

Pricing Your Glass Art

(Materials + Labor + Overhead + Profit) * Markup =
Retail Price

Materials:

- Glass, including waste
- Thinfire, Fiber paper, Kiln wash
- Display stand
- Shipping supplies (boxes, packing material)

Labor: (Time * your hourly rate)

- Time spent designing
- Time to prepare glass and assemble pieces
- Time spent preparing for firing & cleanup
- Time spent preparing for shipping

Overhead:

- Cost of firing & maintaining kilns
- Shipping for purchased materials & finished goods.
- Taxes and Insurance
- Studio costs; tools, heat & lights, storage space etc.
- Business cards, website costs, advertising

Profit:

- Money to buy more tools, enlarge your studio, grow your business

Margin:

- If you are selling in galleries, assume 200% markup