



GRADES
K-12

MY FIRST BUSINESS LAB™

Completed Examples

One finished project for each grade band, with every step of the math shown, so you can see what “strong” looks like.

🕒 One page per band 👥 Whole class, pairs and small groups ☑️ Pair with the packets

INSIDE THIS LESSON**K-2 • Ava**

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**3-5 • Miller**

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Sample: Ava's stall

Grades K-2 · completed example

SAMPLE · GRADES K-2 **Ava** Lemonade Stall

Stall I picked	Lemonade ✓
Who will buy	My grandma and kids after soccer
My supplies	Lemons 4 + Sugar 3 + Cups 3 = 10 coins
Market day	$20 - 10 = 10$ coins left
Save · Spend · Share	$5 \cdot 3 \cdot 2$ (adds up to 10)

Why it's strong: Ava counted every supply, took them away from 20, and her three jars add up to what was left. Her reason for saving is her own.

Ava's poster



My stall sells **lemonade**.

I will save **5** coins because **I want a bigger pitcher**.

I will share with **the food drive**.

Sample: Miller's plan

Grades 3–5 · completed example

SAMPLE · GRADES 3–5 **Miller** Bracelet Stall

Customers	Kids in my class who like matching bracelets with friends
Supplies	Beads \$3.50 + String \$1.00 + Price tags \$0.50 = \$5.00
My price	\$1.50
20 customers	$\$1.50 \times 20 = \$30.00$; $\$30.00 - \$5.00 = \$25.00$ profit
Other prices I tried	$\$1.00 \rightarrow \$15.00$ profit · $\$2.00 \rightarrow \$35.00$ profit
Why \$1.50	My friends said \$2 was too much, and \$1.50 still makes good money
Rainy day (12)	$\$1.50 \times 12 = \$18.00$; $\$18.00 - \$5.00 = \$13.00$ profit

Miller's money plan + sign

Save · Reinvest · Give	$\$10.00 \cdot \$10.00 \cdot \$5.00 = \$25.00$
Next time	Buy beads for 15 bracelets, not 20, in case it rains
My honest sign	Handmade bead bracelets · \$1.50 each
How I give back	\$5 to our class book drive
Hardest choice	Picking my price

Why it's strong: Miller compared three prices, used what his friends said, redid the math for the rainy day, and his split adds up exactly.

Sample: Naiya's portfolio

Grades 6–8 · completed example

SAMPLE · GRADES 6–8 **Naiya** Cookie Stall

Survey (5)	Yes · Yes · Maybe · Yes · No — most common price \$1.00
What I changed	Added a bag so cookies stay fresh to take home
Per cookie	\$0.45 (flour and chips \$0.35 + bag \$0.10)
One-time	\$3.00 (tray + sign)
Costs at 20 / 40	$\$0.45 \times 20 + \$3.00 = \$12.00$ · $\$0.45 \times 40 + \$3.00 = \$21.00$
Profit at 20	$\$20.00 - \$12.00 = \$8.00$ · margin $\$8.00 \div \$20.00 = 40\%$
Profit at 40	$\$40.00 - \$21.00 = \$19.00$ · margin $\$19.00 \div \$40.00 = 47.5\%$

Naiya's plan + pitch

Money plan (of \$19.00)	Save 40% = \$7.60 · Reinvest 40% = \$7.60 · Give 20% = \$3.80
Supplier +5¢	$5¢ \times 40 = \$2.00$; new profit \$17.00
What I'll do	Keep my price; buy bags in a bigger pack to save
Pitch: the want	A cookie after school that you can take home
Pitch: why mine	3 of 5 classmates said yes at \$1, and 1 said maybe
Pitch: numbers	\$1 each, \$19.00 profit at 40, 47.5% margin
Pitch: giving	20% to the animal shelter drive

Why it's strong: Naiya used her survey to set the price, kept per-item and one-time costs apart, and explained the change in margin: the tray and sign cost the same at 40 as at 20.

Sample: Sai's startup plan

Grades 9–12 · completed example

SAMPLE · GRADES 9–12 **Sai** *Lemonade booth*

Research	4 of 5 would buy; middle answer \$2.00 · vending drink \$2.25 · cafeteria juice \$1.50
Unit economics	price \$2.00 – per-item \$0.40 = contribution \$1.60 (80%)
Break-even	$\$30.00 \div \$1.60 = 18.75 \rightarrow 19$ cups
Scenarios	30: \$18.00 · 60: \$66.00 · 90: \$114.00
Startup cash	$\$30.00 + \$0.40 \times 60 = \$54.00$
Rainy, stock for 60	$\$60.00 - \$54.00 = \$6.00$
My risk plan	Buy for 40 and keep extra mix sealed: rainy day \$14.00

Sai's plan, ethics + pitch

Money plan	\$120.00 in – \$54.00 startup = \$66.00; Reinvest 30% \$19.80 · Save 30% \$19.80 · Give 10% \$6.60 · Pay myself 30% \$19.80
Ethics check	"Only 5 left!" Never · "Healthiest snack" Never · "Better than the cafeteria's" Fix · "\$2 or 3 for \$5" OK · Changing prices Never
My promotion	Fresh lemonade · \$2 · made this morning
Pitch hook	It's hot after the game and the vending machine is \$2.25
Pitch numbers	\$2 a cup, break-even at 19, \$66.00 on an expected day
Best question	"What if it rains?" → I buy for 40, not 60

Why it's strong: Sai's price comes from evidence, break-even is rounded up, he caught the inventory risk and changed his plan for it, and his promotion passes his own ethics check.