

## Snack Sale

**Directions** A time-honored way for schools and clubs to raise money is by holding a bake sale. Students and parents contribute baked goods, which are sold for reasonable prices, usually to other students. However, the products traditionally sold at bake sales—cookies, cupcakes, brownies, and so on—are not always the most healthful snacks. Work with your classmates to plan and carry out a “snack sale” that offers a selection of tasty and healthful snacks. Follow the steps below.

- 1** **Come up with snack ideas.** As a class, think of ideas for snacks to sell. List all ideas on the board or on a sheet of paper. When suggesting snack ideas, keep the following guidelines in mind:
  - You will need to prepare the snacks for the sale yourselves. Thus, you will probably want to avoid anything that is too difficult or time-consuming to prepare.
  - Most people who stop at your sale will probably buy snacks to eat right away. Therefore, choose snacks that can be packaged and sold as single servings. For example, individual bags of popcorn would be a better choice than big tins of popcorn.
  - Since your goal is to make money, avoid snacks that call for expensive ingredients. You will probably also want to skip prepackaged snacks, such as individual packets of nuts or fruit leathers. Although these snacks are healthful and convenient, they will probably cost more than snacks you prepare and package yourselves.
  - You will probably want to avoid foods that require refrigeration. You could set up a small refrigerator or coolers full of ice next to your snack table, but this would add considerably to the work of running the snack sale. Also, foods that must be kept in the cooler or refrigerator can not be displayed.
- 2** **Choose the snacks.** Once you have generated a list of ideas, vote to choose the snacks that will be sold. Snacks that look and taste good and are not too expensive are usually the easiest to sell. Choose a reasonable variety of items—perhaps six or eight different snacks.
- 3** **Choose a time and place for your sale.** A popular spot for bake sales is outside the cafeteria at lunchtime, when hungry students eagerly snap up snacks to add to their lunches. Another good setting might be during a school or local event, such as a concert, game, or town fair. Once you settle on a place and time, make the necessary arrangements to set up your snack table. If you want to hold your sale at school, for instance, you will need to get permission from the administration.

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**CHAPTER 17: Meal Planning (Continued)****Focus on *Entrepreneurship***

- 4** **Decide on a price for each item.** Keep your customers' needs in mind. If you will be selling mainly to students, they may not have a lot of money to spare. If you are selling the snacks at an outside event, you may be able to charge more for them. If you will be buying ingredients and supplies, be sure your pricing covers them.
- 5** **Come up with a plan to advertise your sale.** Try to choose methods of advertising that will be inexpensive or free so that they will not cut into your profits. For instance, you might put up signs at your school or on community bulletin boards about a week before the sale. If your sale will be part of a local event, you could put up signs for it wherever the event is advertised.
- 6** **Make assignments.** Assign volunteers to handle the various tasks associated with the sale. These include:
- Putting up signs
  - Preparing and packaging snacks
  - Setting up the sale table
  - Staffing the table during the sale
  - Taking down the table and cleaning up after the sale
- 7** **Prepare the snacks for the sale.** Decide ahead of time how much of each snack you will make. You might work backwards by deciding how much money you want to raise, then figuring out how many snacks you need to sell to raise that sum. Package all your snacks as individual servings.
- 8** **Set up the table and display.** On the day of the sale, show up about twenty minutes early to set up your table. Arrange the snacks on the table and put up a sign labeled "Snack Sale" that lists the price of each item. Make sure you have a cash box or other secure container to stow your earnings. Also, make sure that you have plenty of change available. You do not want to turn a customer away because you can not make change for a dollar.
- 9** **Adjust prices if needed.** During the sale, keep an eye on how your products are selling. If one item does not seem to have many takers, you may want to consider cutting the price. You might also cut prices if you are getting close to the end of the sale and you still have lots of items left. It is better to get something for it than nothing.
- 10** **Clean up.** At the end of the sale, take down the signs and pack up the table and any leftover snacks. Do not forget to take down any advertising signs posted around your school or neighborhood.
- 11** **Check the profits.** Count the money you made at the sale, and take care of any expenses you had. Then put the profits to good use. If you do not already have a plan for the money, consider such ideas as buying new books or equipment for the school or making a charitable contribution to a worthy organization.

## Combining Foods

**Directions** There is more to making an appetizing meal than cooking foods that taste good. Each food should also complement the others in appearance, flavor, and texture. For instance, a meal of baked cod, mashed potatoes, and boiled cauliflower would be very dull because all the dishes are pale in color, mild in flavor, and soft in texture. Below are several basic menus for meals. On the lines provided, explain what specific ingredients and preparation methods you would choose for the dishes and what other touches, such as seasonings and garnishes, you would add to create an appealing meal.

1. Grilled fish, potatoes, and steamed vegetables:

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2. Pasta with tomato sauce, grated cheese, and salad:

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3. Sandwiches, fruit, pastries, and milk:

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4. Omelets, rolls, fruit, and coffee:

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