



# Show-Me 4-H Wares at the State Fair Application Guidelines 2015

Thank you for your interest in applying to be a youth exhibitor at the 8th Annual Show-Me 4-H Wares at the State Fair! The program is designed for 4-H members ages 11-18 to showcase their projects, gain skills for business and entrepreneurship, and earn money!

Any 4-H member, pair of members, or 4-H group represented by up to three members, may apply to market and/or sell original items at the Missouri State Fair. ***Original items are products 4-H members have made or crafted, or services 4-H members are offering using skills they have learned through 4-H projects.*** Exhibitors may request a 4-hour time slot to sell during one of the first four days of the State Fair: **August 13, 14, 15, or 16, 2015.**

The Show Me 4-H Wares booth is located in the Mizzou Central Building at the Missouri State Fairgrounds in Sedalia, Mo.

## Eligibility

All 4-H youth ages 11-18 are eligible to apply. Applicants must:

- Be a 4-H member between the ages of 11-18, in good standing with their county. (Youth ages 8-10 can assist older 4-H members, but cannot apply as individuals).
- Have an original product or service to sell, or be able to fill customer orders after the fair.
- Be available to market and sell for at least one half day during the fair.
- Include all materials, signatures, and \$20 registration fee with the application.

## Preferred, but not required

- Completing one or more years in a county 4-H entrepreneurship project.
- Participating in a Show Me 4-H Wares fair booth at county or regional level.

## Categories

- Individual
  - Intermediate (ages 11-13)
  - Senior (ages 14 & up)
- Biz Buddies
  - Junior/Intermediate (two youth ages 8-13 selling together)
  - Senior (two youth ages 14 & up selling together)
- Team – up to 3 youth of any age selling for a 4-H club or countywide group

If two or more youth want to apply to sell items together (as Biz Buddies or a Three-Person Team), all youth in the group must complete the first part of the 4HOnline application separately. However, supporting materials and \$20 registration fee only have to be submitted for the group by one youth.

## **Selection**

4-H members will be selected to showcase their wares based on the following:

- 1) Youth demonstrating an original, high-quality product or service they have developed from one or more 4-H project areas;
- 2) Youth showing they have applied 4-H science and/or entrepreneurship skills to invent or enhance a product or service (to better solve a problem); and
- 3) Youth demonstrating a readiness to represent Missouri 4-H at the State Fair.

## **Restrictions on food items/logo use**

State Fair rules do not allow for the sale of food, beverages, or produce by non-vendors. However, youth exhibitors may give out samples to raise awareness and motivate sales after the fair. Exhibitors can display, but cannot sell, items bearing the 4-H Clover, State Fair logo, University of Missouri logo, or other protected images unless obtaining prior permissions. For details on obtaining permissions, please email [hennesss@missouri.edu](mailto:hennesss@missouri.edu) or call 573-884-6618.

## **Expectations of exhibitors**

Youth exhibitors are expected to model professional qualities while at the Show Me 4-H Wares booth (i.e. come prepared, dress nice casual, interact with fairgoers, uphold the six pillars of 4-H character). Upon selection, youth exhibitors will receive a packet to help them know what to wear and how to prepare for the Missouri State Fair sales booth. Exhibitors will be expected to participate in a pre-event conference call on **August 7** to meet other youth exhibitors, describe their sales strategy, and receive tips for finalizing their preparation.

## **Application Period – May 1 to July 1, with initial screening after July 1**

Applications may be submitted from May 1 until July 1, or beyond until all booth spaces are full. Selection of exhibitors will occur after July 1, with youth being notified of selection by **July 15**.

## **Instructions**

Please complete the following steps to submit your Show Me 4-H Wares application:

1. Complete the 4HOnline event registration with all information filled in and signed by the youth, parent or guardian, and approved by the 4-H Youth Staff for your county.
2. Upload a signed letter of recommendation from an unrelated adult (other than a parent) such as a club or project leader, previous customer, neighbor, etc. who can attest to the youth's abilities and the quality of the item(s) to be sold.
3. Upload a quality photo of the sample item(s) for sale. If your item is a service rather than a product, please upload a detailed typed description of the service you provide.
4. (Optional) upload a copy of any promotional materials you plan to use at the sales booth (such as a brochure, business card, print advertisement, etc.).
5. Youth exhibitor registration fee of \$20 (same for individual, biz buddies, or team category).

**4-H Youth Staff – please direct any non-electronic correspondence to:**

**SHOW ME 4-H WARES  
4-H CENTER FOR YOUTH DEVELOPMENT  
1110 S. COLLEGE AVE, COLUMBIA, MO 65211**