

A 3D illustration of a white humanoid figure placing a red puzzle piece onto the top of the tallest bar in a bar chart. The chart consists of four red bars of increasing height, each made of puzzle pieces. The figure is holding another red puzzle piece in its left hand. The background is white.

Business Partners:

- Main Product or Service to be offered by your company: _____

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- COST PER UNIT

Cookie Ingredients	#/Package	Package size	Package Price	#/Ingredient	Price/Each
Flour	2 c	8 c / bag	1 bag = 1 kg	¥17.8	8/2 = 4 ¥ 17.8/4 = ¥ 4.4
Sugar	1 c	10 c / bag	1 bag = 5 lbs	¥ 40	10/1 = 10 ¥ 40/10 = ¥ 4
Butter	½ c	1 c / stick	1 stick = 220 g	¥ 21	1/(1/2) = 2 ¥ 21/2 = ¥ 11.5
Color	½ t	1 t / bottle	1 bottle = 1.5 oz	¥ 24	9/(1/2) = 18 ¥ 24/18 = ¥ 1.34
Vanilla	½ t	1 t / bottle	1 bottle = 16 oz	¥ 48	98/(1/2) = 192 ¥ 48/192 = ¥ 0.35
Baking Powder	2 t	50 t / bottle	1 can = 250 g	¥ 8	50/25 = 25 ¥ 8/25 = ¥ 0.32
Salt	¼ t	100 t / bag	1 bag = 300 g	¥ 3.5	100/(1/2) = 200 ¥ 3.5/200 = ¥ .02
Egg	1	15 eggs / bag	1 bag	¥ 10	13/1 = 13 ¥ 10/13 = ¥ 0.77

[illegible]

PROFESSIONAL COMMUNICATIONS

COST PER UNIT / BASE PRICE



Total Cost of Product to Customer: _____ x _____ = _____
COST PER UNIT QUANTITY IN PACKAGE TOTAL COST

STEP 2: BASE PRICE PER UNIT

1. Use the **total cost to customer** and calculate what you should charge as a base price per unit in order to receive the percent of profit you want.
2. Create three plans base on three different profit margins with the lowest margin being 30%.

PLAN A: Projected percent profit margin: **30%** Profit multiplier: **1.3**

• _____ x _____ = _____
Total Cost per Unit Profit multiplier Base Price per unit

PLAN B: Projected percent profit margin: _____ % Profit multiplier: _____

• _____ x _____ = _____
Total Cost per Unit Profit multiplier Base Price per unit

PLAN C: Projected percent profit margin: _____ % Profit multiplier: _____

• _____ x _____ = _____
Total Cost per Unit Profit multiplier Base Price per unit