indigo
FRAGRANCE

HANDMADE PRODUCT PRICING WORKSHEET

Find the real cost of everything you make.

01 YOUR PRODUCT AT A GLANCE

Product name _____ **Date** _____

Finished units in this batch _____ **Planned price per unit ($)** _____

02 INGREDIENTS & MATERIALS

Include fragrance oils, ingredients, containers, labels, and packaging.

Material or supply	Amount used	Batch cost ($)

TOTAL MATERIALS FOR BATCH ($) _____

MAKER TIP

Count what you actually use, not the price of a whole bottle or package.

Example: If 1 oz costs $2 and you use 0.5 oz, record $1.

indigo
FRAGRANCE

HANDMADE PRODUCT PRICING WORKSHEET

Your time is part of your product cost.

03 LABOR: PAY YOURSELF

Task	Minutes per batch	Cost ($)
Preparation / setup		
Making / pouring / mixing		
Finishing / cleanup		
Labeling / packaging		
Other		

Total labor minutes _____

Hourly labor rate ($) _____

TOTAL LABOR COST FOR BATCH ($) _____

Labor formula: Minutes / 60 × hourly rate = batch labor cost.

Example: 45 minutes at $20/hour = $15.

04 ALLOCATED OVERHEAD

Examples: utilities, software, insurance, web fees, and equipment upkeep.

Expense	Cost for batch ($)

TOTAL ALLOCATED OVERHEAD ($) _____

Allocate a reasonable share of these business expenses to each batch.

indigo
FRAGRANCE

HANDMADE PRODUCT PRICING WORKSHEET

Account for selling fees and calculate your profit.

05 SELLING FEES

Include applicable selling costs without counting anything twice.

Fee type	Batch cost ($)
Payment processing fees	
Marketplace / platform fees	
Shipping supplies or subsidy	
Booth or event fees	
TOTAL SELLING FEES FOR BATCH ($)	

06 YOUR NUMBERS

Total materials ($)

Total labor ($)

Allocated overhead ($)

Selling fees ($)

Finished units in batch

True cost per unit ($)

Selling price per unit ($)

Profit per unit ($)

HELPFUL FORMULAS

Unit cost = (materials + labor + overhead + selling fees) / units
Unit profit = selling price - unit cost

indigo
FRAGRANCE

HANDMADE PRODUCT PRICING WORKSHEET

Review your prices as costs and goals change.

07 PRICING CHECK-IN

My price covers ingredients and packaging.

[ ] Yes [ ] Not yet

My price includes the value of my labor.

[ ] Yes [ ] Not yet

I have included overhead and selling fees.

[ ] Yes [ ] Not yet

My profit margin supports my business goals.

[ ] Yes [ ] Not yet

08 MY NEXT STEPS

One pricing adjustment I want to try:

One cost I may have overlooked:

When I will review my prices again: