

February 15, 2010

Dear 4-H Members and Parents,

Thank you for your interest in selling Cheese this year! This is your opportunity to help support 4-H, make money, have fun, and win prizes, too. All the money earned stays in Madison County for Leaders and Members. The money goes toward member incentives, club incentives for project work & trips, and to the Madison County 4-H Foundation to support County Programs, Scholarships, Camperships & Trips. Again this year, we will be asking parents/guardians to sign a form indicating that they are responsible for delivering the product to the customer by the required date and paying your 4-H leader for the product by the timeline requested by them. **It is not wise to accept checks and if you do – please write them to you, cash them and turn the money into your leader. We need one check or money order from your leader for the order. Please give each customer a receipt for the ordered product. If you need more copies, contact the 4-H office.** Thank you for your cooperation with this.

A copy of our latest annual report may be obtained, upon request from us or from the office of the Attorney General, Charities Bureau, 120 Broadway, New York, New York 10271.

Please read and follow the directions carefully so our **31st Annual Madison County 4-H Cheese Sale** will be the biggest and best yet! Good Luck!

INCENTIVES:

- 1) Members will receive \$5.00 for every \$100.00 of product sold (this will be figured on family groups selling). Club incentives will consider totals sold by individual members in some cases.
- 2) **Camp Scholarships.** Members may choose to receive a Camp Scholarship in place of their cash incentive. The Camp Scholarship will be double the value of the cash incentive. Example: A member having \$200 in sales can choose a cash incentive of \$10 or a \$20 scholarship toward the 4-H camp of their choice. (Camp brochures are available in the Office in April)
- 3) **BIG CHEESE PARTY for everyone selling over \$150** of products! Fun, games, prizes and pizza will be on the agenda.
- 4) **Top Seller Prizes: \$50.00 cash, \$50.00 US Savings Bond, \$25.00 cash**
Because we know that fund raisers are a family activity, **we will list all sellers as a family unit.**
- 5) In order to be eligible for incentives, deadlines must be met.

DATES TO REMEMBER:

March 6 – March 20 **CHEESE SALE** - Take orders

March 22 - Order sheets to leader (or other designated date by them)

April 16 - Leader Picks up cheese orders Ask your leader when you can pick up your order and deliver as soon as you can.

May 3 - Have all your cheese delivered.

May 6 - **Big Cheese Party** for all individuals and/or families selling over \$150 of product! Incentives will be mailed by May 28.

Happy Selling from the 4-H Staff!!

INSTRUCTIONS FOR MEMBERS & PARENT

1. Practice your selling “technique” to your parents/friends before you go out to sell. Read the order form and become familiar with items available **before** you go out to sell. Think of new people to sell cheese to. Remind customers that cheese can be frozen and that it makes great gifts.
2. Always identify that you are part of the 4-H program. Be sure to tell people that the profits from the sale will go to support local and county 4-H activities. Be prepared to tell about your projects and your club's activities.
3. Write the customer's name and phone number on the order sheet, the quantity of each item ordered in boxes across the sheet, and total \$ amount in right column.. **Give the customer a receipt provided with either amount owed or amount received. It also tells the customer when to expect delivery.** Feel free to ask the 4-H office for more. **Cut the receipts apart before your go out selling – it will make the process easier.**
4. Give cheese orders to your leader by March 22nd or other designated day . He/she will hold on to your order until the cheese arrives. Then, he/she will fill the order and return your sheet with it. You should not take personal checks , cash only should be given to your leaders.
5. Pick up cheese from leader as soon as possible on or after the pick up date. Your leader will let you know when your order is ready. Check with your leader for their pick up time. Store the cheese in a cool place. Please deliver to customers before May 3.
6. Apply 4-H stickers to each item sold and deliver as soon as possible. Remember to thank customers for their support. Use the bags provided for cheese delivery. They are important because they tell the 4-H story to your customers. Place each customer’s order in one of the bags provided. These bags are being provided to help make the sale easier for you and to also market the 4-H program..
7. **Turn ALL money in to leader as soon as you can.** Incentive checks will be mailed to your leader on or by May 28th.
8. **BE SURE TO FOLLOW THE SAFETY GUIDELINES WHEN SELLING.**
9. If you have a question or problems contact your leader.

Good Luck!

SAFETY FIRST!!!

4-H Cheese Sale Safety Guidelines

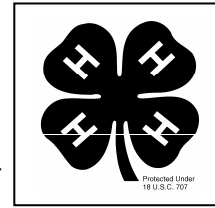
1. **ALWAYS** take a friend or parent with you to sell. **A parent or other responsible adult must accompany any Cloverbud.**
2. Before you go out to sell, tell your parents where you plan to be and when you will return. Do not go to a strange area to sell. Members should make a list of potential customers and have parents review the list before selling.
3. Be dependable about staying where you said you would be and returning on time.
4. When you are selling door-to-door, talk to a customer at the front door. Don't go inside.
5. Do not carry large amounts of money with you. Carry only enough to use as change and keep it in a concealed safe place.
6. Never get in a car with anyone unless your parents know and have given permission.
7. If for any reason something about a situation seems strange or suspicious, leave immediately.
8. Carry pocket money with you to make a phone call or a cell phone.
9. Always be alert to what is happening around you. Think ahead about what you would do in the event a dangerous situation should arise.

Have a safe and successful Cheese Sale!

30th ANNUAL MADISON COUNTY 4-H CHEESE SALE

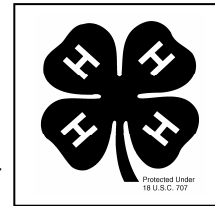
<u>Item/Description</u>	<u>Weight</u>	<u>Price</u>
Adirondack Wicked Sharp Cheddar	8 oz. block	\$ 4.00
X-Sharp White Cheddar	8 oz. block	\$ 4.00
Empire Monterey Jack	8 oz. block	\$ 4.00
Muenster	8 oz. block	\$ 4.00
Horseradish Cheddar	8 oz. block	\$ 4.00
Cabot Lowfat Cheddar	8 oz. block	\$ 4.00
Adirondack Wicked Sharp Cheddar	24 oz. block	\$12.00
X-sharp Cheddar	24 oz. block	\$12.00
Cabot Cheddar Shake for Popcorn	8 oz.	\$ 6.50
Mozzarella Loaf – Whole Milk	6 lb.block	\$25.00
Mozzarella – Part Skim	5 lb. shredded	\$21.00
Pepperoni	20 oz. stick	\$ 9.50
Summer Sausage	10 oz. stick	\$ 6.50
Mustard - Squeeze Bottle	9.5 oz.	\$4.00
Beer & Brat		
Honey (former Sweet & Hot)		

Thank you for supporting the 4-H Program in Madison County. Total Due \$_____ Date _____
Seller's Name _____
Seller's 4-H Club _____



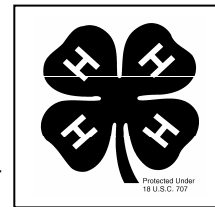
You can expect delivery of your product between April 19 and May 3. If you have any problems please call the Madison County 4-H office at 315-684-3001.

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Seller's Name _____
Seller's 4-H Club _____



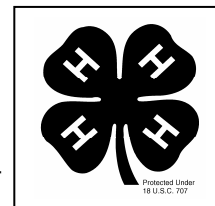
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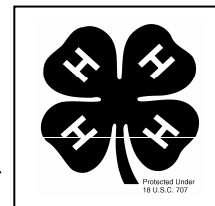
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