

# STANDARD PRICING FORMULA FOR SEWING

## STEP ONE

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(1)

**Basic Hourly Rate**- converting your basic hourly rate to price per project or item

$$\frac{\text{Overhead /expenses + Desired salary}}{\text{Divided by hours worked}} = \text{base hourly rate}$$

Let's say your total overhead for the month is \$658 dollars, this does not include direct expenses, (those are billed as per project basis to the client). You wish to have a salary of \$ 3000 per month. You have committed to work 40 hours per week, based on a 4 week month that will be 160 hours.

Base hourly rate: (substitute your figures to determine your base rate)

- 1)  $\$658 + \$3,000 = \$ 3,658$
- 2)  $\$3,658$  divided by 160 =  $\$22.86$  round up to nearest whole number
- 3) **\$23.00** Hourly Base Rate

The consultation, trip charge, charges for notions, lining, embellishments and fabric are not included in the basic hourly rate, as overhead or expenses. These are billed separate to the client.

Now that you have determined your hourly base rate use this figure to determine your price list.

## STEP TWO

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**Project and Task List** - your project inventory list

- List all necessary functions to start and complete the project
1. Initial Preparation- fabric, supplies, layout, cutting, marking
  2. Construction-list each step involved
  3. Finishing-embellishments, pressing, blocking, etc

If you have employees these steps may be delegated, then it would fall under the heading of job description.

Next we will take our project and task list and convert it to a Time and Motion Chart

## STEP THREE

(2)

**Time and Motion Chart**- time frame to complete each element of the job. Decide whether you are going to work on the construction elements as an item or unit. For this example we will be using the Integrated Method, this method offers a great deal of flexibility. Utilizing this method over flat rate or by the hour, gives the client options for adding embellishments and protects your undercharging for your services. Example from “The Business of Sewing” Vol. 2, Barbara Wright Sykes

TIME AND MOTION CHART		
Time	Projection Task	Total Time
8:15- 9:15	Seams/darts/zipper/press	1 hour
9:30-11:30	Sewed lining	2 hours
	Fused interfacing to waist band	
	Attached band to skirt and lining	
	Applied label, press	
1:15-2:15	Hem skirt & lining	1 Hour
	Button/Button Holes/Press	
<b>Grand Total</b>		<b>4 Hours</b>

## STEP FOUR

**Price List Worksheet**- the price list is derived from two elements the time and motion chart and the price list worksheet. At this point you will transfer all the figures from the time and motion chart to the price list worksheet.

PRICE LIST WORKSHEET		
PROJECT AND TASK	TOTAL HRS.	LABOR CHARGE
Skirt- Straight/lined	4	\$ 92.00
Skirt-Straight	3	69.00
Pants- Pleated (lined)	5	115.00
Jacket-Tailored (lined)	7	161.00
Jacket-Tailored	6	138.00
Formula Total Time Multiplied By Bases Labor Rate Of <b>\$23.00</b> Per Hour		

This Formula will work for no matter what the sewing project or job. Most important element of this formula is your basic hourly rate. All else is determined from that point.

**To structure a profitable price list requires that you have a full understanding of your production time.**