

## Pricing Worksheet

### Annual Expenses

Mortgage/Rent	_____
Utilities (gas/electric/trash, etc)	_____
Internet	_____
Phone	_____
Legal/Professional services	_____
Vehicle	_____
Insurance	_____
Office Expenses	_____
Repairs/Maintenance	_____
Tools/Equip/Books/DVDs	_____
Taxidermy Licenses	_____
Travel/Continued Ed	_____
Advertising	_____
_____	_____
_____	_____
_____	_____
_____	_____

Annual Expenses (excluding wages) \_\_\_\_\_

Labor = Hours worked per yr \_\_\_\_\_ x \$ per hour earned \_\_\_\_\_ = \_\_\_\_\_

Total Annual Expenses \_\_\_\_\_

Total Annual Exp. \_\_\_\_\_ ÷ total hours worked/yr. \_\_\_\_\_ = Shop Rate \_\_\_\_\_

### Pricing Mounts

Supplies _____	Hours _____ x Shop Rate _____ =
_____	labor _____
_____	
_____	Add supplies total + _____
_____	_____
_____	
_____	x _____ % profit
_____	
_____	Total Cost of Mount _____
_____	
total _____	