



## Monthly Household Budget Worksheet

What are your monthly household expenses?

### Housing

Rent/Mortgage \_\_\_\_\_  
Utilities \_\_\_\_\_  
Internet \_\_\_\_\_  
Cellphone/Telephone \_\_\_\_\_  
Cable \_\_\_\_\_  
Other \_\_\_\_\_

### Insurance

Renter's Insurance \_\_\_\_\_  
Health Insurance \_\_\_\_\_  
Other Insurance \_\_\_\_\_

### Transportation

Car Insurance \_\_\_\_\_  
Car Payment \_\_\_\_\_  
Gas \_\_\_\_\_  
Maintenance \_\_\_\_\_  
Public Transit \_\_\_\_\_  
Ride Sharing (e.g. Uber,  
Lyft) \_\_\_\_\_  
Other \_\_\_\_\_

### Debts

Student Loans \_\_\_\_\_  
Credit Card Payment \_\_\_\_\_  
Other Loan/Debt Payments \_\_\_\_\_

### Household

Groceries \_\_\_\_\_  
Household Items (e.g.  
cleaning supplies, toilet  
paper, etc.) \_\_\_\_\_  
Laundry \_\_\_\_\_  
Prescriptions \_\_\_\_\_

### Recreation

Clothing \_\_\_\_\_  
Beauty (e.g. hair, nails, etc.) \_\_\_\_\_  
Subscriptions (e.g. Netflix,  
Spotify, HBO, Amazon Prime,  
etc.) \_\_\_\_\_  
Eating Out \_\_\_\_\_  
Going Out (e.g. concerts,  
amusement parks, movies,  
vacation, etc.) \_\_\_\_\_

### Child Care

Day Care \_\_\_\_\_  
Babysitter \_\_\_\_\_  
Tuition \_\_\_\_\_

### Other Expenses/Savings

<b>Total Household Expenses</b>	<b>\$ _____</b>
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## 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**

<b>Total Monthly Business Overhead</b>	<b>\$ _____</b>
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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

Material	Materials Purchased in Bulk			Materials as Used per Finished Product	
	(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)					
<b>Total Materials Cost per Finished Product</b>				<b>\$</b>	

### Packaging & Shipping Costs

Material	Packaging Purchased in Bulk			Packaging as Used per Finished Product	
	(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)					
<b>Total Packaging Cost per Finished Product</b>				<b>\$</b>	



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## Labor Costs

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

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

_____ <b>Total Materials Cost per Finished Product</b>	<b>+</b>	_____ <b>Total Packaging &amp; Shipping Cost per Finished Product</b>	<b>+</b>	_____ <b>Total Labor Costs</b>	<b>=</b>	\$ _____  <b>Cost of Goods</b>
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## Quit Your Day Job Calculator

Use the calculator on [www.makerhoods.com/quit](http://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