

# Product Pricing Worksheet

Using your records from the Crop Yield and Product Pricing Worksheet plus your overhead expenses, calculate your product prices with this pricing worksheet.

To determine your product price, you'll need to include a percentage of the overhead costs for insurance, booth rental, and yearly equipment expenses to the cost to produce your goods. To do this, you will need to estimate the total amount of products sold for the season in advance.

Divide the total operating costs by the expected units sold and add this number to the cost to produce each item. Be sure to perform the operations from left to right, as shown in this table.

Total Overhead Costs	/ Total # of Units Produced for Season	+ Cost to Produce per Unit	= Product Price