



MONEY MATTERS

The Lemonade Stand

Financial Literacy



**Lemonade
75¢**

Cathy D'Alessandro
and Noelle Hoffmeister

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Hot Summer Day


It is a hot summer day. Juan and Rose are lying around the house, trying to think of something to do.

“I keep thinking about the animal **shelter** we went to yesterday,” says Rose, as she lies down on the floor. “Those dogs were so cute. People need money to take care of them. I wish I had money to give them.”

Rose and Juan decide they want to help. First, they need to think of a way to make money.



Rose and Juan

A photograph of a small, fluffy puppy with brown and white fur. The puppy is sitting in a wire cage, looking directly at the camera with large, dark eyes. The cage is made of metal bars, and the puppy is sitting on a white, crumpled cloth. The background is a brick wall. In the top right corner, there is a green graphic with yellow dots and a triangle. In the bottom right corner, there is a green triangle with the number 5.

**This dog waits
for someone to
take him home.**

Lemonade



Juan's Big Idea

Suddenly, Juan jumps off the couch.
“Wait, I have an idea!” he shouts.
“What if we sell lemonade? It is so hot
outside, we could make a **fortune!**”

Rose jumps up and gives her brother
a high five. She thinks it is a great idea.
Juan and Rose run to the kitchen, where
they make ice-cold lemonade and a sign.

Then, Juan and Rose go to the end
of their driveway. They sit outside for
hours, but no one comes!





Juan waits for customers.

While Juan and Rose are sitting outside, their mom walks up to them. “What are you doing?” she asks. “There are spoons on the counter and water on the floor. There is also a pile of lemons in the sink.”

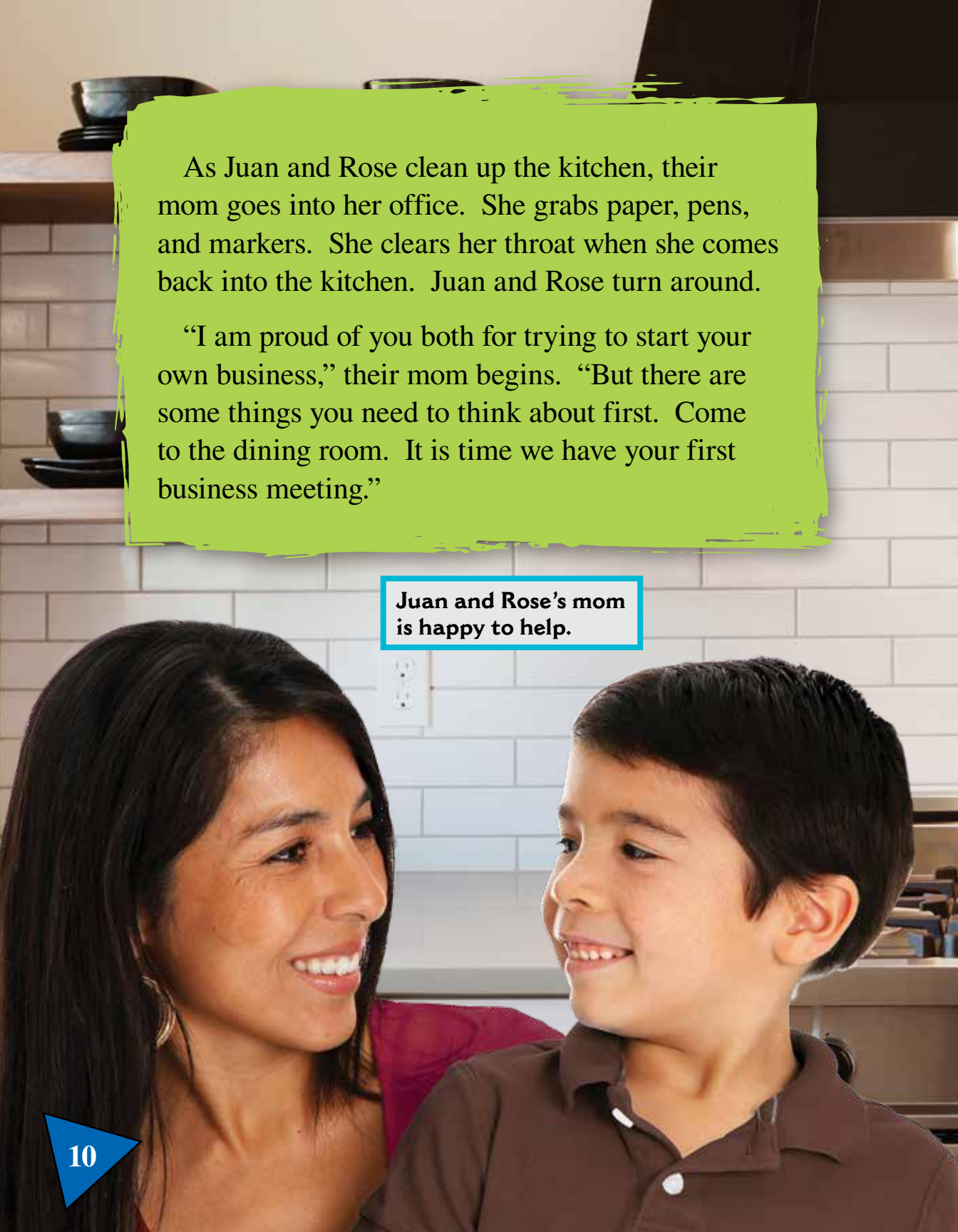
Juan and Rose look **embarrassed**. “Sorry, Mom,” says Rose. “We are just trying to raise money for the animal shelter.”

“Well, I am happy that you want to help the shelter,” their mom says. “But I am not happy about that mess!”



A close-up photograph of a person's legs from the knees down, wearing bright red, shiny, lace-up shoes with thick, patterned soles. The person is stepping on a large, shallow puddle of water on a light-colored tiled floor. The water is reflecting the light and the shoes. In the background, there is a white wall and a blue mat. The image is framed with a blue border on the left and top, and a green border on the right and bottom. There are some green and yellow geometric shapes in the top right corner.

**Water on the floor
can be dangerous.**

A woman with long dark hair and a young boy with short dark hair are smiling at each other in a kitchen. The woman is wearing a red top and the boy is wearing a brown polo shirt. In the background, there is a white subway tile backsplash and a wooden shelf with some dishes.

As Juan and Rose clean up the kitchen, their mom goes into her office. She grabs paper, pens, and markers. She clears her throat when she comes back into the kitchen. Juan and Rose turn around.

“I am proud of you both for trying to start your own business,” their mom begins. “But there are some things you need to think about first. Come to the dining room. It is time we have your first business meeting.”

**Juan and Rose’s mom
is happy to help.**







The Meeting

Juan and Rose finish in the kitchen and run to the dining room. “Okay, there are things you need to know about running a business,” their mom says. “First, you need to spend money to make money.”

Rose is **confused**. She wants to make money, not spend it. Her mom explains, “You need to buy cups, lemons, sugar, and ice. You cannot make lemonade without those things.”

A woman with long dark hair and a red top is smiling and posing with a young girl on her left and a young boy on her right. The girl is wearing a yellow floral top, and the boy is wearing a maroon polo shirt. They are in a dining room with a wooden table, chairs, a mirror, and a window with curtains in the background.

Rose and Juan's mom teaches them more about how to run a business.



Rose is **disappointed**. She has been saving her money for a new bike. She does not want to buy **supplies**. Then, Juan jumps up from the table. “I have an idea!” he says. “What if we just take cups from the kitchen? Then, we will not have to spend any money.”

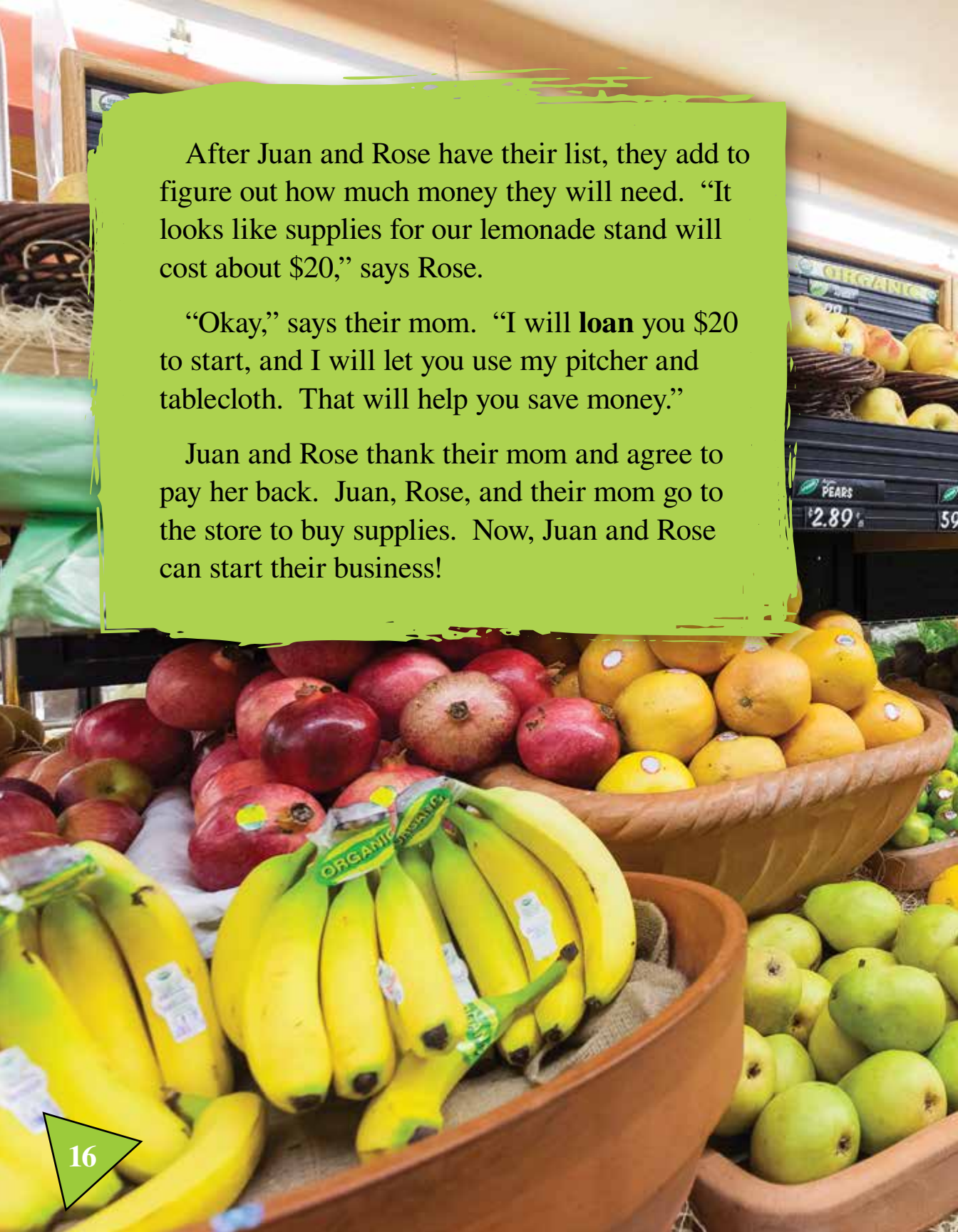
Rose thinks that is a great idea, but their mom says no. She tells them they need to make a **budget**. Then, they will know how much money they can spend. Rose and Juan have never made a budget, but they each grab a sheet of paper from their mom and start writing what they will need.



Expenses are things
that must be paid for.

Expenses

- cups
- lemons
- sugar
- ice

The background of the page is a photograph of a grocery store's produce section. In the foreground, there are several wooden baskets filled with fruit. One basket contains bunches of yellow bananas, some with 'ORGANIC' stickers. Another basket is filled with red pomegranates. To the right, there are baskets of green apples and yellow lemons. In the background, a sign for 'ORGANIC' is visible, and a price tag for 'PEARS' shows '\$2.89'.

After Juan and Rose have their list, they add to figure out how much money they will need. “It looks like supplies for our lemonade stand will cost about \$20,” says Rose.

“Okay,” says their mom. “I will **loan** you \$20 to start, and I will let you use my pitcher and tablecloth. That will help you save money.”

Juan and Rose thank their mom and agree to pay her back. Juan, Rose, and their mom go to the store to buy supplies. Now, Juan and Rose can start their business!

LET'S EXPLORE MATH

Juan and Rose go to the store to buy their supplies. Rose is in charge of buying packs of cups and bags of lemons. She has \$20 to spend. The cups cost \$4 per pack. The lemons cost \$3 per bag.

1. Rose buys 2 packs of cups. How much money does she spend? How much money is left over?
2. How many bags of lemons can Rose buy with the leftover money?



Dad's Idea

When Rose and Juan get home, they tell their dad about their business. Once they are done, he asks where they are going to set up their lemonade stand.

“We were thinking the end of the driveway,” says Juan.

Their mom does not think that is a good idea. There are not many people who walk by their house.

“What about the park near your school?” their dad asks. “There will be a lot of soccer games this weekend. There will be a lot of thirsty people there.” Everyone thinks it is a great idea!



Rose, Juan, and their parents start **designing** their signs. Their dad is in charge of making the sign that shows the price.

“I think we should charge \$10 per cup,” Juan tells his dad.

“I think we should charge 10¢ per cup,” Rose says.

“Neither of those will make you a **profit**,” their dad tells them. “Juan, your price is too high; no one will spend that much. Rose, your price is too low; you will have to sell a lot of cups of lemonade to make money.”

“What about 75¢ per cup of lemonade?” asks Rose. Their dad thinks that is the perfect price.

Rose and Juan make signs for their stand.



LET'S EXPLORE MATH

With their dad's help, Rose and Juan decide to charge customers 75¢ per cup of lemonade. Describe four different ways customers could pay 75¢ using pennies, nickels, dimes, and quarters.

Fresh
Lemonade
75¢
per cup



Juan and Rose
sell lemonade.

The next day, Rose and Juan's mom gets a **permit** to sell their lemonade. Then, the whole family drives to the park together. They set up a table and hang signs. Their parents carry the jug of lemonade to the table. Rose and Juan set down a jar with money. They have pennies, nickels, dimes, and quarters. They are ready to sell their drinks.

It is a very hot day. There are many people at the park. It does not take long before Juan and Rose start selling cups of lemonade.

LET'S EXPLORE MATH

Rose and Juan are off to a great start. The 75¢ cups of lemonade are selling quickly. The first three customers are ready to pay for their drinks.

1. Rose and Juan's first customer pays using only quarters. How many quarters does the customer give Rose and Juan for one cup of lemonade?
2. The second customer pays with a \$1 bill. How much change is she owed? What coins can Rose and Juan use to make the change?
3. The third customer pays with 2 quarters, 1 dime, 2 nickels, and 1 penny. Does he have enough for 1 cup of lemonade? Why or why not?

Rose and Juan keep the money they make in a jar.



Juan and Rose sell all of their lemonade. They are **eager** to know how much money they made.

When they get home, they count their money with their mom and dad. They made \$35 from selling lemonade. Juan and Rose give \$20 to their mom to repay their loan. They are left with \$15 profit.

That is a lot of money. Rose and Juan decide to go back to the park tomorrow. They can make a lot more money for the animal shelter.

Rose and Juan have \$15
for the animal shelter.



animal shelter



Rose is excited to have made so much money.

Lemonade
75¢



Making Money

The family goes back to the park the next day. It takes them just two hours to run out of lemonade again. At the end of the day, Juan and Rose count their money.


“We made \$30 today! Woo-hoo!” Juan shouts.

“Hooray!” yells Rose.

Juan and Rose are happy to have \$45. Their mom helps them send the money to the animal shelter.

Their dad tells them that he thinks they should go back to the park the next weekend. Then, they can make money for something else they care about. Juan and Rose think that is a great idea. They cannot wait for next weekend!



The background of the page is a photograph of two dogs, one white and one tan, looking through a chain-link fence. In the foreground, a hand is holding a pink envelope labeled 'animal shelter' with several US dollar bills (two \$20 bills and five \$1 bills) sticking out of it.

Rose and Juan send two \$20 bills and five \$1 bills, or \$45, to the animal shelter.

animal shelter



Problem Solving

Imagine you are starting your own business. You will mow lawns, rake leaves, and water flowers for people in your neighborhood. You make a flyer to show the cost of each service. Use the flyer to answer the questions.

1. How much money will you make if you mow 5 lawns?
2. Ms. Ellis asks you to mow her lawn and water her flowers. She pays with a \$20 bill. How much change do you owe her? Describe two ways you can make the change using \$1 and \$5 bills.
3. How much money will you make if you rake leaves for 4 of your neighbors?
4. If your parents give you a \$16 loan, how many times will you have to water flowers to repay the loan?
5. Mr. Roberts hires you to rake his leaves. He pays you with 3 dollars, 4 quarters, 5 dimes, 5 nickels, and 25 pennies. Is that enough money? Why or why not?



Gardening Services

mow lawn \$10

rake leaves \$5

water flowers \$2



Glossary

budget—a plan for how an amount of money will be spent

confused—unable to understand something

designing—planning how something will be built or created

disappointed—feeling sad because something did not happen

eager—very interested and excited

embarrassed—felt foolish in front of other people

fortune—a lot of money

loan—to give money to a person with a promise that it will be paid back

permit—a document that says a person is allowed to have or do something

profit—money made in a business after all the costs have been paid

shelter—a place that gives food and housing to people or animals that need help

supplies—things that are needed to do something

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Answer Key

Let's Explore Math

page 17:

1. Rose spends \$8; She has \$12 left over.
2. 4 bags of lemons

page 21:

Answers will vary but may include: 3 quarters; 2 quarters, 2 dimes, and 1 nickel; 7 dimes and 5 pennies; or 75 pennies.

page 23:

1. 3 quarters
2. She is owed 25¢; Answers will vary but may include 1 quarter; 1 dime and 3 nickels; or 25 pennies.
3. No, he does not; Answers will vary but may include that 2 quarters + 1 dime + 2 nickels + 1 penny = 71¢, and one cup of lemonade costs 75¢, so he does not have enough money.

Problem Solving

1. \$50
2. \$8; 1 \$5 bill and 3 \$1 bills, or 8 \$1 bills
3. \$20
4. 8 times watering flowers
5. Yes, it is enough money; Answers will vary but may include: 3 dollars = \$3; 4 quarters = \$1; 5 dimes = 50¢; 5 nickels = 25¢; 25 pennies = 25¢, so $\$3 + \$1 + 50¢ + 25¢ + 25¢ = \$5$, and it costs \$5 to rake leaves.

Math Talk

1. How are \$100 and 100¢ different?
2. How can skip counting help you find the value of a set of coins?
3. Sarah says that one quarter and two pennies are worth 3¢ because there are three coins. Do you agree with Sarah? Why or why not?
4. Maya saves one penny every day for 30 days. Kato saves one dollar every day for 3 days. Who saves more money? Why?
5. Valerie has a set of pennies, nickels, dimes, and quarters in her bank. She wants to count her money. Which coins should she start with? Why?
6. Imagine you want to buy a \$3 cup of lemonade. How many different ways can you make \$3 using bills and coins?



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“Thank you for helping us
create a world in which
children love to learn!”

