

DEPARTMENT ESI: ENTREPRENEURSHIP INVESTIGATION

GENERAL INFORMATION

- A. 4-H entries must be made according to the printed 2024 Custer County Fair Premium Book and entered online by 5:00 p.m. on June 28. Instructions for online entries will be emailed to 4-H families on approximately May 15. Entries will be interview judged on Wednesday, July 24, 10:00 a.m. - 4:00 p.m. at the 4-H Building. Limit to one entry per class.
- B. Entrepreneurship exhibits help participants develop an entrepreneurial mindset. An entrepreneurial mindset is needed to tackle social issues as well as explore new business opportunities.
- C. EXHIBIT GUIDELINES: The 4-H member's name, age, town, and county must be listed on the back of the exhibit.
- D. If exhibit is a poster, it must be 14" x 22" and may be arranged either horizontally or vertically. Poster may **not** use copyrighted materials, such as cartoon characters or commercial product names. Exhibits which do not conform to size or content guidelines will be lowered one ribbon placing. Posters may include photographs, charts, or examples as well as a written explanation.

Ribbons	P.	B.	R.	W.
	\$2.50	\$2.00	\$1.50	\$1.00

ESI UNIT 1 - DISCOVER THE E-SCENE

CLASS F531001 Interview an Entrepreneur. Share what you learned from the person about having an entrepreneurial mindset. How have they applied that mindset? Have they started a business? Are they tackling a social issue? How do they deliver excellent customer service? How will what you have learned through this interview change your future plans or ways of thinking about entrepreneurship? The summary of the interview should be typed and with a maximum length of two pages (12 pt. font). Enter exhibit in a folder with fasteners (no slide bars).

ESI UNIT 2 - THE CASE OF ME

CLASS F531002 Social Entrepreneurship Presentation. Prepare a five-slide power point presentation about a social entrepreneurship venture to benefit a group or individual in your community. Social entrepreneurs are people who are in business to help others. Submit a printout of the note pages which show each slide and include an explanation of each slide. Enter exhibit in a folder with fasteners (no slide bars).

ESI UNIT 3 - YOUR BUSINESS INSPECTION

CLASS F531003 Marketing Package. (mounted on a 14" x 22" poster) must include at least three items (examples) developed by the 4-H'er from the following list: business card, brochure, advertisement, business promotional piece, printout of an Internet home page, packaging design, signs, logo design, direct mail piece, etc. The marketing package should be for an original business developed by the 4-H'er and not an existing business.

CLASS F531004 Sample of an Original Product with an information sheet (8½" x 11") answering the following questions:

1. What did you enjoy the most about making the product?
2. What challenges did you have when making the product? Would you do anything differently next time? If so, what?
3. What is the suggested retail price of the product? How did you decide on the price?
4. Market analysis of the community – data gathered through a survey of potential customers. Survey at least 10 people in your community about your product.
5. How much would you earn per hour? Show how you determined this figure.
6. What is unique about this product?

CLASS F531005 Photos of an Original Product (mounted on a 14" by 22" poster) - must include three photos of developed product and a mounted information sheet answering the following questions. **If exhibiting in both Class F531004 and Class F531005, products must be entirely different products.**

Information Sheet:

1. What did you enjoy the most about making the product?
2. What challenges did you have when making the product? Would you do anything differently the next time? If so, what?
3. What is the suggested retail price of the product? How did you decide on the price?
4. Market analysis of the community – data gathered through a survey of potential customers. Survey at least 10 people in your community about your product.
5. How much would you earn per hour? Show how you determined this figure.
6. What is unique about this product?

ESI - ALL UNITS

CLASS F531006 Entrepreneurship Challenge Take on the entrepreneurship challenge. Entrepreneurship Challenge is open to 4-H'ers enrolled in any of the three units of ESI. Complete five (5) or more of the challenges from the following list. The exhibit will include highlights from these five (5) challenges. Consider labeling each challenge so the viewer will understand what the challenge was. Enter a poster, video (or other digital presentation), report or scrapbook related to the learning from the challenge. Use your creativity to show and share what you learned.

Select your five (5) challenges from the list below:

1. Sell something.
2. Talk to local leaders about entrepreneurial thinking and how it is being applied or could be applied to a current community issue.
3. Introduce yourself to a local entrepreneur and take a selfie with them.
4. Be a detective! Look for Nebraska-made products and find out more about the business.
5. Tour 2-3 entrepreneurial businesses and create a photo story.
6. Investigate what it takes to be an entrepreneur and complete a skills assessment.

7. Make a prototype (sample/model) of a new product idea. (Include the prototype or a photo of the prototype.)
8. Work with a friend to develop a new business idea!
9. Contact your local Extension Office to learn about entrepreneurship opportunities.
10. Create an activity to teach others about entrepreneurship (coloring page, puzzle, game, etc.)

DEPARTMENT MONEY MANAGEMENT

4-H entries must be made according to the printed 2024 Custer County Fair Premium Book and entered online by 5:00 p.m. on June 28. Instructions for online entries will be emailed to 4-H families on approximately May 15. Exhibits will be interview judged on Wednesday, July 24, 10:00 a.m. - 4:00 p.m. at the 4-H Building.

One entry per class.

Ribbons	P.	B.	R.	W.
	\$1.25	\$1.00	\$.75	\$.50

MAKING CENTS OF IT - Entries not eligible for State Fair.

CLASS C245001 Complete page 13 of the manual or color our state quarter located at the web site <https://www.usmint.gov/?s=State+Quarters&area=all>.

CLASS C245002 Read the story listed on page 8 and draw and label on an 8½" x 11" sheet at least 5 different objects used as money before coins and paper currency were made.

CLASS C245003 Make a wants/needs poster (11" x 17") using the information on page 16 of the manual.

CLASS C245004 Make a decorated bank (see page 28 of the manual).

FINANCIAL CHAMPIONS 1 & 2 CLASSES

General Information: Entries should be typed and then attached to a piece of colored card stock or colored poster board (limit the size of the poster board or card stock to 14" x 22" or smaller). You may use the front and back of the poster board.

Beginner/Intermediate

CLASS C247001 **Write 3 SMART financial goals for yourself** (one should be short term, one intermediate, and one long term.) Explain how you intend to reach each goal you set.

CLASS C247002 **Income Inventory** - Using page 13 as a guideline, list sources and amounts of income you earn/receive over a six-month period. Answer the following questions: What were your income sources? Were there any steady income sources? What did you do with the income you received? Include your income inventory in the exhibit.

CLASS C247003 **Tracking Expenses** - Use an app or chart like the one on page 17 to track your spending over 2 months. Answer the following questions: What did you spend most of your money on? What did you learn about your spending habits? Will you make any changes in your spending based upon what you learned? Why or why not? Include your chart in your exhibit.

CLASS C247004 **Money Personality Profile** - Complete the money personality profile found on pages 21-22. Answer the following questions: What is your money personality? How does your money personality affect the way you spend/save money? Have a friend or family member complete the money personality profile. Compare and contrast (how are you alike how are you different) your money personality profile with theirs.

CLASS C247005 **Complete Activity 8 "What Does It Really Cost?"** on pages 39-40.

CLASS C247006 **My Work; My Future** - Interview three adults in your life about their careers or jobs using the questions on page 51 and record these answers. In addition, answer the following questions on your display. What did you find most interesting about these jobs? Were there any positions you might want to pursue as your career? Why/Why not? What careers interest you at this point in your life? What are commission three steps you need to do now to prepare for this career?

Intermediate/Advanced

CLASS C247007 **Interview** someone who is paid a salary; someone who is paid a commission; and someone who is paid an hourly wage. Have them answer the following questions plus any additional questions you may have.

*What are some benefits of receiving your pay the way you do (salary, commission, or hourly wage)?

*What are some negative outcomes for getting paid the way you do?

*Does your pay keep pace with inflation? Why do you think this?

*Summarize: Based upon your interviews which payment method would suit you the best? Discuss your answer.

CLASS C247008 **The Cost of Not Banking** -Type your answers to the questions about Elliot on page 50.

CLASS C247009 **Evaluating Investment Alternatives** - complete the case study of Jorge on page 64. Answer all three questions found at the bottom of the page.

CLASS C247010 **Understanding Credit Scores** - Watch the video and read the resource listed on page 71. Answer the following questions.

*Name 3 prudent actions that can reduce a credit card balance.

*What are the main factors that drive the cost of credit?

*List one personal financial goal that you could use credit or collateral to purchase. Discuss possible consequences that might happen with improper use of credit for your purchase.

CLASS C247011 **You Be the Teacher** - Create an activity, story board, game or display that would teach another youth about "Key Terms" listed on page 62. Activity/display must include at least five (5) of the terms.

**DEPARTMENT
JUDGING, SKILL, AND IDENTIFICATION CONTESTS**

GENERAL RULES

While a contest is in progress, a contestant shall not communicate with others, except as directed by the Superintendent and/or Extension Educator in charge of the contest. Participants will be informed of regulations at the beginning of each contest.

GENERAL ELIGIBILITY - 4-H members are eligible to participate in judging contests regardless of age and/or project enrollment. (Clover Kids are not eligible to participate in judging contests.)

LIVESTOCK JUDGING (BEEF, SHEEP, AND SWINE)

Ribbons	P.	B.	R.	W.
	\$2.00	\$1.50	\$1.00	\$.50

All boys and girls in 4-H club work are encouraged to enter the livestock judging contest. **4-H'ers will sign up for the contest the morning of the contest. Do not enter Livestock Judging in the ShoWorks program.** Classes will be available for:

- **Livestock Senior Division** - (14 years of age or older as of January 1)
- **Livestock Junior Division** - (11-13 years of age as of January 1)
- **Livestock Pre-Junior Division** - (8-10 years of age and under as of January 1)

Premium money will be awarded.