

SPENDING YOUR MONEY

'What's the difference between Tanzania and Goldman Sachs?



One is an African country that makes \$2.2 million per annum and shares it among 25 million people.

The other is an investment bank that made \$2.6 million in 1992 and shared that with 161 people.

The Guardian 10.2.93, quoted in 75/25



WARM-UP ACTIVITIES FOR SPENDING YOUR MONEY

JINGLES OR SLOGANS

1. In small groups, tell the others the names of your favourite chocolate bars.
2. Then think of jingles or slogans used to sell chocolate, such as 'a Mars a day helps you work rest and play'.
3. Choose one or two to sing out or act out to the other groups.

CHOCOLATE MONEY

1. Invite the participants to guess how much money they, as a group, spend on chocolate in a week. Each person makes a note of his or her guess.
2. Each person then works out how much money s/he spends on chocolate individually in a week and write the answer on a big piece of paper provided. Add up all these individual sums and see who guessed the closest.
3. Was the total a surprise? What are the positives and the negatives about eating chocolate? It contains caffeine, and as such appears in the **Healthy Living** section of this resource.





THE CHOCOLATE PARTY GAME

PURPOSE

- This is a warm-up activity to be used before or after the other warm-ups included in this section.

WHAT TO PREPARE

- A big bar of chocolate, a scarf, hat, gloves, knife and fork, a plate, a table and a dice.

TIME

15 – 20 minutes.

HOW TO RUN IT

1. The group divides into two or more teams. They could take the names of chocolate bars or companies which sell chocolate.
2. A member of the first team throws the dice, then one from the second team etc. The first person to throw a six rushes up to the chocolate table, gets dressed in all the kit and tries to cut up the chocolate and eat it before another person throws a six. It could be someone in his or her team or in another team. Once someone else has thrown a six, the first person must take off the clothes and return to their team.

When they get a six, team members may give their go to a member of their team who has not yet thrown a six or has had fewer than the other team members.

3. The game finishes when the chocolate is gone.

VARIATION

This game could be linked to Activity Resources ‘The Chocolate Quiz’ (see pages M-3–M-5) and ‘Ricardo’s story’ (see page M-6) by opening a discussion about who makes chocolate and where the raw materials come from and where the money we pay goes.





THE CHOCOLATE QUIZ

PURPOSE

- To increase critical awareness of where chocolate comes from, who makes it and the fairness of the trading relationships.

WHAT TO PREPARE

- At least one copy of the Activity Resource ‘The Chocolate Quiz Questions’ (see page M-4).
- At least one copy of Activity Resource ‘The Chocolate Quiz Answers’ (see page M-5).
- One or more copies of Activity Resource ‘Ricardo’s Story’ (see page M-6).
- A copy of Activity Resource ‘How to Make a Difference’ for each member of the group (see page M-7).

TIME

About 40 – 60 minutes.

HOW TO RUN IT

1. Once there has been a discussion about chocolate or a ‘warm-up’ activity, then introduce the quiz. Divide the group into teams of 4–5 people.
2. The quiz can be run by giving each team a copy of the quiz on which they write the answers. Alternatively, it can be run by asking the questions to each team in turn, allowing other teams to answer if the first team asked does not give the right answer.
3. Give the opportunity for questions, comments or reactions after each answer.
4. Read out ‘Ricardo’s Story’ to give an idea of what it is like to be a young person involved in the production of the chocolate we eat.
5. Then discuss how they feel about buying chocolate and whether the quiz answers and Ricardo’s story make any difference.

VARIATION

The group might want to find out more information and/or plan an activity for another group of young people to raise awareness of these issues.



THE CHOCOLATE QUIZ QUESTIONS

- From which plant or tree do we get chocolate?
a) **cocoa tree** b) **cacao tree** c) **cocoa plant**
- From which country does the UK and Ireland get most of their cocoa?
a) **Ghana** b) **Brazil** c) **Malaysia**
- Three companies are responsible for over four-fifths (84%) of all chocolate sales in the UK. Which are they?
- Which is the best selling chocolate bar in the UK and Ireland?
- Nestlé-Rowntree products make up about 28% of the chocolate market. How many acres of cocoa plantations do they own?
a) **one million** b) **six million** c) **none**
- During the last ten years, the price of a bar of chocolate in our shops has gone up by two thirds. Roughly, has the price of cocoa on the world market...
a) **doubled** b) **halved** c) **stayed the same?**
- If selling chocolate is more profitable than cocoa beans, why don't countries like Ghana make chocolate?
a) **It costs more to transport it to other countries.**
b) **They can't afford chocolate-making equipment.**
c) **It would melt in the hot climate.**
- The import tax set by the EC on cocoa beans is 3%. What is it for chocolate?
a) **8%** b) **12%** c) **16%**
- The British Government's overseas aid spending in 1989 was £1.6 billion. In the same year, how much money did British people spend on chocolate?
a) **1.6 billion** b) **2.3 billion** c) **2.7 billion**
- Which of the following things is not contained in a bar of milk chocolate?
a) **protein** b) **iron** c) **calcium**

From: **Youth Topic Number Seven**. Christian Aid, Cafod and SCIAF.



CHOCOLATE QUIZ ANSWERS

1. **(b) The cacao tree, or 'theobroma cacao', which means food of the Gods.**
Each tree produces 20–30 pods each year, which contain the cocoa beans. The annual crop from one tree makes just one kilo of cocoa.
2. **(a) Ghana.**
Both the Ivory Coast and Brazil produce more, but Britain introduced cocoa to Ghana during colonial times, and still gets most of its cocoa from there. Today, over half of Ghana's export income comes from cocoa.
3. **Mars (30%), Nestlé-Rowntree (28%) and Cadbury-Schweppes (26%).**
Although cocoa is mainly grown in the poor countries of the South, the chocolate market is dominated by huge multinational companies controlled by the US and Europe.
4. **KitKat.**
50 KitKats are eaten every second of the day! This brings in £160 million a year for the manufacturer.
5. **(c) None.**
Most cocoa beans are grown, dried and fermented by small independent farmers and then sold for processing. Chocolate companies can make more profit by processing and marketing cocoa than by growing it.
6. **(b) It has more or less halved.**
The cost of our chocolate bars may go up each year, but so many countries have been encouraged to produce cocoa that buyers can play them off against each other to get the prices down.
7. **(a) It costs more to export.**
The problem isn't the cost of transport, but the taxes charged by rich governments on goods entering their countries. These are much higher for processed goods like chocolate than for raw materials like cocoa beans.
8. **(c) 16%.**
With these high taxes, the European Union protects its own chocolate processing industries and ensures that countries like Ghana continue to produce cheap cocoa beans for our consumption.
9. **(b) £2.3 billion is spent on chocolate each year – that's £40 per person!**
10. A trick question! Protein, iron and calcium are all to be found in a bar of milk chocolate, which is a quick and easily digested source of energy.

From: **Youth Topic Number Seven.** Christian Aid, Cafod and SCIAF.



RICARDO'S STORY

Ricardo da Silva is twelve years old and lives with his family on a large cocoa plantation in Bahia, Brazil. All nine people in his family work on the plantation collecting the cocoa beans, which are used for making chocolate by large multinational companies such as Mars, Cadburys and Nestlé in their factories in Europe and North America. During the harvesting season Ricardo's family pick the pods from the trees. Working in pairs, one person then splits the pod with a machete while the other scoops out the beans.

Even though Ricardo has worked with cocoa beans all his life, he has never actually tasted chocolate. Even if he wanted to he could not afford to buy it. He gets less than 30p a day, which is half the price of a big bar of chocolate in England.

On a number of occasions people have lost their jobs on the plantation when the amount of Brazilian cocoa beans needed by the large chocolate companies fell. The plantation owner did not want to lose money so he fired some of the workers.

Sometimes, the price of cocoa beans has dropped on the world market. When this happens Ricardo and his family are paid even less by the plantation owner.

Ricardo is not the only one in this situation: there are 3 million children working as hard and earning as little as Ricardo in Brazil today.

From: **One World Week 1994** produced by DEFY (Development Education for Youth).



HOW TO MAKE A DIFFERENCE

What impact can individuals or small groups of people have on fair or unfair multinational trade? What can you do?

Here are a few ideas.

FIND OUT

Books which give information about products and the companies who make them and the fairest buys are:

- **The Global Consumer.** Best buys to help the Third World by Phil Wells and Mandy Jetter. It is available from Christian Aid.
- **Shopping for a better world,** a guide to the top 2,500 brands in our shops. £4.99 from major bookshops.
- **The Green Consumer Guide** by J Elkington and J Hales, published by Gollancz, £3.95. Reference for the 'green consumer' giving details of how different products affect the environment under headings such as 'the garage' and 'the chemist' etc. Simple explanations of environmental issues.
- **The Green Consumer's Supermarket Guide** by J. Elkington and J. Hales, published by Gollancz, £4.99. As above but related to supermarkets.

The Fairtrade Foundation provides information. Ring them on 0171-405-5942.

Packs and activities etc. are also listed in **Changing the World** – see the **Background and Resources** section.

TAKE ACTION

Look out for the **Fairtrade Mark**, which helps shoppers choose goods which have been produced and traded fairly.

Traidcraft is a trading company which tries to give poor producers a fairer price and sells a range of goods. Their products can be found in charity shops like Oxfam and others and they also sell through a mail order catalogue. For example, they sell a 'fair trade' chocolate called 'Mascao'. The catalogue is available from Traidcraft, Kingsway, Gateshead, NE11 0NE.

Ring radio stations or write to newspapers when you hear of stories about fair or unfair trade through them and make your views known. Write to supermarkets or cafés asking them to stock or supply fair trade products.

JOIN OTHERS

Groups of people are sharing information and working together for change and are open to new members.

Christian Aid has a **Trade for Change** Youth Campaign through which young people work with people who are disadvantaged for a fairer deal. Contact Christian Aid, PO Box 100, London SE1 7RT for details.

Third World First also has groups and activities. They are at The Old Workshops, 4c, East Avenue, Oxford OX4 1XW.



THE TRADING GAME

PURPOSE

- To show in a fun and interesting way the co-operation and competition between countries and the influence of the World Bank and United Nations.

WHAT TO PREPARE

You will need for each team:

- Paper, scissors, pencils, a small weight such as a 1p coin and sticky tape.
- A stencil pattern (Activity Resource 'The Trading Game Pattern', see page M-10) for each team.
- A second set of stencils needs to be made ready for an announcement about a change in the model during the game.

TIME

1 hour.

HOW TO RUN IT

1. Divide into four teams, each to be a country. Each team has the task of making paper helicopters and their aim is to become the richest country in the allotted time.
2. One person is designated to be the World Bank.
3. The person or people leading the game will be the United Nations.
4. At the beginning of the game each country has only one of the resource items and some 'money' as described below:
 - Country A has paper and £10.
 - Country B has scissors and sticky tape and £10.
 - Country C has pencils and stencils and £10.
 - Country D has 1p coins and £10.

5. The Rules

Trading may be done with toy money.

Every helicopter that is made can be sold to the World Bank for a £1.

Countries are allowed to trade in money or goods, whichever they wish to do.

If a country gets into financial difficulty they can turn to the World Bank for a loan.

6. Making a Helicopter

- It is easy to make the helicopter. Draw round the stencil shown on page M-10 to get the pattern.
- Cut along the solid lines and bend along the dotted lines.
- Stick a one pence coin to the shaded circle to act as a weight.
- Drop the helicopter from as high as possible.



7. The United Nations announces resolutions during the game. Here are some examples:

Food and Agriculture Organisation announcement:

‘Each country must pay £10.00 to feed their population.’

Use this announcement once every five minutes during the game.

World Health Organisation announcement:

‘Disease has struck countries A and B. Half your working population must stop working for three minutes to recover and attend hospital.’

United Nations Children’s Fund announcement:

‘Unicef has announced a programme of vaccination in country C. All other countries are asked to pay £10 towards the cost.’

United Nations Education, Social and Cultural Organisation announcement:

‘Scientific advances have shown that helicopters with longer blades will work better. The World Bank will pay £2 for these improved models.’ (Issue the stencil team with new shapes for trading.)

International Labour Organisation announcement:

‘Poor working conditions and long hours in country D have led to a three minute strike by all workers.’

NOTE

Bear in mind that countries selling consumables such as paper will have a constant flow of income. Those selling pencils, scissors and stencils will not have income unless the United Nations’ resolutions force countries to buy again.

A country in desperate need may try to cheat or pinch from a different country – time to set up a security council!

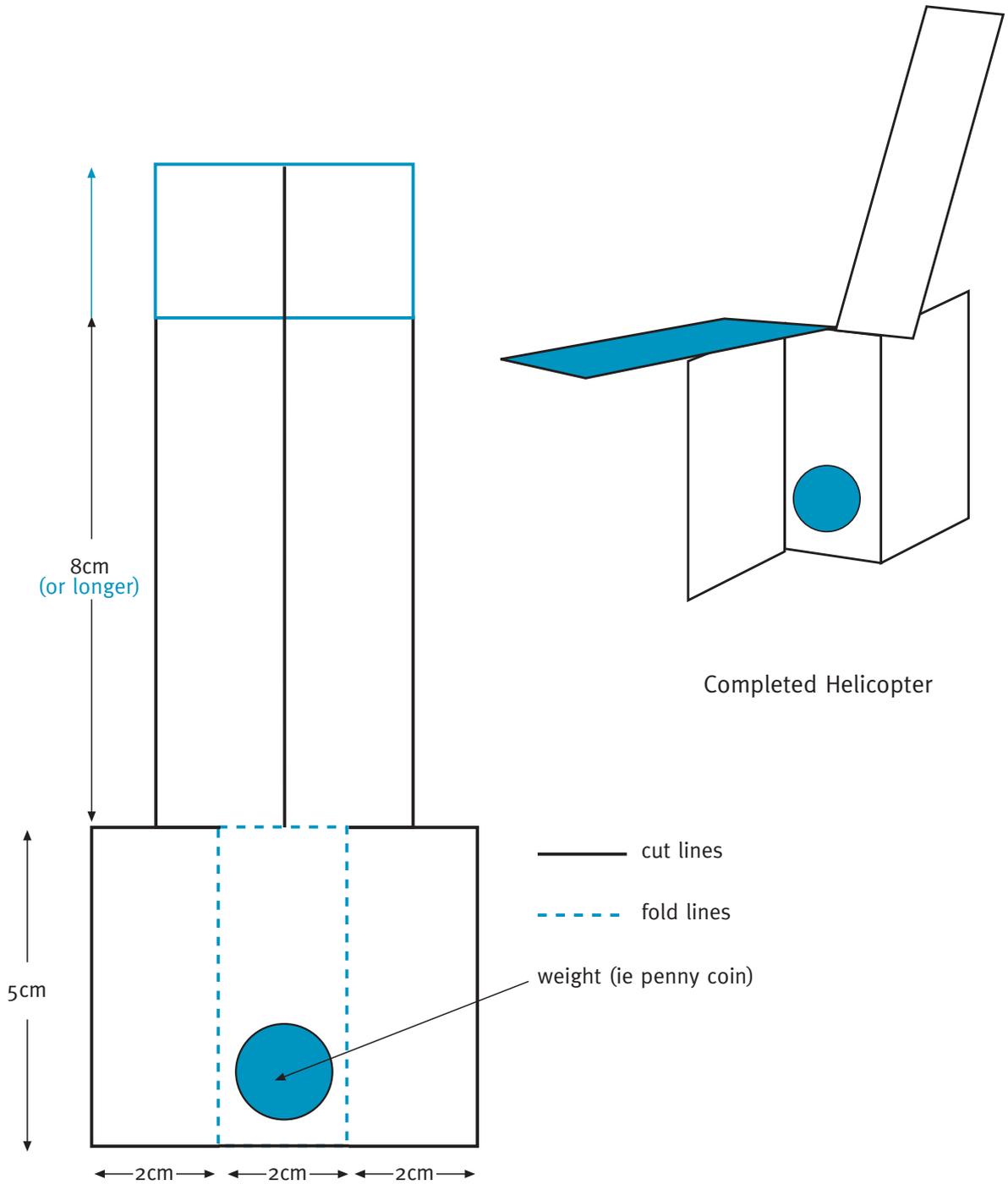
VARIATION

The tension in the game, and the similarity with the real world, can be increased by adjusting the game so the different countries start with different amounts of money and resources, like rich and poor countries in the world. The United Nations can then be shown to promote justice and to assist those in difficulty.

Taken from **Bwaise**, Community Service Project in Uganda by Northamptonshire Scouts and SCOUTING Magazine.



THE TRADING GAME STENCIL PATTERN





MIND YOUR OWN BUSINESS - START A SMALL ENTERPRISE

PURPOSE

- Starting a small business helps you to prepare for the future and teaches about profit, money, budgets, success or failure. 'Some will learn and some will earn!'

WHAT TO PREPARE

- Copies of the Activity Resource 'Information Sheet' (see page M-12) for each person involved.
- A set amount of 'seed corn' money e.g. £5 per enterprise.

TIME

This can be run for one session of 1½–2.0 hours as a quick competition to see how much can be made from a good idea, or over a series of weeks. It just depends how many budding Richard Bransons are taking part!

HOW TO DO IT

Groups or individuals setting up an enterprise need to do some planning and put their ideas into action. Progress is then reviewed before further plans are made and actions taken.

Look at the questions on the Activity Resource 'Information Sheet' to assist with the planning.

VARIATIONS

If the idea works why not expand it? Why not do a bigger project to raise money for a future event. You could spend a Sunday afternoon cutting grass or gardening for relatives. Get a few small groups together and try to run a business with a manager, treasurer etc.

DISCUSSION

- Why do some businesses succeed and others fail?
- Why did your ideas make/not make money?
- Why have some countries had successful businesses making lots of money and others struggle to make ends meet?
- Do big companies just get bigger by putting small local shops out of business?

NOTES TO PERSON LEADING

Don't let anyone spend a lot of money buying something they won't sell. Give them an initial budget of say £5 to restrict any possible loss.

See some of the other money activities such as the Activity Resources 'The Big Banana Split Game' (pages M-13–M-14) and 'The Chocolate Quiz' (pages M-3–M-5) and then discuss the advantages and disadvantages of running your own business in different countries.



MIND YOUR OWN BUSINESS - INFORMATION SHEET

What you need.

The idea, the target market, a notebook to keep all your transactions in i.e. money-in and money-out, how much you did or didn't make, and how much you have spent.

What?

What exactly can you give that people want? It could be goods, for example sweets, at a meeting. You could offer to provide the drinks and charge a small fee for them. Alternatively it could be a service. Why not take some shoe polish and offer to clean people's shoes at the end of the meeting, when they are probably dirty. The possibilities are endless.

When?

When exactly is the best time to offer these services? If you are cleaning shoes, it would be best to do this after the meeting when they are dirty from the dusty floor.

Where?

Where will your little enterprise take place?

Why?

Why do people need your product/service? It is best to offer something they need but can't get easily or just don't get the time to do it themselves.

Who?

Who are you trying to get to buy your goods/service? You will need to look at the range of people in your group/meeting and aim it at as many people as possible or at a specific section of that group.

How?

How are you going to let everyone know they can get this item or service from you? Will you put up posters, hand out leaflets or just tell people?

All you need is that initial inspiration to get the money flowing in.

From: Adam Dean, The Scout Association.



THE BIG BANANA SPLIT

PURPOSE

- To look at who makes the money from the sale of the bananas we buy. Three million tons of bananas a year are imported into the European Union, mainly from Jamaica and the Windward Islands.

WHAT TO PREPARE

- You will need a banana, pens and paper. Activity Resource 'The Big Banana Answer' enlarged on a flip chart (see page M-14).

TIME

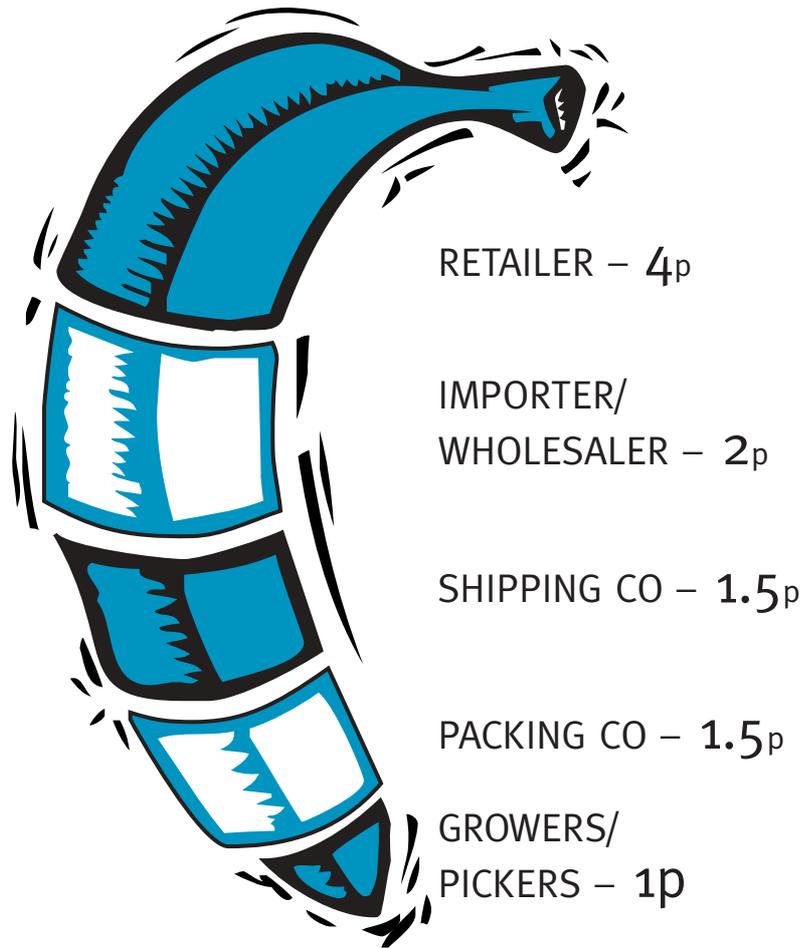
30 minutes.

HOW TO RUN IT

- This activity could start with someone eating a banana or some other fruit, or after any discussion about shopping and the price of things.
- Divide into five groups, who are the following:
 - Growers/pickers**, who work all year doing everything by hand.
 - Packing company**, who pack bananas into boxes and reject damaged bananas.
 - Shipping company**, who transport the bananas by sea, which takes about a week.
 - Importers/wholesalers**, who arrange for the bananas to be shipped and who supply the shops who sell the bananas to the public.
 - Retailers**, who are the supermarkets, small shops and market stalls, who sell the bananas to the public.
- Look at the banana. It costs 10p. How much of the 10p does each group think should be paid to them for their part in the business? They discuss this privately from the other groups.
- Then each group feeds back their figure. If the total adds up to more than 10p the groups must negotiate until they have reached a total of 10p.
- Put up the Activity Resource 'The Big Banana Answer' on a flip chart.
How do the different groups feel, starting with the pickers. Is it fair?



THE BIG BANANA ANSWER



From: Christian Aid



THE TANK GAME - NEVER SMILE AT A CROCODILE OR A LOAN SHARK

PURPOSE

- To show how easy it is to borrow and get into debt, the hopelessness of debt, and the importance of keeping a close eye on your savings.

WHAT TO PREPARE

- One tank/large water-tight container with a small hole near the base and a plug for this.
- One length of hose piping.
- A plastic cup per participant.
- An area with a steep slope of grass or soil.
- A supply of water.

Before the game begins:

1. Cut a small hole (the width of the hose) in the side of the tank at the bottom and insert the hose into it. The hose should reach about four feet down the slope from the tank, which is at the top.
2. Plug or stopper for the hole to stop any leaks before you are ready to begin!
3. Fill the tank with water to a depth depending on how long you want the game to last.

TIME

20 minutes approximately to carry out the game from start to finish.

HOW TO RUN IT

This game is designed for up to 6 people, 5 is the optimum number.

1. Introduce the game by explaining to the participants that they have been borrowing from a loan shark to feed their gambling addiction or to keep up mortgage repayments or to pay for a new Porsche! The water in the tank represents their money/savings/overdraft and when the plug comes out they will start to lose money down the slope.
2. Their task is to try and keep hold of as much money as possible by running down the slope, catching water (money) that flows out of the end of the hose, running back up the slope and putting water back into the tank, thus saving money and preventing the loan shark from forcibly removing body parts when you don't keep up the repayments!
3. The slope gradually gets wetter and harder to climb, the participants get more and more tired and it doesn't take long for all the money to flow away (don't we all know that feeling?).



4. A group discussion could then follow focusing on questions and topics such as:
- How did it feel while we were doing the activity?
 - How do we feel now?
 - How might we get into debt? For example, student loans.
 - Is the system of charging interest on loans fair? When might it not be fair?
 - Does anyone know about LETS systems, where people trade their time/skills for a local currency and then buy others' time and skills?
 - Has anyone read about credit unions where people lend money and borrow it in such a way as the whole community is enriched? e.g. Womankind Worldwide, a charity which assists women in Southern India to set up and run such credit unions to enable them to start up businesses for themselves with dramatic impact on their health, food sources and independence.

NOTES

1. Try it out yourself before you get anybody else to do it to make sure that the water flows fast enough so that the participants can never win, because the moral of the story is to never borrow from a loan shark. However it must be slow enough to make the game last long enough.
2. Give a few ground rules, just as a loan shark would, such as; no tampering with the hose or the tank; or they must only use their own cup so preventing a chain. If any of the rules are breached you can give a penalty by raising the interest rates (tip a few jugs of water out).

From: Kate Geddes, The Scout Association.





GAMBLING AND DEBT

PURPOSE

- To experience through a simulation the potential effect of gambling in a non-threatening way.

WHAT TO PREPARE

- Equipment with which to play poker or pontoon or roulette and someone who knows the rules. The game should be weighted in the dealer's favour so you can never win.

TIME

As long as it takes!

HOW TO RUN IT

- 1 The game could start with a brainstorm of films which feature gambling. e.g. Casablanca and different forms of gambling e.g. National Lottery, casinos, one armed bandits, card games, horses, dogs, raffles, lucky dip.
2. Each player is given sweets, tokens or matches to gamble with.
3. Follow with a discussion about the possible thrills of gambling and rewards as against the disadvantages and dangers.



