



Lesson Plan Pizz-A-Bizz Mixer Game “Pizza World Bidding”



Grade Level 4-8 **Estimated Time** 3 days

Summary Sentence: Cooperative learning to expand the perception of start to finish agriculture food industry from soil to slice. (Excellent to use with any children’s group but especially fun to introduce kids to new friends, as they interact to locate resources they need for their business.)

Learning Goals: By the end of the lesson, students will:

- Better understand the process, interaction of businesses and cost of food production.
- Appreciate incremental costs and management of money in a successful business,
- Cooperative learning can be fun and is most important in managing a business,
- The more inputs a business can control in quality and costs, the more profitable they will be,
- Appreciate the strategy and interaction of people in an auction,
- Better understand the value of the bank in saving and managing money resources.

Materials: Each student needs one copy of the Student Assignment Page, their journal, \$500,000 worth of paper money, paper checks for optional use, a Business Sheet, A Surplus Resources Sheet, and pencils

Teacher Notes:

Preparation: Decide on how many teams would be ideal for the activity based on the number of students in your class. You may want to vary the activity to meet your individual class goals if you have too few students to carryout the cooperative learning segment.

Examples of assignment based on group size:

- You may want to serve as the banker or auctioneer. If you have students in your group that could do a good job, it would be great experience for them, or you could select an older student for this job.
- With 4 students you could have two teams of 2 each.
- With 9 students, teams of 3 would work.
- With 20 students, teams of 4 would work with 5 each. This or larger would make it more competitive.

For each team spread out on a table, the Instruction Page, the Business Enterprise Sheets, and accompanying surplus resource pages, Auctioneer-Bank Enterprise Sheet, money bills worth \$500,000 value and paper checks if you want to use them.

1. Have available a Student Assignment Sheet, and journal for each student.
2. With students, review the Instruction Page, Learning Goals and explain the bidding activity.
3. Carry out the bidding and allow teams time to calculate their profit and determine outcome.
4. Discuss the **engage, explore and explain** phase and discuss plans for the **elaborate** phase.

Student Assignment Page

Name _____

Period One Engage:

Learning Goals: By the end of the lesson, you will:

- Better understand the process, interaction of businesses and cost of food production.
- Appreciate costs and management of money in a successful business,
- Have fun in Cooperative learning,
- Realize more inputs a business can control in quality and costs, the more profitable,
- Appreciate the strategy and interaction of people purchasing through an auction,
- Better understand the value of the bank in saving and managing money resources.

Explore: Review the Instruction Page

Questions to help you make the right decisions in bidding on businesses.

1. As you think about the ingredients in your pizza, what businesses have been involved ?
2. What farm enterprises are involved in the journey of pizza ingredients from “soil to slice”?
3. How would you describe a successful pizza business?
4. If the formula (inputs minus outputs equals profitable), describe inputs and outputs.
5. Your team’s business purchase through auction will complement your pizzeria business. Which businesses will be most important to you to control the cost of producing and processing the ingredients to go on your pizza?
6. To be most profitable, how large of pizzeria should you plan to have?

With the materials you are given, decide and follow through on your bidding process.

Explain:

- Following the bidding process, assist in calculating your team’s profit.
- In your journal, record what you learned from the bidding and exchanging resources exercise.
- What did you like best? And how could it be improved to make it more meaningful to you?
- Were there advantages working as a team and if so what were the advantages or disadvantages?

Period Two Elaborate:

- As a team, based on the enterprise(s) you purchased, develop a plan to incorporate it into your pizzeria business and show how you will manage it for quality assurance and to increase profits.
- Prepare a team 5 minute presentation to explain your plan.
- In your journal, describe your part in planning and your part of the presentation.

Period Three

- 5 minute team presentation. (Incorporating the new business(s) into the pizza company.)

Class Notes: The 5 minute team presentations and student journal notes will provide direction in designing the next lesson plan for the next phase of building a “soil to slice” pizza business.

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Pizz-A-Bizz Mixer Game “Pizza World Bidding”

Instruction Page

Instructions: Form a team and use bidding strategy to purchase the most profitable business!

1st 45 minute period.

- **Form teams. Hand out Game Instructions...number** based on optimum number of teams. Of the following enterprises, which would be the best as a part of your pizza business?
(To bid, call out your team’s name .Who’ll give me \$50,000 for Chicken Broiler... *”Oink Oink”)

	<u>Total cost per year to</u>	<u>Annual Operation Cost s.</u>	<u>Annual Profit</u>	<u>Team Name</u>
Auctioneer-Banker Business		15% interest on Team Deposits		
1. Hog, Corn, Soybean Producer		\$225,500	\$60,000	*Oink Oink
2. Beef, Pasture/Grass Producer		\$ 99,000	\$40,000	Moo
3. Dairy, Grass Forage Producer		\$116,000	\$30,000	Moo Too
4. Chicken Broiler Producer		\$ 48,000	\$32,000	Cluck Cluck
5. Greenhouse Business		\$107,000	\$30,000	Pick Me
6. Orchard, Gardener, Truck Farm Producer		\$ 66,000	\$25,000	Bean Stock
7. Cheese Processing Plant Business		\$120,000	\$30,000	Cheese
8. Grocery Store Business		\$753,000	\$100,000	Checkout
You own Pizza Restaurant Business		\$140,000	\$ 72,000	

- **To all participants: First:** teams review the Auctioneer-Banker Business Sheet and if interested, **Try auctioning-example.** “To bidders: You are receiving \$500,000 in grant money to use in starting a business.
 - Bid on a business at the lowest price...save money for operations and for money in the bank where you can draw interest!
 - What business shall we start with? Cheese Processing, “Cheezie”, OK
 - Who’ll give me \$50,000, Yep, now \$70,000, Yes, and now \$100,000
 - Think seriously about the opportunity you are missing,”
- **Teams Plan Strategy in Bidding:** Investigate to determine the value of businesses. You all own the Pizza Restaurant Business and you have \$500,000 to use in buying and operating a business and investing the balance in a bank where you will receive a 10% Government payment and the bank will receive 15% (grant money). As a pizza business owner, you need to control products and costs of ingredients that go into your pizzas. What other enterprises do you want to own to help control your pizza business profit? Visit other teams to locate the resources needed by your team...work out trades or purchases.
- **Bidding begins:** Which business shall we sell first? Sell all the businesses of interest to the teams.
- **Record Keeping:** One team member from each team keeps banking records. The Auctioneer-Bankers pay your team 10% Gov. payment on your deposit. Which team has the most annual income from sales plus Gov. Payment? \$_____ profit from sales + \$_____ Gov. Payment. Your team’s total profit for the year \$_____ or Net worth.

Auctioneer - Banker



Try auctioning. You are receiving \$500,000 in grant money to use in starting a business.

- Bid on a business at the lowest price...save money for operations and for money in the bank where you can draw interest!
- What business shall we start with? Cheese Processing, OK
- Who'll give me \$50,000, Yep, now \$70,000, Yes, and now \$100,000
- Think seriously about the opportunity you are missing!

Consult with team members to determine if you want to be the auctioneer-banker team.

Are you good at marketing and math or accounting? If so, lets hear you try to get the first bid on any of the nine businesses.

Your team will earn a 15 % payment (grant money) from each team who deposits their money in the bank. You will provide each team 10% on the money they deposit.

Business _____
 Deposit _____
 Deposit _____
 Total Deposit _____
 10% Total Deposit _____
 Total in Bank _____

Business _____
 Deposit _____
 Deposit _____
 Total Deposit _____
 10% Total Deposit _____
 Total in Bank _____

Business _____
 Deposit _____
 Deposit _____
 Total Deposit _____
 10% Total Deposit _____
 Total in Bank _____

Business _____
 Deposit _____
 Deposit _____
 Total Deposit _____
 10% Total Deposit _____
 Total in Bank _____

Business Deposits from all businesses. _____

Business _____ Amount _____

Business _____ Amount _____

Business _____ Amount _____

Business _____ Amount _____

Total _____ x 15% GRANT FUNDING = _____

PIZZA BUCKS

\$200,000

To _____ From _____

PIZZA BUCKS

\$100,000

To _____ From _____

PIZZA BUCKS

\$50,000

To _____ From _____

PIZZA BUCKS

\$25,000

To _____ From _____

PIZZA BUCKS

\$5,000

To _____ From _____

PIZZA BUCKS

\$5,000

To _____ From _____

PIZZA BUCKS

\$5,000

To _____ From _____

PIZZA BUCKS

\$6,000

To _____ From _____

PIZZA BUCK

\$1,000

To _____ From _____

PIZZA BUCKS

\$1,000

To _____ From _____

PIZZA BUCKS

\$1,000

To _____ From _____

PIZZA BUCKS

\$1,000

To _____ From _____

Cut out money or teams can write on each bill as to who they paid the money to or who paid them.

Checks are optional

Account Record

_____ Business	Date _____	Check number _____	_____ Balance
Pay to the order of _____		\$ _____	_____ Payment
_____ - dollars			Deposit _____
		_____	For _____
For _____			_____ Balance

_____ Business	Date _____	Check number _____	_____ Balance
Pay to the order of _____		\$ _____	_____ Payment
_____ - dollars			Deposit _____
		_____	For _____
For _____			_____ Balance

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Pay to the order of _____		\$ _____	_____ Payment
_____ - dollars			Deposit _____
		_____	For _____
For _____			_____ Balance

1. Hogs, Corn, Soybean Producer



Total cost per year to operate the business. \$225,500 Annual Profit \$60,000

Resources Available: 500 acres of cropland, farming equipment, 300 sows and 2,500 baby pigs and 3 people to provide labor.

Need: feed for hogs and baby pigs.

Have Surplus: labor and storage buildings

Team Goal: Manage your \$500,000 grant to result in the highest net worth at end of year.

Use strategy in bidding on a business to allow as much of your grant to be drawing interest in the bank.

When you are finished trading resources, figure how much money you have left. Which team has the most annual income from sales and interest? \$ _____ profit from sales + \$ _____ interest income equals your team's total profit for the year \$ _____ + money in the bank \$ _____ for a Grand Total of \$ _____

<u>Example</u>	<u>Your balance sheet</u>
\$500,000 Grant	\$500,00
<u>\$200,000</u> bid at auction was highest bid for _____ Producers	_____
<u>Resulting in</u>	
\$300,000 remaining for expenses and money in the bank at 10% interest.	_____
<u>225,000</u> for annual operating cost	_____
<u>Resulting in</u>	
\$75,000 for bank deposit at 10% interest \$7,500	_____
+ <u>7,500</u> interest	_____
\$ 82,750 cash in bank	_____
<u>+\$ 60,000</u> profit for the year	_____
\$ 142,750 Net worth	_____

2. Beef, Pasture, Grass Producer



Total cost per year to operate the business \$ 99,000 Annual Profit \$40,000

Resources Available: 500 acres of grassland, hay and corn for cows and calves, 250 cows and 250 calves, and 2 people to provide labor.

Need: labor and storage buildings

Have Surplus: feed for hogs and baby pig

Team Goal: Manage your \$500,000 grant to result in the highest net worth at end of year.

Use strategy in bidding on a business to allow as much of your grant to be drawing interest in the bank.

When you are finished trading resources, figure how much money you have left. Which team has the most annual income from sales and interest? \$ _____ profit from sales + \$ _____ interest income equals your team's total profit for the year \$ _____.
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<u>Resulting in</u>	
\$75,000 for bank deposit at 10% interest \$7,500	_____
+ <u>7,500</u> interest	_____
\$ 82,750 cash in bank	_____
<u>+\$ 60,000 profit for the year</u>	_____
\$ 142,750 Net worth	_____

3. Dairy, Grass, Forage



Total cost per year to operate the business \$116,000

Annual Profit \$30,000

Resources Available: 200 acres of grassland and silage, machinery, equipment and facilities, 200 dairy cows and 200 calves, and 3 people to provide labor.

Need: Machinery, grass and corn seed

Have Surplus: Cropland

Team Goal: Manage your \$500,000 grant to result in the highest net worth at end of year.

Use strategy in bidding on a business to allow as much of your grant to be drawing interest in the bank.

When you are finished trading resources, figure how much money you have left. Which team has the most annual income from sales and interest? \$_____ profit from sales + \$_____ interest income equals your team's total profit for the year \$_____.
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\$ 82,750 cash in bank	_____
<u>+\$ 60,000</u> profit for the year	_____
\$ 142,750 Net worth	_____

4. Chickens (Broilers) Producer



Total cost per year to operate the business \$48,000

Annual Profit \$32,000

Resources Available: 50 acres of rangeland, 20,000 chickens, 20,000 baby chicks, 2 people to provide labor, shelter and facilities.

Need: Cropland

Have Surplus: Machinery, grass and corn seed

Team Goal: Manage your \$500,000 grant to result in the highest net worth at end of year.

Use strategy in bidding on a business to allow as much of your grant to be drawing interest in the bank.

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\$ 142,750 Net worth	_____

5. Greenhouse Business



Total cost per year to operate the business \$107,000 Annual Profit \$30,000

Resources Available: 5 acres of land, greenhouse, planting and transplanting equipment, advertising materials and program, 5 people to provide labor.

Need: Soil, pots, fertilizer,

Have Surplus: Truck, baskets, building for marketing

Team Goal: Manage your \$500,000 grant to result in the highest net worth at end of year.

Use strategy in bidding on a business to allow as much of your grant to be drawing interest in the bank.

When you are finished trading resources, figure how much money you have left. Which team has the most annual income from sales and interest? \$_____ profit from sales + \$_____ interest income equals your team's total profit for the year \$_____.
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\$ 82,750 cash in bank	_____
+ <u>\$ 60,000</u> profit for the year	_____
\$ 142,750 Net worth	_____

6. Orchard, Garden, Truck Farm Business



Total cost per year to operate the business \$ 66,000

Annual Profit \$25,000

Resources Available: 10 acres of orchard-apple, grapes, fruit, vegetables, machinery and equipment for planting and harvesting, and 3 people to provide labor.

Need: Truck, baskets, building for marketing

Have Surplus: Soil, pots, fertilizer

Team Goal: Manage your \$500,000 grant to result in the highest net worth at end of year.

Use strategy in bidding on a business to allow as much of your grant to be drawing interest in the bank.

When you are finished trading resources, figure how much money you have left. Which team has the most annual income from sales and interest? \$_____ profit from sales + \$_____ interest income equals your team's total profit for the year \$_____.
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\$ 82,750 cash in bank	_____
<u>+\$ 60,000 profit for the year</u>	_____
\$ 142,750 Net worth	_____

7. Cheese Processing Plant



Total cost per year to operate the business \$120,000

Annual Profit \$30,000

Resources Available: 3 acres of land, processing facilities and equipment, trucks to haul milk and processed cheese, 2 people to provide labor.

Need: 6 more people to provide labor

Have Surplus: 20 acres of land for building and parking area

Team Goal: Manage your \$500,000 grant to result in the highest net worth at end of year.

Use strategy in bidding on a business to allow as much of your grant to be drawing interest in the bank.

When you are finished trading resources, figure how much money you have left. Which team has the most annual income from sales and interest? \$_____ profit from sales + \$_____ interest income equals your team's total profit for the year \$_____.
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+ <u>7,500</u> interest	_____
\$ 82,750 cash in bank	_____
+ <u>\$ 60,000</u> profit for the year	_____
\$ 142,750 Net worth	_____

8. Grocery Store



Total cost per year to operate the business \$753,000

Annual Profit \$100,000

Resources Available: trucks, merchandise, computerized equipment, building materials, advertising materials and program, and 20 people to provide labor.

Need: 20 acres of land for building and parking area, Advertising materials and programs

Have Surplus: 6 people to provide labor, : Booths for seating 6 people

Team Goal: Manage your \$500,000 grant to result in the highest net worth at end of year.

Use strategy in bidding on a business to allow as much of your grant to be drawing interest in the bank.

When you are finished trading resources, figure how much money you have left. Which team has the most annual income from sales and interest? \$ _____ profit from sales + \$ _____ interest income equals your team's total profit for the year \$ _____.
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\$ 82,750 cash in bank	_____
<u>+\$ 60,000</u> profit for the year	_____
\$ 142,750 Net worth	_____

9. Pizza Restaurant



Total cost per year to operate the business \$140,000 Annual Profit \$72,000

Resources Available: 1 acre of land including parking, building and storage, refrigeration and baking equipment, salad bar facilities, pizza and salad ingredients, booths for seating 60 people and 8 people to provide labor.

Need: Booths for seating 6 people

Have Surplus: Advertising materials and programs

Team Goal: Manage your \$500,000 grant to result in the highest net worth at end of year.

Use strategy in bidding on a business to allow as much of your grant to be drawing interest in the bank.

When you are finished trading resources, figure how much money you have left. Which team has the most annual income from sales and interest? \$_____ profit from sales + \$_____ interest income equals your team's total profit for the year \$_____.
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\$ 142,750 Net worth	_____



Surplus of Hogs, Corn, Soybean Producer

Labor and Storage Building



Surplus of Dairy, Grass, Forage Producer

Cropland



Surplus of Chickens, (Broiler) Producer

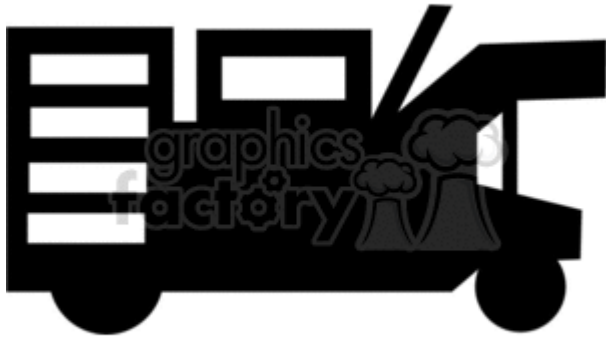
Machinery

Grass and Corn Seed



**Surplus of Orchard, Garden, Truck Farm
Business**

Soil, Pots Fertilizer



Surplus of Greenhouse Business

Trucks, Baskets Marketing Building



Surplus of Grocery Store

**6 People
Looking for job**



Surplus of Cheese Processing Plant

20 Acres of Land for Building and Parking



Surplus of Pizza Restaurant

Advertising Materials And Program



Surplus of Grocery Store

Booths for Seating 6 People