

**Kamiak HS (WA) SBE Best Practice**  
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Kamiak High School would recommend the following suggestions for a successful school-based enterprise:

Recommendation #1: Create a theme for your store. We were able to hire a professional painter to create the feel of a real beach shack with all the added touches inside and out. Kamiak High School's school-based enterprise is known as the Kamy Shack. We took a small space of 20 x 18 and turned it into a fun, inviting, want-to-be place.

Recommendation #2: If you sell food, find a lunch item that is under \$2.00 and make it a signature item for your store. Our 3" x 6" pizza sticks are delivered fresh every morning and students are very up set when we occasional run out of ur daily order of 200. Students can purchase marinara sauce to go with the pizza stick or then can sprinkle some complimentary Parmesan cheese. This great value is only \$1.80 with the sauce.

Our newest item that meets the healthy foods guidelines is our soft serve ice cream. The four flavors come in individual 6 oz. plastic containers. There is no mixing or machine to clean. A machine that looks similar to a large malt mixer is provided by the company you purchase the ice cream from. The plastic container is placed in an opening on the machine. When you pull the handle it pushes the ice cream out of the plastic container into your ice cream cup. Because the container as a star shaped opening on the top the ice cream comes out in swirl like shaped. This product is only 140 calories and 4 grams of fat. Our cost is 90 cents and we sell the 6 oz portion for \$1.50. Ice cream is a good selling item all year in in Washington.

Recommendation #3: Have your store workers be a part of the decision making. We have three lunch periods with three different groups of students running the store for each lunch. We often create a competition between the different lunch periods with the workers deciding what the challenge will be. Monthly employee appreciate days have been extremely successful with the Kamy Shack workers. Once a month the workers

get lunch provided, a special desert item, or a special drink. The cost of the employee appreciate items which would feed 20 employees for that one day only cost a total of \$25 to \$150. This is considered an expense on our quarterly income statement. The workers never know what day the appreciate day will be; that way is always a surprise with some excitement and fun.

These three ideas have for sure added to the success of the Kamy Shack