Celebration cake

Worked order / 1 cake

Order costs	USD
Ingredients	$24.00
Packaging	$6.00
Labor at $18 per hour	$90.00
Overhead and delivery	$9.00
Total before payment fees	**$129.00**

From cost to quote

Break-even is **$133.30**. A 25% profit margin after a 3% plus $0.30 processing fee requires at least **$179.59**. Rounding up to the next $5 gives **$180.00**.

At that quote, estimated profit is **$45.30** after labor and processing. A 40% deposit is **$72.00**, leaving **$108.00** due.

This quote is for the whole cake. Include the cake board and box in packaging, and put finishing and cleanup in labor.

Illustrative USD figures. Sales tax is excluded.

Custom cookies

Worked order / 24 cookies

Order costs	USD
Ingredients	$14.00
Packaging	$6.00
Labor at $18 per hour	$54.00
Overhead and delivery	$6.00
Total before payment fees	**$80.00**

From cost to quote

Break-even is **$82.79**. A 25% profit margin after a 3% plus $0.30 processing fee requires at least **$111.53**. Rounding up to the next $5 gives **$115.00**.

At that quote, estimated profit is **$31.25** after labor and processing. A 40% deposit is **$46.00**, leaving **$69.00** due.

Count only sellable cookies in the quantity. If you bake extras to cover breakage, include their ingredients in the order cost.

Illustrative USD figures. Sales tax is excluded.

Vanilla cupcakes

Worked order / 50 cupcakes

Order costs	USD
Ingredients	$21.80
Packaging	$7.50
Labor at $18 per hour	$72.00
Overhead and delivery	$8.70
Total before payment fees	**$110.00**

From cost to quote

Break-even is **$113.72**. A 25% profit margin after a 3% plus $0.30 processing fee requires at least **$153.20**. Rounding up to the next $5 gives **$155.00**.

At that quote, estimated profit is **$40.05** after labor and processing. A 40% deposit is **$62.00**, leaving **$93.00** due.

Price all 50 as one order. At $155 the display price is $3.10 each. Add extra fixed fees if your deposit and balance incur separate charges.

Illustrative USD figures. Sales tax is excluded.

Price your own order

Use this checklist the next time a customer asks for a price.

What to write down	Your order
Sellable quantity	_____
Ingredients used	_____
Packaging	_____
Active hours × hourly pay	_____
Overhead and delivery	_____
Payment percentage and fixed fees	_____
Target margin and rounding	_____
Final quote and deposit	_____

Check before sending

Add ingredients, packaging, labor, overhead and delivery. Add fixed processing fees. Divide by 1 minus your percentage fee minus your target margin. Then round up.

Tell the customer what's included, when and where the order changes hands, the price, the deposit and the balance. Confirm any applicable tax separately.