Free Pricing Worksheet: Cleaning Jobs & Home Bakery Items

Fill-in-the-blanks worksheet. From BidSheet Kit (bidsheetkit.netlify.app). Estimating aid only - not financial or tax advice.

A. Cleaning job quote

1. Measured speed: _____ sq ft per labor hour (time 3+ of your own jobs).

2. Labor hours = sq ft _____ / speed _____ x service factor _____ (standard 1.0; deep/move-out = your timed ratio) = _____

3. Labor cost = hours _____ x what you pay per hour (incl. payroll costs or your own wage) _____ = $_____

4. Supplies per job $_____ + travel/drive time $_____

5. Direct cost = 3 + 4 = $_____

6. Overhead share (insurance, software, phone, marketing per job) $_____

7. Price = (direct cost + overhead) / (1 - target margin _____) = $_____

8. Per sq ft check: price / sq ft = $_____ per sq ft

B. Home bakery item price

1. Ingredient cost per batch (price paid / package size x amount used, for each ingredient) $_____

2. Packaging per batch (boxes, liners, labels) $_____

3. Hands-on time per batch _____ hrs x your hourly wage $_____ = $_____

4. Overhead per batch (utilities, permits, equipment wear, fees) $_____

5. Batch cost = 1+2+3+4 = $_____ ; items per batch _____

6. Cost per item = $_____

7. Price per item = cost per item / (1 - target margin _____) = $_____

8. Dozen price = item price x 12 (any dozen discount still above cost?) $_____

C. Sanity checks

■ Price covers ALL costs including your own time.

■ Compared with a few local competitors (to position, not to copy).

■ Re-check ingredient/supply prices every few months.

Want this done automatically with ingredient libraries, add-ons and client quotes? See the spreadsheets at bidsheetkit.netlify.app