



BRONZE

ANNUAL REPORT MARKING CRITERIA
BRONZE LEVEL

Section A: Executive & Financial Summary

No marks awarded. Data capture only.

Section B: Running your Business

1. Here is a summary of what we did to set up and run our business.

SCORE	DESCRIPTION
Insufficient	Students show little understanding of setting up and running a business. It is either not clear that the business has been implemented, the explanation behind is minimal or students have not been involved.
Sufficient	Students provide a clear and realistic explanation of the setting up and running of the business. They are able to explain how the business was actually implemented. Students are clearly involved in the setting up and running of the business.
Exceptional	Students show an excellent understanding of the actual implementation of the business. They are able to clearly explain how the business was actually implemented and are clearly involved in the setting up and running of the business.

Section C: Use of Profits

2. Here is an explanation of how we decided what we plan to spend our profits on:

SCORE	DESCRIPTION
Insufficient	Students do not provide an explanation on how they plan to use their profits.
Sufficient	Students provide a clear explanation on how they plan to use their profits.
Exceptional	Students provide a detailed explanation on how they plan to use their profits and some percentage will be re-invested in the business.

Section D: Achievements, Challenges & Solutions

3. These are the 3 biggest challenges we faced when planning/setting up/running our business and the solutions we came up with to overcome them: (a, b, c)

SCORE	DESCRIPTION
Insufficient	Students do not describe the challenges they faced and were not able to show or did not mention any solutions and problems in a coherent or clear manner.
Sufficient	Students are able to describe the challenges they faced in planning/setting up/running their business, making reference to any problems and unexpected threats to their school business. The solutions provided address the threats and problems.
Exceptional	Students are able to clearly explain the threats and problems they encountered during planning/setting up/running of their business. The solutions provided address the threats and problems and are innovative in nature.

3. These are the 3 most important things we learned: (1, 2, 3)

SCORE	DESCRIPTION
Insufficient	Students haven't provided a list of things they learned. It is not obvious that participating in the programme or the business itself have been beneficial to students.
Sufficient	Students have provided a list of things they learned. Students demonstrate that they have benefited from participating in the programme and/or taking part in the business.
Exceptional	Students have provided a detailed explanation of what they learned. The students have clearly benefited a lot from their involvement in the programme.

Section E: Sustainability & Business Development

4. Our business has a positive impact on the environment and our community because:

SCORE	DESCRIPTION
Insufficient	Students show little or no understanding of the positive impact their business has on the environment and their community. It is either not clear that the business will have a positive impact or the explanation behind is minimal.
Sufficient	Students show an understanding of the positive impact their business has on the environment and their community. They provide a sound explanation of how it does so.
Exceptional	Students show an excellent understanding and clearly explain the positive impact their business has on the environment and their community.

5. Our school business has the potential to carry on running sustainably next year and have a positive impact on the local environment and our community. This is our three point action plan of how we will keep it running:

OR

Our school business does not have the potential to carry on running next year because we cannot make a profit and/or our business is not socially/environmentally sustainable. These are the three biggest lessons we have learned about why our business has not been as successful as we planned AND what we have learned we should do differently next time:

SCORE	DESCRIPTION
Insufficient	Students show little or no understanding of the need for the business to have the potential to carry on running sustainably next year and have a positive impact on the local environment and their community. Students haven't listed their 'three point action plan' of how they will keep the business running or the 'three biggest lessons learned' about why their business has not been successful as planned and haven't mentioned what they have learned they should do differently next time.
Sufficient	Students show an understanding of the need for the business to have the potential to carry on running sustainably next year and have a positive impact on the local environment and their community. Students listed their 'three point action plan' of how they will keep the business running or the 'three biggest lessons learned' about why their business has not been successful as planned and have mentioned what they have learned they should do differently next time.
Exceptional	Students demonstrate a clear understanding of the concept of sustainability. The business has clearly the potential to carry on running sustainably next year and have a positive impact on the local environment and their community. Students clearly listed their 'three point action plan' of how they will keep the business running or the 'three biggest lessons learned' about why their business has not been successful as planned and have clearly mentioned what they have learned they should do differently next time.

Appendix Section: Students in Action

Please find in this space some evidence that clearly shows our involvement as students in the setting up of our business. You will find 3-5 photos (or if that's not possible, we will share quotes from participating students). ***A photo of our launch event / A photo of us running our business / A photo of our financial record keeping***

SCORE	DESCRIPTION
Insufficient	Students show little or no evidence of their involvement in the setting up of their business. It is not clear that the business has been set up and run by the students themselves.
Sufficient	Students provide clear and realistic evidence of their involvement in the setting up of their business. It is clear that the business has been set up and run by the students themselves. Students included at least 1 photo (or evidence) of their launch event, 1 photo (or evidence) of them running the business and 1 photo (or evidence) of their financial record keeping.

Exceptional	Students show excellent evidence of their involvement in the setting up of their business. It is clear that the business has been set up and run by the students themselves. Photos or evidence provided demonstrates student involvement across a range of business implementation activities.
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Financial Reporting

1. Income
2. Costs
3. Profit
4. **This is how we raised the money needed to start our business:**

SCORE	DESCRIPTION
Insufficient	Students have listed little or no information in the Income, Costs and Profit sections, or they have listed invalid information. There is little or no evidence that the business is financially viable. Students have not explained how they raised the money needed for their business or the explanation provided is unrealistic.
Sufficient	Students have listed appropriate information in all Income, Costs and Profit sections. The school business has generated sales income and there is evidence to suggest that the business has the potential to be profitable. There may be some omissions or minor errors in their calculations. Students have given a realistic explanation on how they raised the money needed for their business.
Exceptional	Students have listed appropriate information across the Income, Costs and Profit sections. The school business has generated sales income and evidence suggests that the business has the potential to be profitable. All calculations must be correct and appear realistic. Further, this information should be consistent with details in the Business Plan e.g. products for sale, sales price, materials etc. Students have given a realistic and clear explanation on how they raised the money needed for their business.

Your Opinion

All teachers must complete every question (1-5) of the 'Students' Improvement On Skills' section on the last page.