



# Set Us Up for the Future! - School Based Business & Food Truck

*Grades 6-8*

**Teacher:** Janet Bagby

**Date:** 08/19/2019

## Overview & Purpose

*Provide the lesson title and a short (3-4 line) purpose statement expressing your vision for this lesson.*

Students will manufacture, market, and sell items they create for their school based business. In addition to being college and career ready our students need to have experiences that increase their personal finance knowledge and skills. It is important for students to understand business ownership as a possible income-producing career, and get hands-on experience in the business process..

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## Objectives

*List your 3-5 objectives. Specify the new skills that the students will gain as a result of the lesson. What will students have learned or experienced by the end of the lesson?*

Students will learn the finances of running a business including cash flow, cost containment, marketing, sales, and profit as they make and sell their products.

### Students Will:

#### 1. Study Entrepreneurship:

- Identify famous entrepreneurs and link entrepreneurial characteristics with entrepreneurial self awareness results.

#### 2. Develop a School Based Business / Food Truck

- Explore business options and potential needs, determine products to sell, and marketing concepts to apply to their chosen business.
- Determining materials needed, cost, customer market, sells methods, selling price.
- Manufacture their products to sell. Learn new skills in vinyl graphics, crafts, and food preparation.
- Develop a marketing plan including advertising, logo, signage and brochure.
- Use multiple methods to sell products - pre-sale order taking, school festival/carnival booth, after school based business, booth at local mall/ farmers market, and student planned School Business Day event.
- Determine product success by calculating revenue, cost of goods sold, other expenses, and net profit.

#### 3. Plan a School Business Day event and Food Truck/ Booths for School Festival/Carnival

#### 4. Make connection to college education by touring community college entrepreneurship, business, and STEM programs.

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## Materials Needed

*What items do you need to complete this lesson? Please include items you requested in your project as well as anything else you used to bring this lesson to life.*

### For Ornaments, Custom Stickers, and Wooden Signs

- Cricut Explore Air 2 for custom vinyl stickers = \$229.00
- Oracle Vinyl 651 = \$87.88
- MinWax = \$17.99
- Glitter multiple colors = \$3.99 each
- 3" Clear plastic ornaments = \$1.87 each
- Wood for "quote" signs = varies
- Paint \$13.87
- Paint brushes \$6.98
- Disposable cups \$3.98
- Paper punch \$16.97

### To Create Menu for School Based Food Truck and School Festival/Carnival

- Ninja Professional Blender \$67.99
- Chefman Grill \$38.76
- Insignia Electric Oven \$23.56
- Cuisinart Electric Kettle \$78.31
- Crepe Maker \$39.95
- Griddle \$29.95
- Cotton Candy Machine and Supplies \$259.78
- Quesadilla Maker \$25.98
- Bowls \$18.95
- Spatulas \$7.98
- My Favorite Crepe Mix \$12.61
- Paper products, plates, trays, bowls, utensils for food sales \$35 approx
- Poster board package for signage \$12.87

\* Food products will be purchased locally and at farmers market

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Other:

- Bus transportation cost to Community College to visit entrepreneurship, business, culinary, and STEM programs = \$274.

## Verification

*What 3+ steps did you go through to make sure that your students understood the concepts you taught in your lesson?*

Assessment:

1. Learners will have a portfolio of their efforts that include:

- entrepreneur characteristic self-assessment
- entrepreneur research
- business name
- Logo
- product prototype
- product price list
- marketing plan and advertising
- business brochure

2. Learners will compute financial records of revenue, expenses, number of items sold, and outcomes of their School Based Business.

Reflection:

3. Students will write a reflection statement that:

- identifies two most memorable things they learned
- what went well
- what they would change next time to improve their outcome
- what their next step of learning could be
- how their school based business experience connects to college programs visited"

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## Activity

*What activity did you take students through to reinforce the concepts you taught during your lesson?*

My students are starting to discover how to manage money. Now they are ready to go to the next level and start a school-based business. These activities will give them real-world experiences and skills in personal and business finance.

- School Based Business: Students will gain valuable experience in money and business as they design, market, and sell food truck dishes. They will also learn to use Cricut Maker and software to design customized vinyl stickers, ornaments, and wooden quotes signs in their school-based business. Proceeds will be used to sustain the program and community services projects.
- Event Planning: Teamwork skills will be gained as they plan the School Business Day and their booths at the School Festival/Carnival to sell their items to others students, teachers, parents, and invited community.
- College Field Trip: Visit local community college entrepreneurship, business, culinary, and STEM programs to see connection to future training options.

