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 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