

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: \$ _____

Total Monthly Costs \$

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: _____

of bars of soap per batch =

$\frac{\text{hours x hourly rate}}{\text{bars made}} = \$$

Total times hourly pay divide # bars made

4. Putting It Together

Wholesale price — (Materials + labor) =

\$

\$

Wholesale Profit Per Bar \$

Overhead costs per month ÷ wholesale profit =

\$

\$

of bars you need to sell wholesale to break even each month

- OR -

Overhead costs ÷ retail price (wholesale price times 2 or more) =

\$

\$

of bars you need to sell retail to break even each month