

Little Flame, Big Flame - Candle Cost Worksheet

What is COGS?

COGS stands for 'Cost of Goods Sold.' It's how we figure out how much it costs to make each candle. Once we know that, we can figure out how much to charge, how much we make, and how to make smarter choices with supplies.

Step 1: List the Materials

Write down everything that goes into one candle:

- Beeswax (how many ounces per candle)
- Wick
- Glass jar
- Wooden lid
- Burned quote (branding)
- Label or sticker
- Optional: fragrance oil (if used)

Step 2: Figure Out the Cost for Each Item

Look at how much each item costs when you buy it in a pack or by the pound. Then divide:

- Example: 1 lb of beeswax = \$10 and makes 4 candles -> \$2.50 per candle
- Wick 50-pack = \$8 -> \$0.16 per wick
- Jar pack of 12 = \$12 -> \$1.00 per jar

Step 3: Add Up the Total Cost

Once you know the cost of each part, add them together:

Example:

- Wax: \$2.50
- Wick: \$0.16
- Jar: \$1.00
- Lid: \$0.80

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- Branding: \$0.25
- Total COGS: \$4.71

Step 4: Decide on a Price

If the candle costs \$4.71 to make, and we sell it for \$10, we make \$5.29.

That's our margin. We want to keep margin healthy so we can:

- Pay the crew
- Fund the heating program
- Reinvest in supplies

If it costs too much to make, we either lower supply costs or raise the price - not both at once.

Your Notes

Use this space to write your own material list and costs. Bring it with you to the next crew meeting so we can compare ideas and vote on our final design + price.