

Monthly Household Budget Worksheet

What are your monthly household expenses?

Housing	Recreation
Rent/Mortgage	Clothing
Utilities	Beauty (e.g. hair, nails, etc.)
Internet	Subscriptions (e.g. Netflix,
Cellphone/Telephone	Spotify, HBO, Amazon Prime,
Cable	etc.)
Other	
Insurance Renter's Insurance Health Insurance	Going Out (e.g. concerts, amusement parks, movies, vacation, etc.)
Other Insurance	Child Care
Transportation	Day Care
Car Insurance	Babysitter
Car Payment	Tuition
Gas	Other Expenses/Savings
Maintenance	
Public Transit	
Ride Sharing (e.g. Uber, Lyft)	Total Household Expenses \$
Other	
Debts	
Student Loans	
Credit Card Payment	
Other Loan/Debt Payments	
Household	
Groceries	
Household Items (e.g. cleaning supplies, toilet	
paper, etc.) _ Laundry _ Prescriptions	



Monthly Business Overhead Worksheet

Business overhead expenses are the costs you incur in your business regardless of how much you make or sell.

Working Space	
Commercial Rent	
Co-Working or Studio Rent	
Utilities	
Internet	
Other	
Marketing & Advertising	
Website (e.g. Shopify, etc.)	
Paid Advertising	
Marketing Materials	
Shows, Vending, Markets, etc.	
Other	
Professional Services	
Accountant/Bookkeeper	
Lawyer	
Graphic design	
Photographer	
Marketer	
Other	
Contract Labor	
Wages	
Other	
Employees	
Wages Benefits	
Other	
Insurance	
Liability Insurance	
Other Insurance	
Office Expenses	
Office Supplies	
Software Subscriptions (e.g. Quickbooks, Canva, Hootsuite, etc.)	
Equipment	
Other	
Fees	
Bank Fees	
Membership Dues	
Licenses	
Other	
Travel	
Travel (e.g. gas, plane tickets, etc.)	
Meals	
Other	
Other Expenses	

Total Monthly Business Overhead	\$
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Cost of Goods Worksheet

Use this worksheet to determine the cost to make one unit of your product. If you are a food business, use the calculator found here http://www.foodbizstartup.net/COGS/.

For this exercise, just focus on ONE product you sell. This could be your most popular item, most profitable, or a new idea you're working on.

Materials Costs

	Mate	rials Purchased	Materials as Used per Finished Product		
Material	(A) Price	(B) Units in Purchase	(C) Price Per Unit [A ÷ B = C]	(D) Quantity Used in Finished Product	(E) Cost Per Finished Product [C x D = E]
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					
(7)					
(8)					
(9)					
(10)					
		Total Mater	ials Cost per Fin	ished Product	\$

Packaging & Shipping Costs

	Packa	Packaging Purchased in Bulk			Packaging as Used per Finished Product	
Material	(A) Price	(B) Units in Purchase	(C) Price Per Unit [A ÷ B = C]	(D) Quantity Used in Finished Product	(E) Cost Per Finished Product [C x D = E]	
(1)						
(2)						
(3)						
(4)						
(5)						
	•	Total Packag	ging Cost per Fin	ished Product	\$	

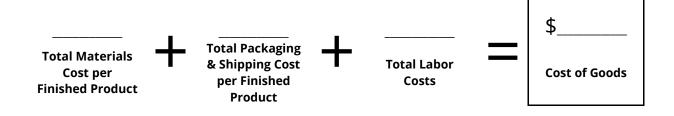


Labor Costs

Process ¹	(A) How many products can you make in a batch? ²	(B) How long does it take you to complete a batch? ³	(C) Hourly Wage ⁴	(D) Labor Cost per Process [(B ÷ A) x C] = D
(1)				
(2)				
(3)				
(4)				
(5)		_		
			Total Labor Costs	\$

- 1. Your product might have several different processes. For example, a custom dress could include consultation, design, sewing, fitting, etc. Each step of the process could take a different length of time and have different hourly wages.
- 2. A batch means how many products do you typically make it one setting. If you make your products 1 at a time, put 1.
- 3. Enter in this information in hours. If it takes 2 and a half hours, enter 2.5. If it takes 15 minutes, enter .25.
- 4. If you don't know what hourly wage to use, use \$15 \$20/hour. Even if you're the only one doing all the work, you need to factor in your labor. At one point you will need help to grow your business, you want to make sure you're accounting for all your costs.

Total Costs





Quit Your Day Job Calculator

Use the calculator on www.makerhoods.com/quit (password Quit) to complete the information below.

[A] Personal Expenses	
(3) Your monthly household income responsibility	
[B] Business Overhead	
(4) Monthly Business Overhead	
[C] Product Pricing & Costs	
(5) Product Focus	
(6) Retail Price	
(7) Cost of Goods	
[D] Your Results	
(8) Gross Profit	
(9) Gross Margin	
(10) Monthly Unit Sales Goal	
(11) Monthly Sales Goal	
(12) Monthly Web Traffic Goal	
(13) Best Practice Wholesale Price	
(14) Best Practice Retail Price	