

Tuck Shop

A Pupils Profit Initiative

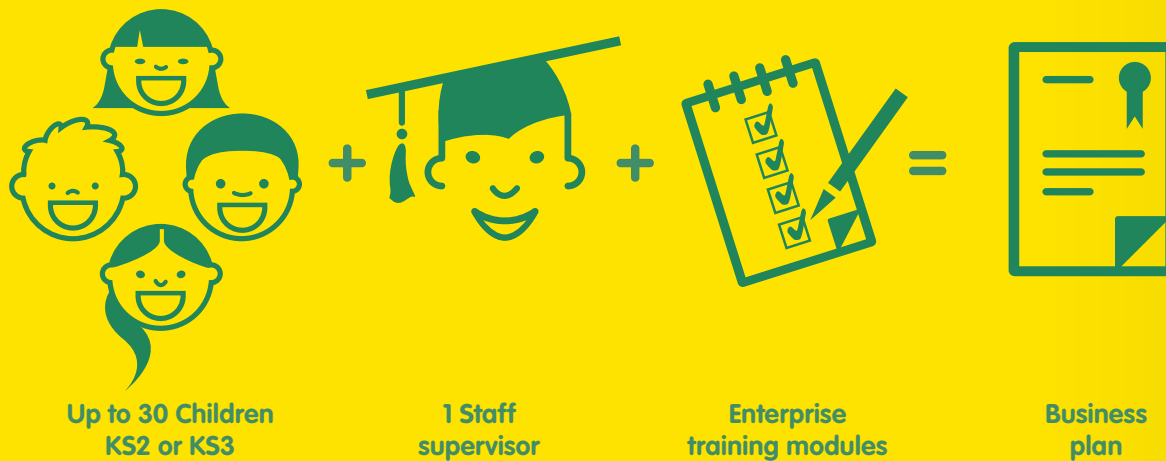
Healthy Tuck Shop

Information Pack



Pupils Profit
Enterprise based PSHE learning

The Tuck Shop Step by Step



Phase 1
Enterprise business planning



Pupils Profit Enterprise Toolkit

The toolkit gives the children ownership of their business from the outset

What's Covered:

10 Enterprise Training Modules on:

Business Operations and Health and Safety, Product Selection Pricing and Profit, Marketing, Market Research, Job Role Application (*they assess their skills for seven specific job roles*), Receiving a Delivery, Preparing for Launch, Selling, Stock Taking, and Evaluation.

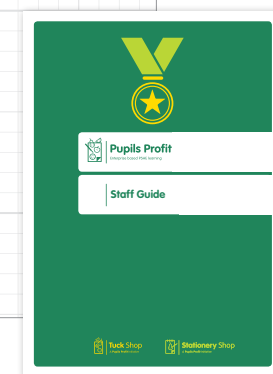
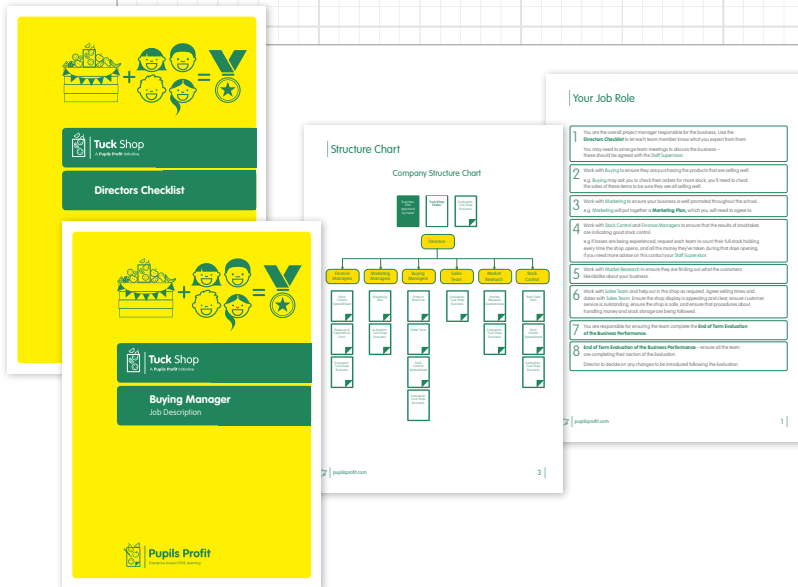
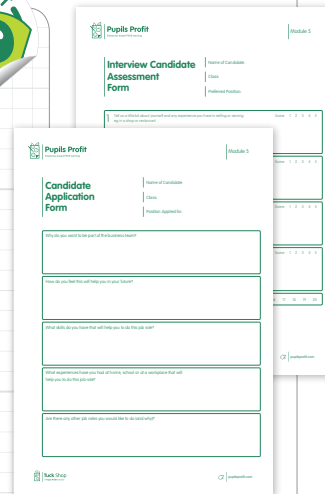
Resources included:

For Children:

- Template based training materials for modules 1-5. These will become their business plan, which they will present to the Head Teacher for sign off.
- Motivational 'Profit Point' stickers to be awarded for good business ideas/businesslike behavior.
- Tuck Shop snacks samples to taste and score
- On the job learning guides for modules 6-10
- 30 Job Role Application Forms, 30 Interview Assessment Forms, and 30 Job Description Booklets.
- Enterprise Folder containing operational documents including the How To Guides.

For Staff Supervisor:

- Comprehensive Staff Guide
- Power Point Slides with Prompts



Healthy Tuck Shop Range

Our range is fully within the Children's Food Trust Guidelines

Snacks include:

Air popped plain popcorn, wide range of dried fruits with vegetables, naturally flavoured raisins, apple crisps (not baked or fried!).

Prices:

from **40-47p** and most schools sell everything for **50p**

Popcorn Shelf Life: approximately 3 months

Everything else: approximately 5-10 months

Delivery:

150-300 packs – £7.95 + vat

300-599 packs – £3.95+ vat

600 packs – Free

Drinks:

Jelly Juices (gelatine free)

45p each

Shelf Life: approximately 6-12 months

Minimum order 72 packs

Flavoured Milk

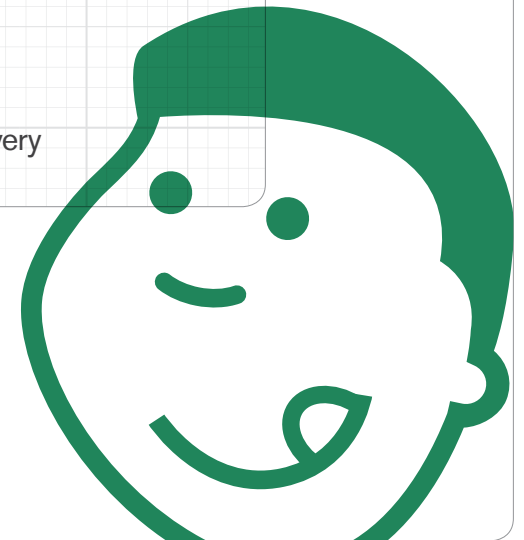
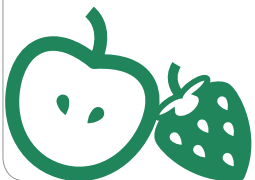
38p each

Shelf Life: approximately 3 months

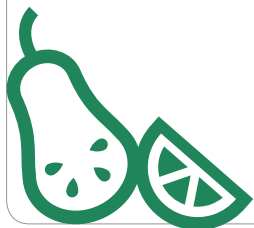
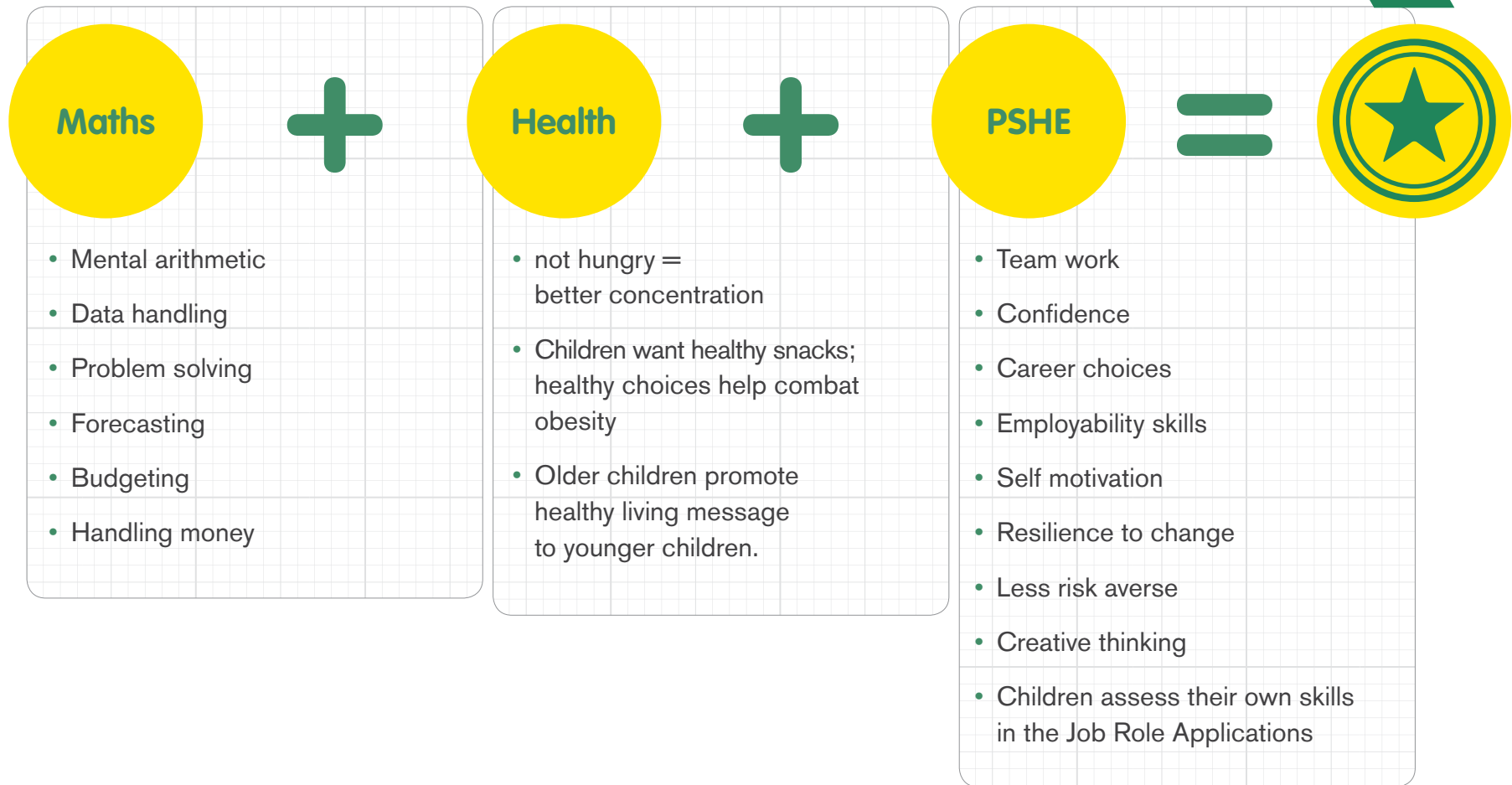
Minimum Order 270 packs

Delivery:

These are handled separately for delivery



Demonstration of the needs addressed by the Tuck Shop project throughout a school year:



The Reach of the Tuck Shop Project

Whole School:

Mental maths:

children handle money when buying and selling.

Healthy foods:

children promote these to each other, resulting in a wide enthusiasm towards the healthy tuck shop range.

Enterprise achievements:

celebrated in assemblies.

Enterprise Team

(Up to 30 children KS2 or KS3):

Mental maths:

When handling money.

Data handling and arithmetic:

Weekly stock takes, stock forecasting and stock ordering.

Market Research, Financial Review, and Evaluations take place once a term.

PSHE:

Team work, taking responsibility, building resilience to risk/change, and developing employability skills which are regularly practiced.



Why Pupils Profit

Product Integrity:

The Pupils Profit product range is entirely within the Children's Food Trust and School Food Plan guidelines.

High quality regular evaluations are carried out.

Experience:

The training has been created drawing on 17 years of retail marketing and sales experience and 6 years of training school children to run a sustainable enterprise.

Value:

The Enterprise Training Toolkit and Product Ranges are affordably priced.

The training can be passed onto the next year group using peer to peer mentoring so can be purchased just once.

Sustainability:

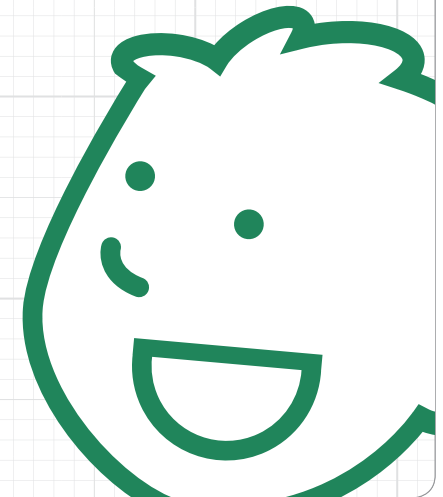
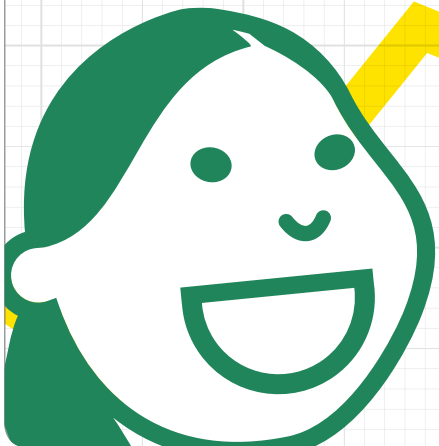
The initiative lasts a school year, deepening the children's learning.

Children's 'ownership' of the business plan *(once signed off by the Head Teacher)* increases commitment to their business.

There is inherent demand for a tuck shop which drives its sustainability.

Self Funding:

The Healthy Tuck Shop products will be sold at a profit.



Health

Nothing had been as successful as this. The Tuck Shop is always busy.

- staff -

Everything doesn't have to be unhealthy to be nice.

- Lily Yr5 -

I have become very confident towards people and talking because before I didn't talk a lot and sometimes I was a little bit shy.

- Erin Yr5 -

PSHE

Each (enterprise training) session taught the children a real-life skill, whilst ensuring that a range of areas of the curriculum were covered - from Maths to PSHE.

- staff -

I do like selling because it gives me a chance to meet new Yr 3s.

- Emily Yr5 -

We use maths all the time at tuck shop for example counting change, taking a stock order and working out how much profit we have made.

- Nathan Yr5 -

Maths

What I like about tuck shop is the teachers don't do everything and the kids get some independence as a result.

- Emily Yr5 -

Entrepreneurship

I've counted money, ordered stock and much more.

- Daisy Yr5 -

Ofsted

When Ofsted inspected the school in May, they commented on the impact of children completing these real-life tasks (particularly the job role application forms) in a very positive manner.

- Staff -

Designing posters and writing information for the newsletter and website... Also completing job application forms and having interviews.

- Emily Yr5 -

Pupils Profit

'Pupils Profit' has been fantastic from day one! The company has made the whole process a smooth one, as I initially thought the Healthy Tuck Shop would involve a lot of support from myself as class teacher, however they have made it simple enough for the children to run the business almost independently.

- Staff -



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