COOPERATIVES
EARN MONEY
AND
BUILD CHARACTER

I. Objectives

A. Students will form cooperative groups with the purpose of making and selling goods and services to earn money.

B. Students will work together to promote group harmony and strengthen cooperative skills.

C. Each cooperative will elect a chairman, secretary, and treasurer.

D. Students will create their own ideas and materials.

E. Students will make oral presentations to motivate sales.

F. Students will buy and sell products and/or services they create.

G. Optional
   After the sale students from each cooperative will divide the profits evenly among the members and use money for a class auction.

II. Procedure (1 - 3 weeks)

A. Class forms four cooperative groups. Letter sent home to parents explaining the project. See attached sample letter.

B. Groups elect officers and brainstorm ideas for making money.

C. Two class periods (half to one hour each) plus homework assignments (We encourage parent involvement.) to work on materials. Children will make most of their items at home.

D. Students will play the game It Takes Cooperation to build skills of cooperation and
promote making team oriented decisions.

E. The day before the sale, students give oral presentations or a 'sales pitch'.

F. Day of sale (approximately one hour) all students in each cooperative group are given $85.00 in color-coded play money to spend. (Money is color-coded so that children will have to spend their money to prevent it being included in the 'profit' made by their cooperative group.)

G. For additional ideas and procedures get unit Counting on Cooperatives from:
   Ag in the Classroom, P.O. Box 15949, Sacramento, CA 95852-0949
   phone number: 800-700-AITC

III. Evaluation  Fall and Spring

A. Each student will choose their favorite item from the sale and make an oral presentation on why it's their favorite and who made their favorite item. (This can effectively be used to build self-esteem for the presenter and the maker of the item.)

B. Each cooperative group will meet and discuss what their best selling item was, what they learned during the process of making and selling, and give an oral presentation to the class.

For further information contact:
   Nancy M. Harris
   P.O. Box 802
   Hughson, CA 95326
   phone: 209-522-7982
IV. Sample Results (What were best selling items?)

Group 1  (Earned $280.00)  Greeting cards, personalized rubber stamps, snowflake making lessons, plaster of Paris animal footprints.

Group 2  (Earned $170.00)  Decorated lunch bags.

Group 3  (Earned $822.00)  Cookies, tangerines, greenery, placemats.

Group 4  (Earned $276.00)  Cheerleader and football player notebooks.

Sample Evaluation (Each group was asked to summarize what they learned.)

Group 1  “This is a lot of work.”  “Children loved animal footprints.”

Group 2  “It’s hard to sell the things you make. I can see why farmers must have a hard time selling what they grow or raise.”

Group 3  “Children love cookies.”  “If you have a lot to sell, you’ll make more money.”  “I learned how to help the customers find what they needed.”

Group 4  “If you want to really sell things, lower the price.”

Class consensus:  The children who worked the hardest or had the best ideas made the most money.  “Hard work pays.”
Team 1  
(Made $161.00)

Best selling items — cookies and note pads.

Learned — “If you have lower prices, more people will buy.”

Team 2  
(Made $450.00)

Best selling items — donuts, grapefruit, bookmarks.

Learned — “We learned not to spend money on expensive things because you won’t get as many things.” “Take time in buying. Look around because some things aren’t as good as they look.”

Team 3  
(Made $123.00)

Best selling items — mints, cookies, placemats, and puppets.

Learned — “Lower prices and more people will come.” “Low prices always pay.” “Do a good job. Don’t waste.”

Team 4  
(Made $1,506.00)

Best selling items — pencils, goodie grab bags, magnets, pogs, peacock feathers, paper chain farm animals, bookmarks.

Learned — “I learned how to make change.” “Make good things so people will buy.” “High prices make a lot of money.”