# Pricing Your Soap Worksheet

## 1. Overhead/Fixed Costs Per Month

**Rent:**
**Phone:**
**Utilities:**
**Internet:**
**Other:**
*(Tools and molds may have to be updated yearly so take the total price of equipment and divide by 12 for a monthly cost.)*

**Equipment/molds/tools:**
Total: $____

## 2. Raw Materials

**Oils:**
**Lye:**
**Fragrance:**
**Water:**
**Colors/Botanicals:**
**Paper/Wrapping/Printing:**
Total: $____

\[
\frac{\text{total raw materials}}{\text{# of bars}} = \$
\]
Divide number of saleable bars made per batch for a total cost per bar

## 3. Labor

**Prep time:**
**Making soap:**
**Clean-up:**
**Cutting and wrapping:**
Total time: ______

**Your hourly pay:** ______

\[
\frac{\text{hours x hourly rate}}{\text{bars made}} = \$
\]
Total times hourly pay divide # bars made

## 4. Putting It Together

**Wholesale price** —
(Materials + labor) = $$

\[
\frac{\text{Overhead costs per month}}{\text{wholesale profit}} = \$
\]

**Wholesale Profit Per Bar** $$

\[
\frac{\text{# of bars you need to sell wholesale to break even each month}}{\text{price}} = \$
\]

- OR -

**Overhead costs** —
Retail price *(wholesale price times 2 or more)* = $$

\[
\frac{\text{# of bars you need to sell retail to break even each month}}{\text{price}} = \$
\]