

NNEP PRICE Profit Assessment Worksheet

Complete after the order ships. The variance column is where your pricing education lives.

How to use this worksheet

Enter your Quoted figures from your PRICE Quoting Worksheet. After the order ships, fill in the Actual column with what the job really cost. $\text{Variance} = \text{Actual} - \text{Quoted}$.

1. Copy Quoted figures from your Quoting Worksheet — or keep both in front of you. 2. File this assessment with the job. 3. After the order ships, return and fill in the Actual column. 4. Review the Variance column. A positive variance on costs means the job cost more than estimated; negative means it came in under. Carry those numbers into your next similar quote.

Note on R — Real Labor: track hours in both columns, then convert to dollars at your effective labor rate. Enter actual hours worked, not minutes.

JOB / ORDER NAME

CLIENT

DATE QUOTED

DATE COMPLETED

Income — What You Charged for This Order

Quoted = what you put on the invoice. Actual = what the customer paid after any adjustments.

Line Item	Quoted (\$)	Actual (\$)	Variance (\$)
Item / service (line 1) <i>e.g. 24 golf shirts with embroidery</i>	\$ _____	\$ _____	\$ _____
Item / service (line 2) <i>e.g. 12 hats</i>	\$ _____	\$ _____	\$ _____
Item / service (line 3) <i>e.g. names / personalization</i>	\$ _____	\$ _____	\$ _____
Digitizing charged to customer	\$ _____	\$ _____	\$ _____
Art / design fee charged	\$ _____	\$ _____	\$ _____
Freight / shipping charged to customer	\$ _____	\$ _____	\$ _____
Sample / sewout charged to customer <i>If applicable</i>	\$ _____	\$ _____	\$ _____
Minimum order surcharge <i>If applicable</i>	\$ _____	\$ _____	\$ _____
Discount / referral credit / promo <i>Enter as negative</i>	\$ _____	\$ _____	\$ _____
Other income	\$ _____	\$ _____	\$ _____
Total Income (A) — exclude sales tax	\$ _____	\$ _____	\$ _____

P — Production Cost

Compare estimates to actuals line by line. Where did costs differ from what you expected?

Cost Item	Quoted (\$)	Actual (\$)	Variance (\$)
Garment / blank cost <i>Wholesale cost x quantity</i>	\$ _____	\$ _____	\$ _____
Garment markup / retail upcharge	\$ _____	\$ _____	\$ _____

NNEP PRICE Profit Assessment Worksheet

Complete after the order ships. The variance column is where your pricing education lives.

Thread (including bobbin)	\$ _____	\$ _____	\$ _____
Backing / stabilizer	\$ _____	\$ _____	\$ _____
Sample / sewout garment cost <i>Blank consumed in production testing</i>	\$ _____	\$ _____	\$ _____
Additional decoration method cost	\$ _____	\$ _____	\$ _____
Digitizing cost (actual paid)	\$ _____	\$ _____	\$ _____
Freight / shipping cost (actual paid by shop)	\$ _____	\$ _____	\$ _____
Other supplies (line 1)	\$ _____	\$ _____	\$ _____
Other supplies (line 2)	\$ _____	\$ _____	\$ _____
Overhead allocation <i>Overhead rate x actual machine hours on this job</i>	\$ _____	\$ _____	\$ _____
P — Production Cost Subtotal	\$ _____	\$ _____	\$ _____

R — Real Labor

Enter hours (not minutes) in both Quoted and Actual columns. Variance in hours x your labor rate = dollar impact to carry into future quotes.

Effective Labor Rate (\$/hr) — must match the rate used in your Quoting Worksheet \$ _____

Task	Quoted (hrs)	Actual (hrs)	Variance (hrs)
Client consultation / logo intake	_____	_____	_____
Art / digitizing prep time	_____	_____	_____
Sewout / revisions	_____	_____	_____
File setup and machine prep	_____	_____	_____
Hooping time	_____	_____	_____
Machine run time	_____	_____	_____
Changeover / re-hooping	_____	_____	_____
Quality inspection	_____	_____	_____
Finishing / folding / bagging	_____	_____	_____
Packing and shipping prep	_____	_____	_____
Customer communication / approval coordination <i>New account=1hr new design=30min repeat=15min</i>	_____	_____	_____
Invoicing / admin time	_____	_____	_____
Other labor	_____	_____	_____
R — Real Labor Total Hours	_____	_____	_____
R — Real Labor Subtotal (\$) — Hours x Effective Labor Rate	\$ _____	\$ _____	\$ _____

NNEP PRICE Profit Assessment Worksheet

Complete after the order ships. The variance column is where your pricing education lives.

I — Intended Profit

Did you hit your profit target? This is the most important number on this page.

Target profit margin % (as quoted) _____

Item	Quoted (\$)	Actual (\$)	Variance (\$)
Intended Profit amount <i>Margin % x P + R subtotal</i>	\$ _____	\$ _____	\$ _____
I — Intended Profit (did you hit your goal?)	\$ _____	\$ _____	\$ _____

C — Capacity Pressure

Did the schedule pressure you anticipated match what actually happened?

Item	Quoted (\$)	Actual (\$)	Variance (\$)
Rush premium — shop disruption cost <i>Compare quoted premium to what you actually absorbed</i>	\$ _____	\$ _____	\$ _____
Capacity surcharge — schedule scarcity <i>Did your capacity level change between quoting and production?</i>	\$ _____	\$ _____	\$ _____
C — Capacity Pressure Total	\$ _____	\$ _____	\$ _____

E — End Customer Value

Did the customer relationship play out as expected?

Item	Quoted (\$)	Actual (\$)	Variance (\$)
New customer premium <i>Was this customer higher or lower effort than expected?</i>	\$ _____	\$ _____	\$ _____
Event / deadline premium <i>Did the deadline stakes play out as expected?</i>	\$ _____	\$ _____	\$ _____
Volume relationship adjustment <i>Did the efficiency gain you expected materialize? Enter as negative.</i>	\$ _____	\$ _____	\$ _____
Other customer value adjustment	\$ _____	\$ _____	\$ _____
E — End Customer Value Total	\$ _____	\$ _____	\$ _____

Summary — Quoted vs. Actual

Driver	Quoted (\$)	Actual (\$)	Variance (\$)
P — Production Cost	\$ _____	\$ _____	\$ _____
R — Real Labor	\$ _____	\$ _____	\$ _____
I — Intended Profit	\$ _____	\$ _____	\$ _____
C — Capacity Pressure	\$ _____	\$ _____	\$ _____
E — End Customer Value	\$ _____	\$ _____	\$ _____
Total Income (A)	\$ _____	\$ _____	\$ _____

NNEP PRICE Profit Assessment Worksheet

Complete after the order ships. The variance column is where your pricing education lives.

Total Cost (P + R + C)	\$ _____	\$ _____	\$ _____
Profit Earned (A minus P+R+C)	\$ _____	\$ _____	\$ _____
Actual Profit Margin % Achieved vs. Target	_____	_____	_____

Calibration Notes — What to Carry Into Your Next Quote

Where were the biggest variances? What will you change in your next quote for a similar order? (underestimated hooping time, missed a supply cost, schedule pressure was higher than expected, etc.)