



# 2024 Lemonade Stand Contest

## Saturday, June 1st

Please return this form to Laurel Chamber of Commerce by  
May 27<sup>th</sup> by 4pm:

**Laurel Chamber of Commerce, 108 E Main St., Laurel, MT 59044.**

Steps to participate:

- 1) Fill out the registration form and return it to the Chamber (deadline to register May 27<sup>th</sup>)
- 2) Choose a spot for the lemonade stand and let the Chamber know your location by May 27<sup>th</sup>
- 2) Pick up a booklet from The Laurel Chamber.
- 4) Have the stand set up and rockin' and impress the judges! 10:00 AM-2:00 PM Sat June 1<sup>st</sup>
- 5) Complete the booklet
- 6) Drop the completed booklet off at The Laurel Chamber by June 5th at 4 PM (it will be returned to you!)

**Participant Name/Names:** \_\_\_\_\_

**Parents 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 craft fair, against the officials and sponsors of the craft fair, the Laurel Chamber of Commerce, City of Laurel, County of Yellowstone, State of Montana, and their representatives, departments and agencies and/or all others, held June 1, 2024. I have read the rules and regulations set before me.

Signature \_\_\_\_\_

Date \_\_\_\_\_

Questions or Concerns Contact 406-628-8105 [laurelchamber@laurelmontana.org](mailto:laurelchamber@laurelmontana.org)

# 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
<u>          Lemons          </u>	<u>          \$          </u>
<u>          Sugar          </u>	<u>          \$          </u>
<u>          Ice          </u>	<u>          \$          </u>
<u>          Cups          </u>	<u>          \$          </u>
<u>                          </u>	<u>          \$          </u>
<u>                          </u>	<u>          \$          </u>
<u>                          </u>	<u>          \$          </u>
<u>                          </u>	<u>          \$          </u>
<u>                          </u>	<u>          \$          </u>
<u>                          </u>	<u>          \$          </u>

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?

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3. What would you have done differently?

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

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

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

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