



RELAXATION CRAFTS / COURSE RESOURCE

Pricing for Profit Calculator

Quick-start guide for pricing a healthy, sustainable mushroom garland business

1

Choose the offer

Select the standard garland, longer garland, bundle, Gift Collection or a custom offer.

2

Use your real costs

Replace every example with the amount used for one complete customer order.

3

Pay for all working time

Include cutting, sewing, finishing, checking and packing, multiplied by your hourly labour rate.

4

Start at Healthy Business

Use 35% as the starting recommendation. Break-even is a warning line, not a selling price.

5

Compare the three prices

Review Healthy Business 35%, Strong Profit 40% and Growth-Ready 45% before choosing.

6

Open Advanced costs

Add overheads, fixed and percentage selling fees, seller-paid postage and your rounding preference.

7

Check profit and capacity

Review profit per order and profit per working hour. Use the monthly planner to test workload.

8

Test and revisit

Compare with customer value and market evidence. Recalculate whenever time, materials, fees or postage change.

Worked example: standard 1 m sewn garland

Materials \$2.35 + Packaging \$1.05 + Labour 2.5 hrs x \$20

Other fixed costs: \$2.20

Cost before percentage fees: \$55.60 | Selling fees: 10.5%

Healthy Business price at 35%: \$103 | Profit per order: \$36.59

Remember

Example figures are illustrations. Enter your own costs and timed production. Do not price from break-even, and do not remove paid labour to make a price look competitive.