ADVANCED PRICING CALCULATOR FOR SMALL BUSINESS - COST PLUS APPROACH

STEP 1. INPUT YOUR DATA:

OVERVIEW

Product/Service Name	
Product1	
Fixed Costs Allocation, %	100%
Total Units - All Company's Products:	250
Desired Profit Margin, %:	15%
Sales Tax, %	20%

DIRECT LABOR COSTS

Activity	Hourly Rate	Hours Per Unit	Cost Per Unit
Production	$ 40.00	10	$ 400.00
Packaging	$ 40.00	5	$ 200.00
Cost3	$ 35.00	8	$ 280.00
Cost4	$ 20.00	5	$ 100.00
Cost5	$ 25.00	2	$ 50.00
Cost6	$ 15.00	3	$ 45.00
Cost7	$ 10.00	2	$ 20.00
			$ 1,095.00

DIRECT MATERIAL COSTS

Material	UoM	Required Per Unit	Cost per UoM	Total Costs
Material1	Meters	5	$ 10.00	$ 50.00
Material2	Liters	1	$ 15.00	$ 15.00
Material3	Sheets	7	$ 8.00	$ 56.00
Material4	Meters	2	$ 6.00	$ 12.00
Material5	Meters	4	$ 7.00	$ 28.00
Material6	Sheets	2	$ 3.00	$ 6.00
Material7	Liters	3	$ 4.00	$ 12.00
				$ 179.00

OTHER VARIABLE COSTS

Other Costs	UoM	Required Per Unit	Cost per UoM	Total Costs
Cost1	Meters	2	$ 6.00	$ 12.00
Cost2	Meters	5	$ 4.00	$ 20.00
Cost3	Meters	1	$ 9.00	$ 9.00
Cost4	Meters	3	$ 8.00	$ 24.00
Cost5	Meters	5	$ 2.00	$ 10.00
Cost6	Meters	2	$ 3.00	$ 6.00
Cost7	Meters	4	$ 5.00	$ 20.00
				$ 101.00

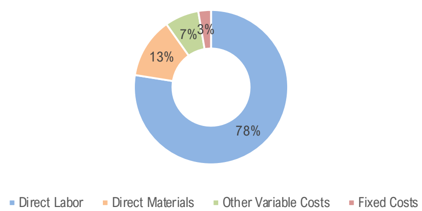
FIXED COSTS

Fixed Costs	Total Cost	Cost per Unit
Rent	$ 6,000	$ 24.00
Utilities	$ 2,000	$ 8.00
Marketing	$ 500	$ 2.00
Cost4	$ 300	$ 1.20
Cost5	$ 200	$ 0.80
Cost6	$ 150	$ 0.60
Cost7	$ 250	$ 1.00
	$ 9,400	**$ 37.60**

STEP 2. AUTOMATIC PRODUCT PRICE CALCULATION:

Direct Labor	$ 1,095.00
Direct Materials	$ 179.00
Other Variable Costs	$ 101.00
Fixed Costs	$ 37.60
Minimum Product Price	$ 1,412.60
Desired Profit Margin, %:	**15%**
Product Price before-tax	$ 1,624.49
Tax	$ 324.90
Total Product Price per Unit	**$ 1,949.39**

PER UNIT COST COMPONENTS:



STEP 3: AUTOMATIC BREAK-EVEN ANALYSIS:

Contribution Margin, per Unit	$ 249
Total Fixed Costs	$ 9,400
Units to Sell to Break-Even	**38**

Profit Margin, %	Product Price	Break-Even Units
10%	$ 1,554	53
15%	$ 1,624	38
20%	$ 1,695	29

Units to Sell to Make Net Profit of:

$ 1,000	**42**