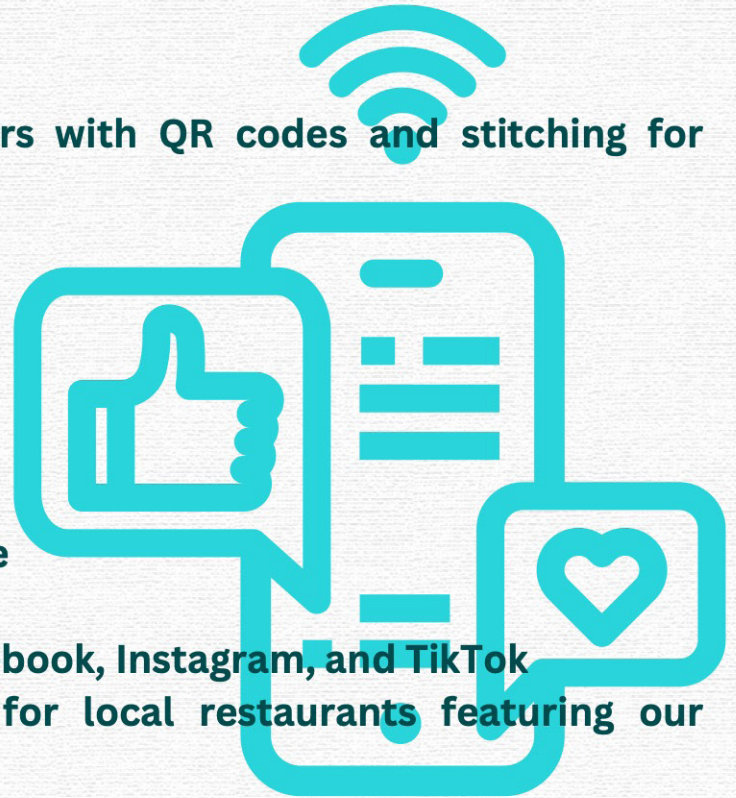
Adults will have the opportunity to accompany the children and participate in the activities alongside them. They will be able to supervise and assist the children as they engage in the various hands-on activities. Additionally, adults will have the option to purchase farm-fresh produce, products, and other items available at the farm.



MARKETING PLAN

Financial Requirements:

- Truck decoration
- Printing of flyers and stickers with QR codes and stitching for children
- Production of merchandise:
 1. Tote bags
 2. Bandanas
 3. Sun hats
 4. Employee T-shirts
- Signage
- Hiring a professional employee
- Website development
- Social media presence on Facebook, Instagram, and TikTok
- Creation of coloring pages for local restaurants featuring our address and information



Target Audience:

Our target demographic comprises children and parents seeking unique and educational dining experiences. Parents will be encouraged to support us through donations, while children will enjoy our offerings and events. We aim to engage with communities that prioritize green and sustainable practices, leveraging social media, local events, and farmers' markets for promotion. Additionally, we conduct a user profile analysis focusing on parents with children who value educational and environmentally conscious experiences.

Branding and Positioning:

We establish a brand identity that conveys the environmental friendliness, freshness, and enjoyment associated with our products and events. Our positioning emphasizes leadership in delivering innovative and educational experiences for children and families.



Online Presence:

We are developing a comprehensive website featuring details about our products, services, and events. Active management of social media platforms such as Instagram, Facebook, and TikTok allows us to showcase photos, videos, and stories related to our activities and products.

Partnerships and Collaborations:

We seek to form partnerships with local schools, kindergartens, and communities that align with our environmental and educational values. Collaborations with local farm producers ensure the use of high-quality ingredients in our products.

Events and Promotions:

We offer special promotions and discounts for event participation and product purchases from the truck.

Educational Programs:

Our educational initiatives include cooking classes, lectures, and field trips to local farms.

Customer Service and Feedback:

Continuous improvement of customer service is paramount, achieved by attentively listening to feedback from customers and event attendees. We maintain open channels of communication through email, social media, and phone interactions.

Facebook Posting Strategy:

We plan to publish organic posts daily at 9:00 and 19:00, sharing valuable information about relevant topics and our core principles.

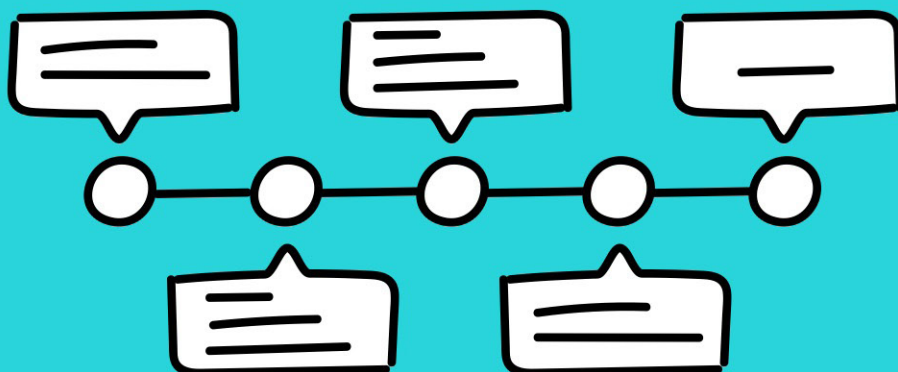


TIMELINE AND METRICS



TIMELINE

ACTIVITY	DESCRIPTION	COMPLETION DATE
Where we can get the money	You can explore options like agricultural loans from banks or credit unions, government grants for farmers, crowdfunding platforms tailored for agriculture	From the first day
Register the Company	To register a company, choose a unique name, decide on a legal structure, gather necessary documents, and complete the registration process with the appropriate government authority	After getting the money we need
Buy the needs for the business	To buy the needs for your business, identify essential items, compare prices from different suppliers, make purchases within your budget	Coming after the registration
Find the workers and manage the schedules	Advertise job openings, conduct interviews, hire suitable candidates, implement a scheduling system, communicate expectations <u>clear</u>	After the needs are bought
Let's get the things started	Finish all the steps before this	After we have the staff
Start of "the Nest"	The beginning of the project	After all the steps are done



MILESTONES

MILESTONE	DESCRIPTION	COMPLETION DATE
Acquiring he needed financing	The finance needed for the capital investments.	Month 4 since establishment of the company
Establishing fundamental network	Establishing cooperation with 10 farms and 10 schools as a base for the company functioning.	Month 6 since establishment of the company
Start of advertising	All data for advertising prepared and advertising on social media as well as vivo starts.	Month 2 since establishment of the company
500 children educated by The Nest Excursion	500 children (25 excursion groups)	Month 10 of since establishment of the company

KEY PERFORMANCE METRICS

ACTIVITY	DESCRIPTION	KEY METRIC
Total Sales	the total number of products and services sold for a given period	Eur
Revenue Volume	Determines the total revenue generated from sales of our products and services	eur
Average revenue per customer	Calculates the average revenue generated by each customer over a specified period.	eur/customer
Cost-to-Revenue Ratio	Measures the effectiveness of cost management compared to revenue generated	%
Number of children participating in the events	Measures the total number of children who participate in the events we organize	number of children
Marketing Success	Percentage of new customers attracted through our marketing efforts. (FB, IN, Tik-Tok, website)	%
Customer Satisfaction	Measuring customer satisfaction through surveys, feedback and ratings. (comments and ratings on Google)	average rating in %
Sales of special products and services	Measures the number of sales of special products or services we offer, such as special events like private parties or weddings for example, or new classes in the future.	number of sold events
Environmental Footprint:	Assesses the impact of our operations on the environment, including energy efficiency, material use and production processes.	m3 of CO2 emission saved
Community Involvement:	Accounts for our involvement in community programs and initiatives, as well as our interaction with local communities.	number of events



FINANCIAL

Participant fees for workshops:

We will host an average of 25 workshops per month. They will be divided into two groups as follows:

- 11 kids' workshops per month, each priced at €8 per child, with 20 children per workshop, generating a total revenue of €1760.
- 14 adult workshops per month, each priced at €30 per adult, with 10 participants per workshop, generating a total revenue of €4200.

The total revenue generated in one month will be €5960. After accounting for expenses such as utilities, fuel, and wages, totaling €3350, we anticipate a monthly profit of €2610.

Establishing strong networking relationships with local businesses and farms is fundamental to our mission at 'the nest.' These connections are essential for the smooth operation of our business. It's not only important that our connections are amicable but also strategic, involving the right partners.

Each country has its own method of identifying the most suitable suppliers near our locations. In the case of our focus on Bosnia, we have chosen to commence our project in Knezhevo, where we have identified both schools and farms capable of providing all necessary ingredients for our workshops. However, expansion to new locations will require thorough research on the ground, as Bosnia lacks a centralized registry.

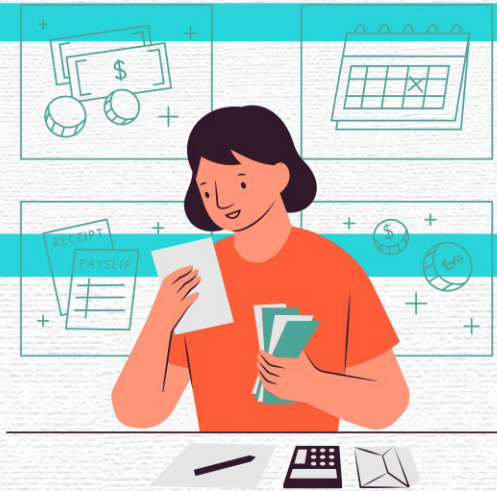
Similarly, in Romania, where our initial project site is Buffe, we had to rely on local research due to the absence of a registry. Despite Slovakia having a registry, it lacks a precise filtering mechanism, necessitating on-the-ground research. If we were to launch the project there, Kosharitsa would likely be our preferred location due to its abundance of farms and schools.



In contrast, Bulgaria and Italy offer registries with effective filtering mechanisms. Through these resources and consultations with local representatives, we have identified Tornarecce in Italy and Dobrich in Bulgaria as the optimal locations for our ventures.

FINANCIAL

SOURCES OF FUNDING



As an initial capital requirement, we estimate a need for €40,000. We have explored various avenues for raising these funds. One option is to seek investment from private individuals, who may consider investing the entire sum or a portion thereof. Alternatively, we could approach companies to participate as silent investors in exchange for shares, with the possibility of repurchasing these shares at a later stage.

Another avenue for financing is through crowdfunding platforms, akin to establishing a GoFundMe page. Similarly, we could establish an open account for donations via SMS, also known as SMS donations (DMS). Additionally, we may explore securing funding from prospective partners, such as educational institutions like schools, which could invest in facilities like labs, benefiting their students. Collaboration with universities presents another opportunity, as they often allocate funds for student-led initiatives, particularly those with enterprise collaboration, where we may charge a fee for our services.

Furthermore, we intend to pursue governmental funding opportunities, as many countries allocate portions of their annual budgets to projects serving various sectors. Additionally, microloans present a viable option, offering lower interest rates compared to traditional loans for smaller sums.



USE OF FUNDING

The required capital amounts to €39,500 and is allocated as follows:

- 1. Food Truck:** The primary investment is the Food Truck, which totals €25,200 inclusive of utilities, registration, and insurance for one year.
- 2. Solar Panels:** An investment of €10,000 in solar panels offers a sustainable solution, with anticipated cost recovery within several months. This eco-friendly investment also reduces ongoing utility expenses.
- 3. Equipment:** The purchase of freezer, ice cream makers, and pots for the food truck, essential for business operations, amounts to €1,185.
- 4. Initial Month Expenses:** An additional €3,000 investment is earmarked to cover the first month's operational expenses, including worker salaries, utilities for workshops, fuel, and fees for a social media manager.

Monthly expenses breakdown:

Workshop Costs:

- Tea Making: €310.96
- Ice Cream Making: €83.37
- Food Conservation: €14.76
- Wild Plant Cooking: €14.76
- Cheese & Butter Making: €50.03

These costs vary depending on the season and the specific workshops offered.



TLabor Costs:

- Two workers are employed for 3-5 hours per day.
- The first worker earns a net salary of €1,500 per month, which amounts to €900 after taxes, insurance, and social insurance contributions.
- The second worker, being new, earns a net salary of €1,200 per month, or €700 after deductions.
- The total monthly labor cost for both workers is €2,700 net and €1,600 gross.

External Services:

- A social media manager is hired at a monthly fee of €225 to handle all social media activities.

Average Monthly Expenses:

- Summer: €3,150, covering worker salaries, social media management, and workshop utilities, including fuel for the food truck.
- Winter: €2,980, encompassing worker salaries, social media management, and workshop utilities, including fuel for the food truck.

These projected monthly expenses ensure smooth business operations and allow for seasonal variations in costs.





FOOD *Creative* TRUCK

**"JOIN US AT A PLACE WHERE FUN BEGINS
AND KNOWLEDGE STAYS"**



More information

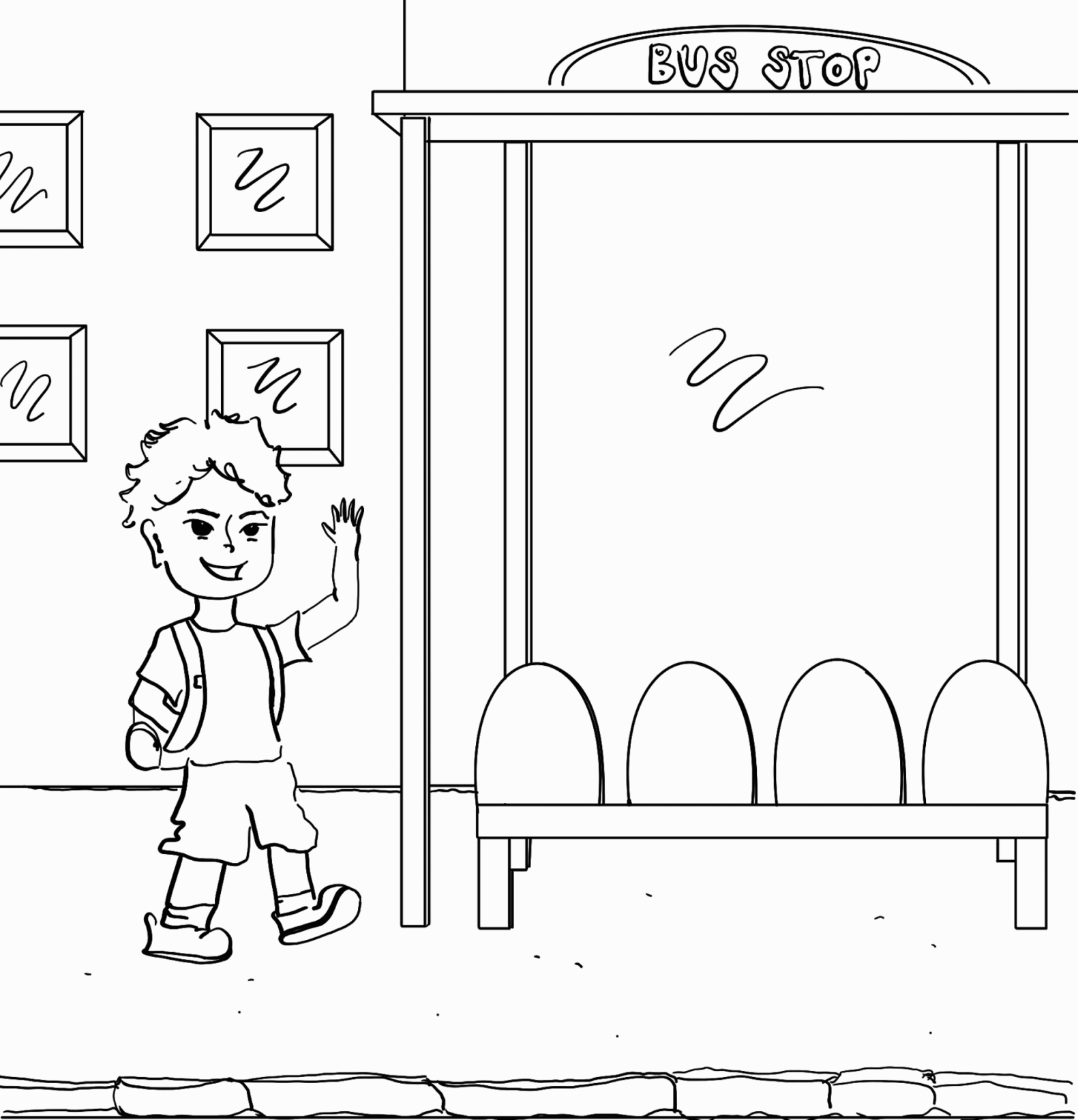
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FINDING YOUR NEST

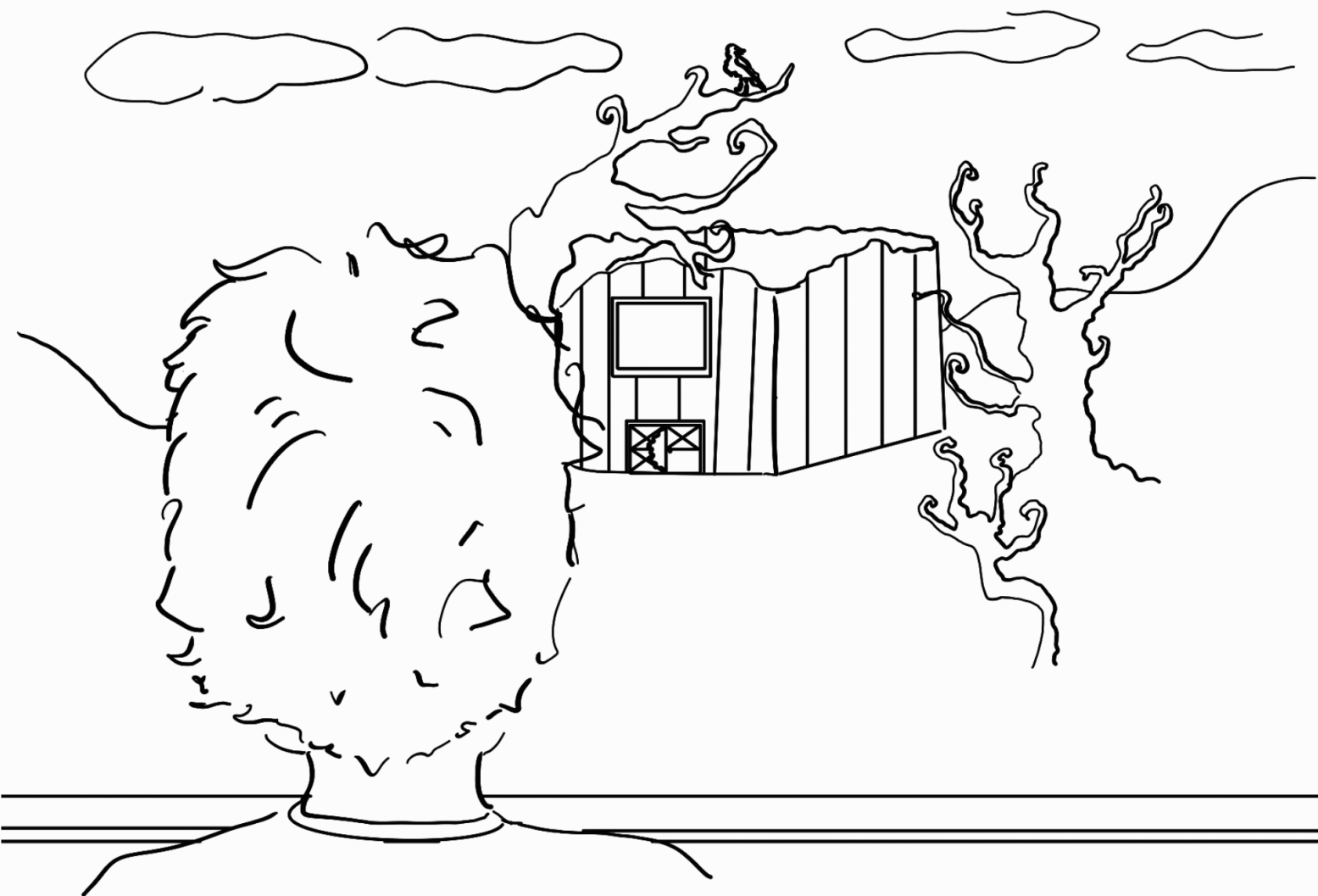




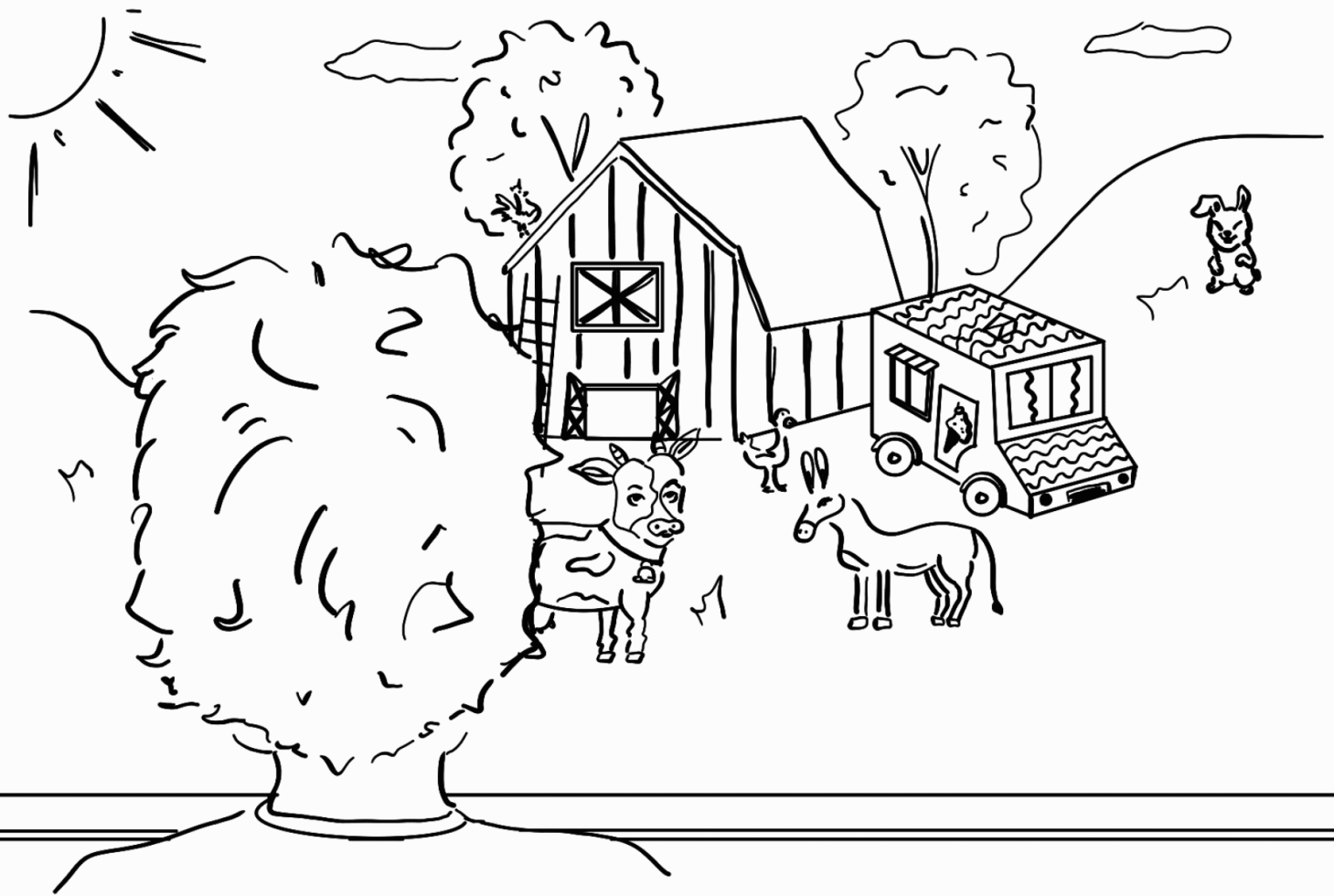
This is George. He is 10 years old, and like every young boy, he likes to play outdoors with his friends, and to enjoy all the sweet treats that there are.

George is from a small town in the mountains where everyone knows each other, so when he turned 8, George was allowed to go to school in the city by bus all by himself.

He loved how responsible and independent he had become, but the only thing that scared him was when he passed the fields with the bus. Even though he loved every part of his town, he was completely terrified from the 'Forgotten field'.



Everytime he would get to that part of his daily bus drive, he would close his eyes, so he wouldn't have to look at it. The barn on the field was falling apart. All the trees were dead and the field looked like a scary graveyard. He wouldn't even see any butterflies or ladybugs, which he also loved so much. Even though this was the worst part of his day, George tried to get used to it because that was the only way he could get to school in the city.



After a nice summer with his grandparents on the seaside, George returned home to start a new school year. He was so excited to see his teachers and friends, and tell them all about his fun adventures. However, something unexpected happened that morning... On his usual way to school in the city, George found out that the scary 'Forgotten Field' was no longer there. He saw a nice field with a beautiful big barn. He could hear all the animals that were there, goats, sheep, donkeys, and horses. He was pretty sure, he even saw a bunny hop on the field. There was even a vegetable garden and fruit trees. Everything looked so beautiful and it made him very happy.

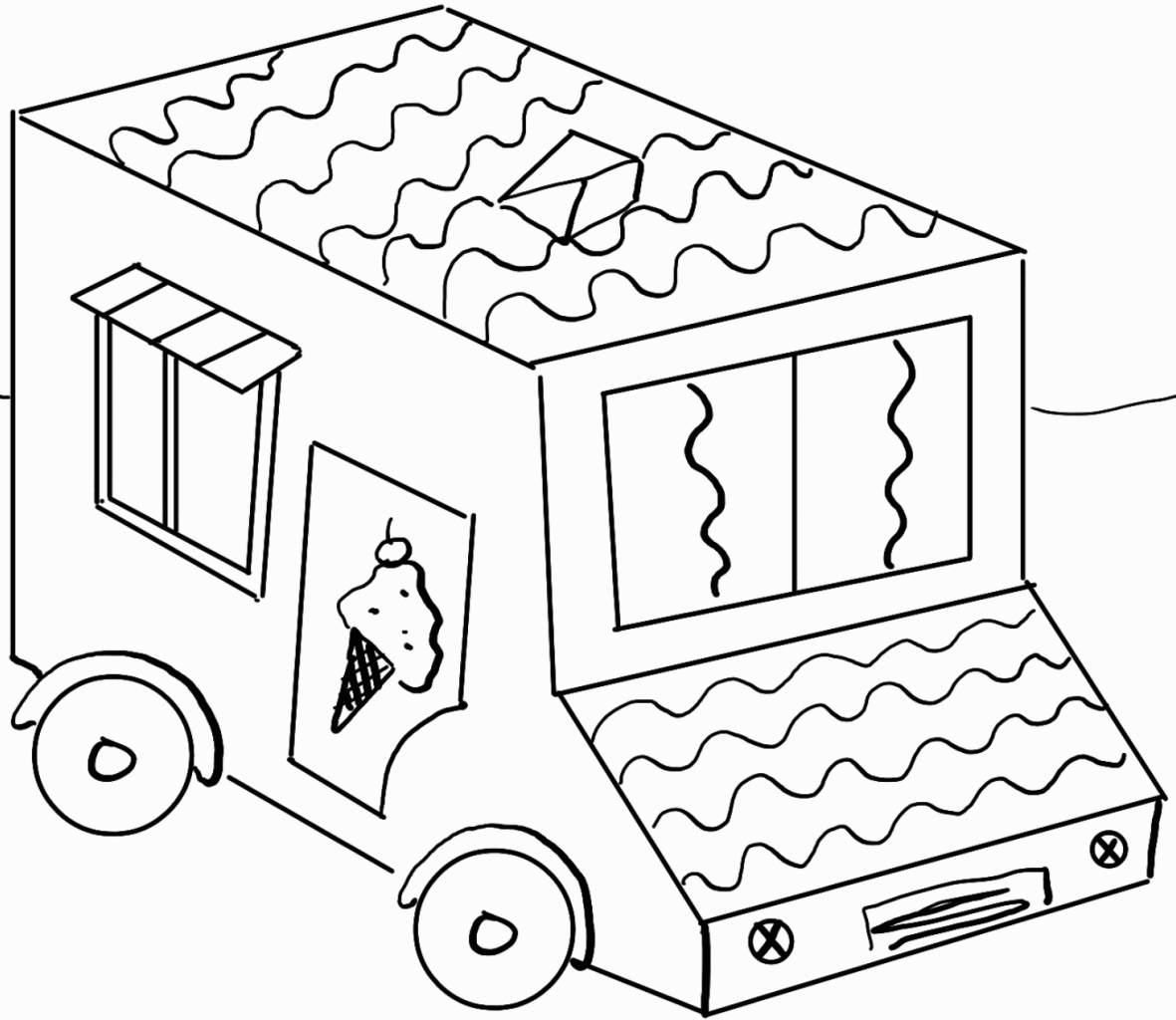


Thankfully, George did not have to stay curious of the new happy place he had found, because the very next day, his teacher brought him and his classmates on a field trip to the farm, where he could experience all the perks of the food laboratory. There they would learn much more about the environment and nature. He and his friends learned the importance of eating healthy with properly grown products, and how that doesn't only help them to grow bigger and stronger, but it also helps the farm to stay healthy and a happy place.



On their visit, George and his friends learned how much the food laboratory, made by “the Nest”, helped the farm to develop. The work of the social enterprise “the Nest”, helped only the farm to be better, but with all the hard work and additional profits, it helped people in need. George was ecstatic to learn that something so amazing, becomes even better because it not only helps them to learn, but also it helps the farm and others.

George was really happy. Him and his friends learned so many new things about nature and animals. They even learned how to make organic ice cream, which was delicious. He liked his new happy place so much that he started going there every weekend with his friend to volunteer. They wanted to keep the farm and animals healthy and happy, just like them!



JOIN US AT A PLACE WHERE FUN
BEGINS AND KNOWLEDGE STAYS

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SOUVENIRS DE STOUMONT!



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We are all just human beings: for this reason it is possible that
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