**A 13-year-old Entrepreneur**

Katrina Koerting

**1** Five people waited patiently on the benches outside of The Museum of the Confederacy in Appomattox while Parker Maroney, 13, whipped back and forth on the patio preparing his signature fresh strawberry and regular lemonade drinks, called squeezers.

**2** “We’re waiting for that,” Linda Lipscomb, the site manager for the museum, said nodding toward Parker’s table where he busily squeezed lemons, adding strawberry puree, ice and lemonade. “It’s my favorite.”

**3** In just his second week of selling hot dogs, squeezers, chips and drinks at the museum to save money for college, Parker, who lives in Spout Springs, already has developed a fan base among the museum’s employees and guests.

**4** “This is the best lemonade I’ve ever had,” one woman remarked as she and her husband finished their lunch and headed into the museum.

**5** Parker said it’s been really cool to see his customers’ reactions.

**6** “I’m glad people are liking the lemonade,” he said. “It took a right long time to come up with the recipe.”

**7** He is expected to be at the museum every Wednesday beginning at about noon throughout the summer. He will be there some Tuesdays, Fridays and Sundays as well. Summers are his busiest time since he is in school the rest of the year.

**8** Parker got the museum gig by responding to an email asking Appomattox schools, teams and other groups if they wanted to sell drinks and other things at the museum to supplement the lack of vending machines. He presented his business model, insurance and health license to museum staff and began selling shortly after.

**9** Since the museum requires an adult be present, one or both of his parents have helped him with the hot dogs while Parker interacts with customers and creates his specialty drinks. Both are supportive of their son, making it clear this is his operation, and he calls the shots.

**10** “I love working with him,” his father, Joe Maroney, said. “To see him change and try to mentor him, because he’ll actually ask for advice, is a great plus.”

**11** Entrepreneurship runs in the family. While growing up, Joe Maroney used to have lemonade stands and mow lawns. He said he is happy to help his son earn money for college to avoid debt.

**12** “He’s a great kid,” he said. “I want to give him the skills to be able to be productive in life, to be self-sufficient.”

**13** Parker began his business venture, PeaDawgs, in 2009 as a part of his parents’ real estate company. Since then he has worked 40 festivals and will sometimes set up at DeVault Family Vineyards where he’ll be this weekend for the watermelon festival.

**14** A bulk of his sales go into buying more supplies for the bigger festivals, but he’s already managed to save enough for two years or so of college, depending on where he goes. He hopes to go to Virginia Tech and major in forensic science.

**15** The inspiration for starting his business came in several ways. He always enjoyed attending festivals with his parents and, a few years ago on his way to 4-H, he noticed a hot dog cart by the road for sale. Shortly after, he and his dad decided they needed to sell something else, and Parker decided to try his hand at lemonade.

**16** “It was a fun learning process,” he said.

**17** Through his business venture, Parker’s learned how to handle money and food as well as the importance of prepping the night before a festival. He attended a health class in Lynchburg to learn about proper food care. And he’s gotten help from various folks in the restaurant and food cart business.

**18** The hardest part has been staying organized and ensuring he has all the necessary supplies. Festivals can be stressful due to the amount of work — inventory, cleaning, shopping, sanitizing and setting up.

**19** However, he said, “It’s all worth it in the end.”

**20** “It’s fun,” Parker said. “You get to meet people and give them good food and lemonade.”

**21** The reception has been very positive at the museum.

**22** “We really enjoy him being here,” said Jim Lipscomb, a museum re-enactor.

**23** He said he is struck by the professionalism Parker has shown while there. He was impressed Parker is working while other children his age prefer watching television or playing video games.

**24** “This young man shows a lot of initiative,” he said.

**25** Linda Lipscomb considers the partnership to be mutually beneficial since Parker can save for school and the visitors don’t have to leave to grab something to eat or drink.

**26** “Parker is a very nice young man, and we wanted to encourage him in his efforts to save his money,” she said. “He’s doing it for a worthy cause, and you don’t see that often.”

**27** She first met Parker during his business presentation to sell at the museum and has continued to be wowed by his courteous personality and manners.

**28** “Wednesdays are now PeaDawgs days around here,” she said.

**13岁的少年企业家**

卡特里娜·科尔廷

1 阿波马托克斯市联邦博物馆外的长椅上，五个人在耐心等待。13岁的帕克·马洛尼正在露台上来回忙碌，准备着他的招牌鲜草莓柠檬饮料，也叫作榨汁。

2 “我们在等他榨果汁，这是我的最爱。”博物馆经理琳达·利普斯科姆一边说一边朝着帕克的工作桌台点头示意。此时帕克正忙着挤柠檬，并往里面加入草莓泥、冰块和柠檬汽水。

3 这还只是第二个星期，帕克就已经在博物馆的雇员和参观者中赢得了一批粉丝。帕克家住斯堡特斯普林斯，为了筹集大学学费，就到博物馆卖热狗、榨汁、薯条和饮料。

4 “这是我喝过的最好喝的柠檬汁，”一位女士评价道。她和丈夫刚吃完午饭，正准备进博物馆。

5 帕克说，得到顾客的回应，他觉得非常开心。

6 “我很高兴大家都喜欢我榨的柠檬汁，”他说，“弄出这个配方还真是花了好长时间。”

7 整个夏天，每到星期三的中午，帕克都会来到博物馆。有时候星期二、星期五或者星期天他也会来。夏天是帕克最忙的时候，其他时间他都在学校学习。

8 此前，博物馆曾向阿波马托克斯市的学校、社团和其他组织发邮件，询问是否有人愿意在博物馆销售饮料和其他商品，以弥补自动售卖机短缺的问题。帕克回复了这封邮件，得到了这份博物馆的工作。当时他向博物馆工作人员展示了自己的经营模式，并出具了保险和健康证明，随后他便开始了工作。

9 由于博物馆要求须有成年人监护，所以当帕克在与顾客交流和做特色饮料的时候，他父母至少有一人会帮忙做热狗。父母二人都十分支持儿子，并表明这是孩子自己的事业，一切由他全权做主。

10 帕克的父亲乔·马洛尼说：“我喜欢和他一起工作，看他慢慢成长，在他需要的时候给他一些指导——因为他会征求我们的意见——真是很开心。”

11 这个家庭充满创业精神。乔·马洛尼在自己的成长过程中摆过柠檬汽水摊，修剪过草坪。他很乐于帮儿子挣取大学学费，避免负债。

12 马洛尼说：“他是个很棒的孩子，我想教给他一些技能，让他的生活富有成效，能自给自足。”

13 帕克在2009年创办了自己的企业——匹达哥斯，这是他父母房地产公司的一部分。自那以后，他举办了40次节日活动，有些就在德沃家族葡萄园里进行，这周末，他又将在那里举办西瓜节。

14 他的大部分销售额都用于购买更多的大型节日用品，但他已经设法攒够了差不多两年的大学学费，当然这要取决于他选择去哪上大学。他希望能去弗吉尼亚理工大学，主修法医学。

15 帕克的创业灵感来自方方面面。他一直喜欢和父母一起参加节日活动。几年前，在去参加四健会的路上，他注意到路边有卖热狗的小推车。不久后，他和父亲决定卖些其他的东西，最后帕克决定试试柠檬水。

16 “这是一个有趣的学习过程，”帕克说。

17 通过创业，帕克学会了如何管理钱财和处理食物，也明白了节日前夜做好准备的重要性。他参加了林奇堡的一个健康课程，学习妥善保存食物。从餐馆老板和食品推车小贩那里，他也得到了很多帮助。

18 最困难的部分是既要有条不紊，又要确保所有物品都准备就绪。节日活动要做的事情很多，如物品贮存、保洁、购物、消毒和布置等，需要承受较大的压力。

19 不过帕克说，“这一切最终都是值得的。”

20 他说：“这很有趣，你见到不同的人，给他们提供好吃的食物和柠檬水。”

21 博物馆的反馈也显示对他的工作十分肯定。

22 博物馆的历史剧演员吉姆·利普斯科姆说：“我们很喜欢他在这儿。”

23 他说他被帕克表现出的职业精神所打动。当其他同龄的孩子热衷于看电视和玩电子游戏的时候，帕克已经在工作了，这给他留下了深刻的印象。

24 “这个年轻人很有积极主动性，”他说。

25 琳达·利普斯科姆认为这种合伙经营是互利共赢的，帕克可以借此攒下学费，参观者也不需要离开博物馆去解决饮食问题。

26 她说：“帕克是个很优秀的年轻人，我们鼓励他努力挣钱。他挣钱的理由很正当，而这并不常见。”

27 她第一次见帕克是他为在博物馆售卖饮料进行业务宣讲，之后帕克彬彬有礼的表现让她一直大为赞叹。

28 “现在在这儿，星期三是匹达哥斯日，”琳达·利普斯科姆说。