True Cost Worksheet

One item, every cost, before any markup

1. LEATHER RATE

Price paid for the side or hide + shipping ($) _____

Size of the side or hide (sq ft) _____

Waste allowance (10-20%, see note) _____

Usable sq ft = size x (1 - waste) _____

Rate per usable sq ft = price / usable sq ft ($) _____

2. LEATHER IN THIS ITEM

Cut blanks: width x length of each piece, added (sq in) _____

Sq ft = sq in / 144 _____

Leather cost = sq ft x rate ($) _____

3. EVERYTHING ELSE

Hardware: rivets, snaps, buckle, D-ring ($) _____

Thread: inches cut (Bench Tool No. 1) / spool inches x spool price ($) _____

Glue, dye, edge finish, wax ($) _____

Labor: hours x hourly rate ($) _____

Overhead: yearly costs / items made per year ($) _____

4. TOTAL

Total cost = leather + everything else ($) _____

Price at target margin = total cost / (1 - margin) ($) _____

Method follows Weaver Leather Supply's costing guide, which uses about 15% waste (sometimes nearer 10%), a 40% margin as a common goal and overhead spread as yearly expenses divided by items made. Tandy Leather's buying guide adds 20% to cover imperfections, holes and cutting loss. Weigh or measure your own scrap to find your real figure.

Leather in the Marcellino NY Patterns

Cut-blank area of each pattern pack, and its leather cost at two example rates

Pattern	Pieces	Sq in	Sq ft	@ $14.97/sq ft	@ $20.00/sq ft
Slim card holder	3	25	0.18	$2.63	$3.52
Luggage tag	3	24	0.16	$2.47	$3.30
Belt, size 36 (1 1/2 x 43 1/2 in)	1	65	0.45	$6.78	$9.06
Passport cover	3	65	0.45	$6.75	$9.02
Pocket notebook cover	4	68	0.47	$7.04	$9.40
Bifold wallet	5	75	0.52	$7.81	$10.43
AirTag key fob	2	10	0.07	$1.08	$1.45
Business card case	2	23	0.16	$2.40	$3.20
Cuff bracelet, 7 in wrist	1	15	0.10	$1.56	$2.08
Dog collar, 16 in fit size	3	28	0.19	$2.90	$3.88

Sq in = width x length of each cut blank, added; the leather inside a rounded corner or window is still bought. $14.97 is the worked example rate in Weaver Leather Supply's costing guide ($280 for a 22 sq ft side with 15% waste); $20.00 is a round comparison figure, not a quoted price. Use your own rate from page 1. Mixed weights (a heavy outer with light pockets) cost differently per sq ft, so price each weight separately for a close figure.

YOUR RATE

Pattern	Sq ft	x your rate	= leather $
Slim card holder	0.18		
Luggage tag	0.16		
Belt, size 36 (1 1/2 x 43 1/2 in)	0.45		
Passport cover	0.45		
Pocket notebook cover	0.47		
Bifold wallet	0.52		
AirTag key fob	0.07		
Business card case	0.16		
Cuff bracelet, 7 in wrist	0.10		
Dog collar, 16 in fit size	0.19		