

**Tuck Shop**

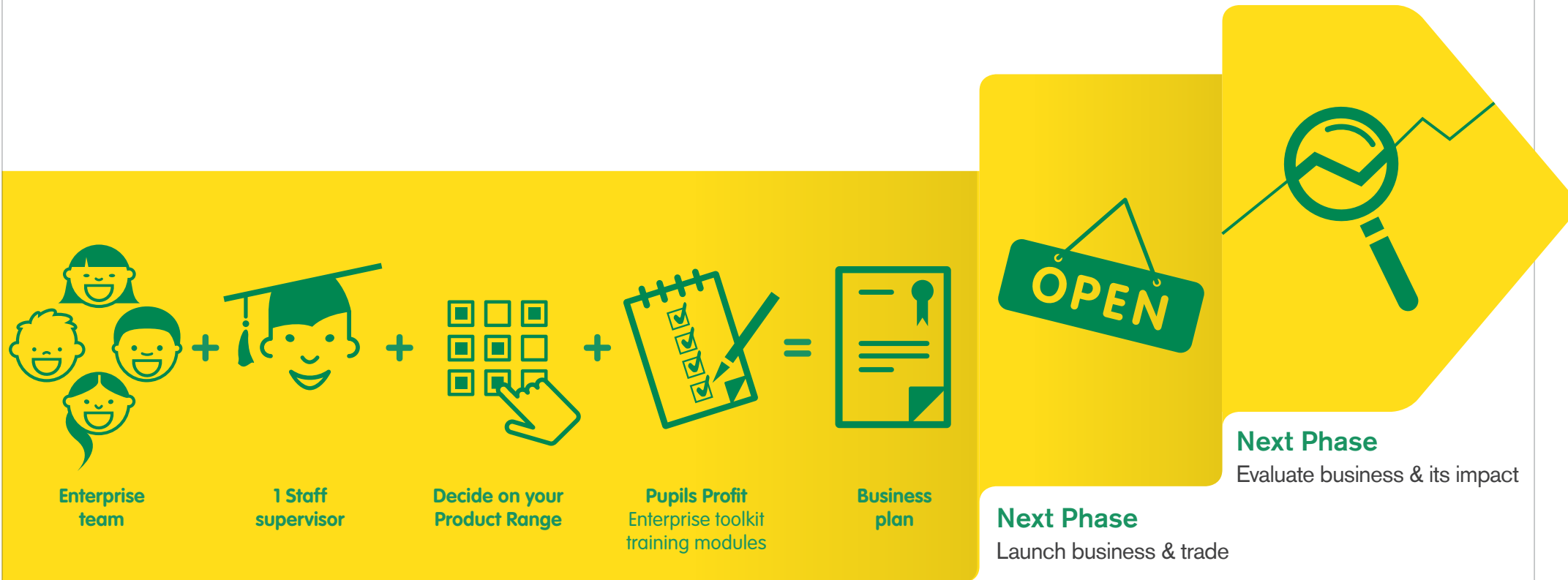
A Pupils Profit Initiative

## Information Pack



**Pupils Profit**  
Enterprise based PSHE learning

# The Tuck Shop Step by Step



## Phase 1

Enterprise business planning

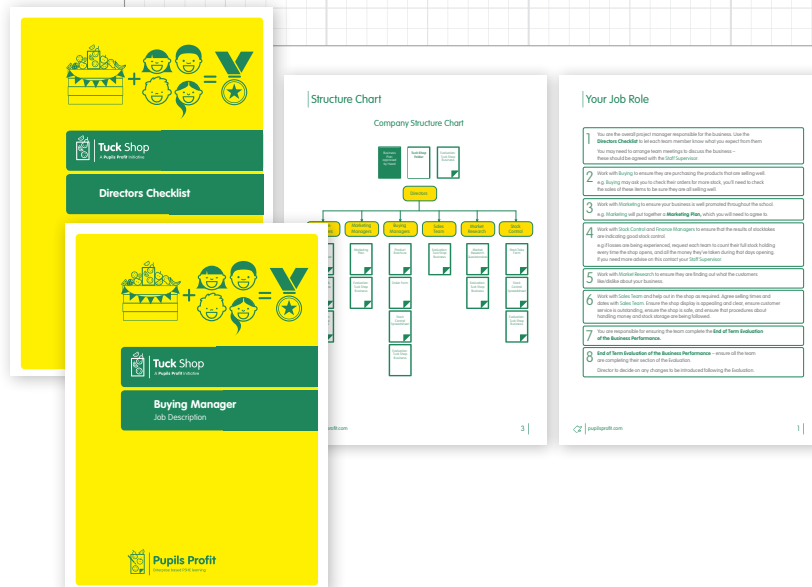
# Pupils Profit Enterprise Toolkit

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 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.



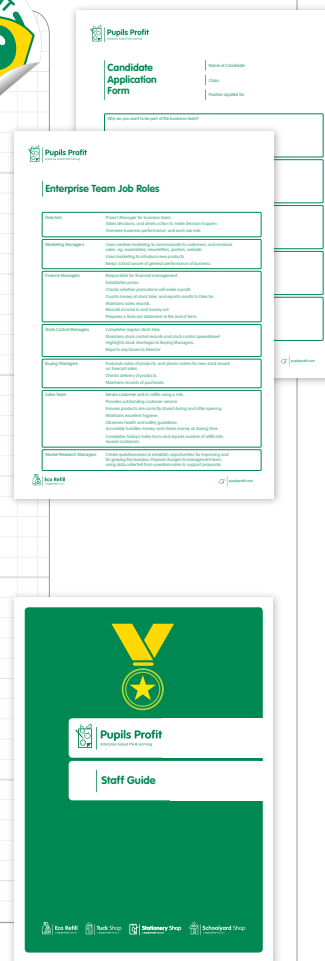
## Resources included:

For Pupils:

- 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 snack samples to taste and assess.
- '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 **52p** and most schools sell everything for **60p**

Popcorn Shelf Life: approximately 3 months

Everything else: approximately 5-10 months

### Delivery:

150-400 packs      –      £8.75 + vat

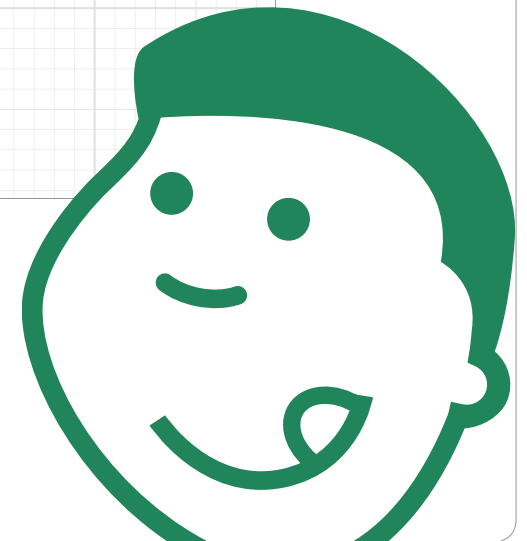
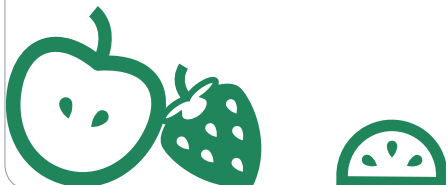
**400 packs**      –      **Free**

## Drinks:

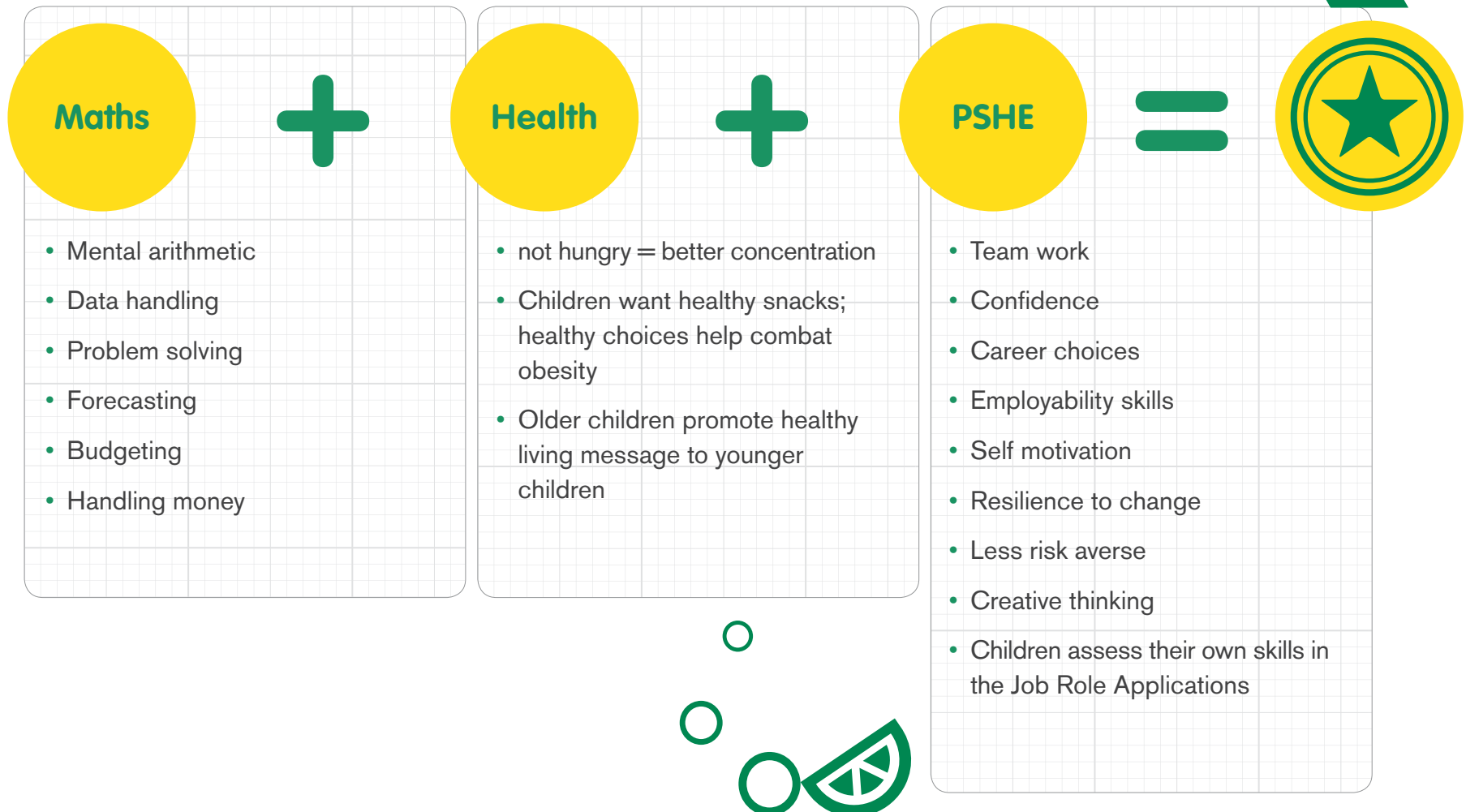
### Flavoured Milk

**62p each**

Shelf Life: approximately 3 months



## Demonstration of the needs addressed by the 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.

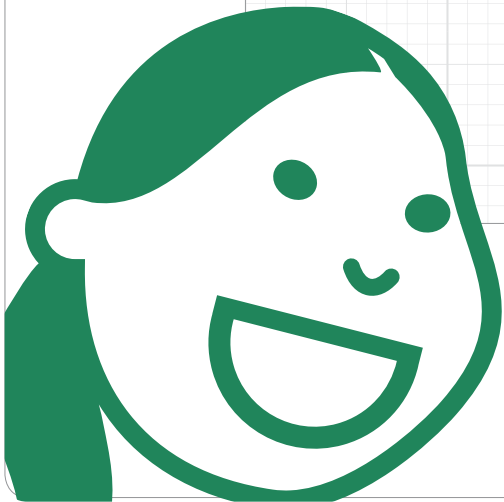
### Data handling and arithmetic:

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 over 10 years of training school children to run a sustainable enterprise.

### Value:

The Enterprise Training Toolkit is affordably priced at **£460 + vat**

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

### Sustainability:

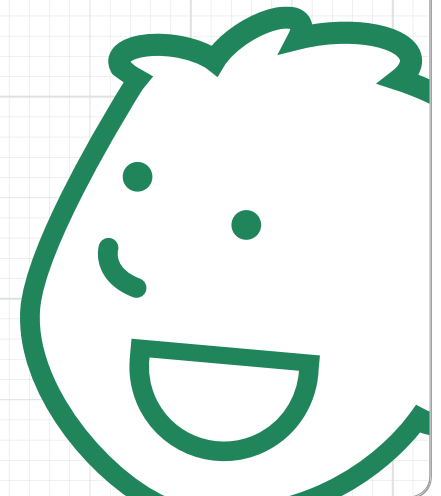
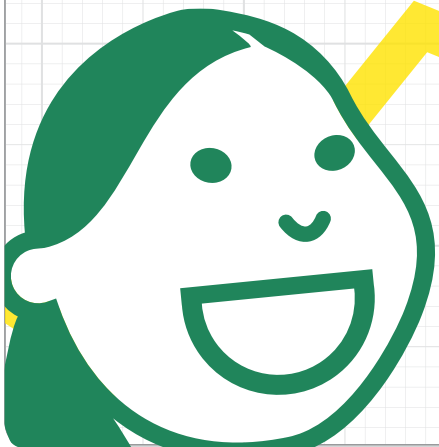
The initiative lasts a school year, deepening the children's learning.

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 has 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 -

## Maths

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 -

## 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 -



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 -

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 -

## 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 -



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