



A Glendive Chamber of Commerce Event 2024 Lemonade Stand Contest Saturday, June 22nd | 10am-2:30pm

Please return this form to the Glendive Chamber of Commerce by June 20th by 4 pm:
Glendive Chamber of Commerce, 808 N. Merrill Ave, Glendive, MT 59330

Steps to participate:

- 1) Fill out the registration form (just page 1) and return it to the Chamber by **June 18th**.
- 2) Choose a spot for the lemonade stand and let the Chamber know your location by June 20th. ***Make sure you have permission from the owner if setting up in front of a business.
- 3) Pick up a business plan booklet from the Glendive Chamber.
- 4) Have the stand set up and rockin' to impress the judges by 10am on June 24th.
- 5) Complete the booklet.
- 6) Drop the completed booklet off at the Glendive Chamber by **June 25th by 4 PM** (it will be returned to you!)
- 7) We want to encourage asking a local business to be a mentor to the participant. Guide them with their business plan, help them choose a prime selling location, etc.
- 8) We encourage you to decorate your stand and invite friends and family to visit your stand!

Participant Name/Names: _____

Parents Name: _____

Business Mentor Name: _____

Email Address: _____ Phone #: _____

Mailing Address: _____

Stand Information

Stand Location: _____

Flavors of lemonade: _____

Cost of lemonade: _____

CONSENT

As the parent/guardian of the child/ren named above, I consent to my child/ren's participation in the Lemonade Contest. I understand that this is a family event, and agree that I (or another responsible adult who I approve) will assist and supervise my child/ren. I understand that the organizers are not and will not be responsible for supervising my child/ren.

Also, in consideration of the foregoing, I for myself, my executors, administrators, and assigns, do hereby release and discharge any rights and claims for damages incurred before, during, and after the Lemonade Stand Contest, against the officials and sponsors of the Lemonade Stand Contest, the Glendive Chamber of Commerce, City of Glendive, County of Dawson, State of Montana, and their representatives, departments and agencies and/or all others, held June 24, 2023. I have read the rules and regulations set before me.

Signature _____ **Date** _____

Questions or Concerns Contact 406.377.5601 or glendivechamber@gmail.com

GETTING STARTED

What type of lemonade will you offer?

The options are endless! Decide if you will offer fresh lemons and sugar, frozen can concentrate, or a powdered mix.

If you want to try something different from regular lemonade, try making strawberry or blueberry lemonade! Or, take regular lemonade, add a special ingredient, and create a special name!

How much will you sell your lemonade for?

After knowing how much it costs to make your lemonade, how much money do you want to make? What will customers be willing to pay? Where will you get money to buy your lemonade?

What will your lemonade stand look like?

Do you already have a stand, or do you have an idea for your stand? How will you create your stand? What kind of signs will you have on the stand?

Name your lemonade stand after yourself, or give it its own name. The options are endless.

Where will your stand be located?

Pick a spot that has a lot of traffic, such as your home during a garage sale. If not at home maybe get in contact with a business to see about setting up in front of their place. Make sure to get permission before setting your stand up.

Who will help run the stand?

Decided who will run the stand and help you make lemonade. Friends, siblings, parents and grandparents are good options for help!

** Be friendly and polite while selling at your lemonade stand

**Always have an adult with you while running your stand

COST OF GOODS SOLD

What is the Cost of Goods Sold?

The cost of goods sold is how much your product costs you to make. After you choose what kind of lemonade you will sell, calculate how much it costs you to make it.

Items Purchased	Cost
Lemons	\$
Sugar	\$
Ice	\$
Cups	\$
	\$
	\$
	\$
	\$

Total cost for one glass of lemonade:

**If you're buying in bulk, calculate how many glasses of lemonade you can make with each package. For example, pretend sugar is \$3.25 a bag. If you can make 50 glasses of lemonade with that sugar, divide \$3.25 by 50, and round to the nearest cent. Sugar would be \$0.07 per glass of lemonade.

YOUR MARKETING PLAN

Price: _____

Product: _____

Promotion: _____

Place: _____

**** Make sure to have change!! If you sell lemonade for \$.50 and your customer gives you \$1, you need to be able to give them change.**

PROFIT

1. How many glasses of lemonade did you sell? _____
2. How much money do you have? (Gross Profit) _____
3. How much money did you start with? _____
4. How much did you spend on lemonade? (Expense) _____
5. How much did you spend on materials (Expense) _____

HOW MUCH DID I MAKE?

Take your gross profit and subtract your spare change and expenses. (Gross Profit - spare change - expenses = net profit.)

Gross Profit \$ _____
Spare change \$ _____
Expense (lemonade) \$ _____
Expense (materials) \$ _____
Expense (other) \$ _____
Total (Net Profit) \$ _____

DEFINITIONS:

Expenses: the money spent on your lemonade stand

Gross Profit: the money you earned from selling lemonade

Net Profit: the money you earned after subtracting all of your expenses

PROFIT OR LOSS?

Profit: If you make money on your lemonade stand, this means you made a profit.

Loss: If you lose money on your lemonade stand, this means you have a loss.

WHAT DID YOU LEARN?

1. Did you make money or lose money?

2. What would you have done the same if you set up another lemonade stand? _____

3. What would you have done differently? _____

4. Did you have fun? Why or why not? _____

5. What did you learn for having a lemonade stand? _____

6. Will you make another lemonade stand? Why or why not? _____
