



# PRICING WORKSHEET

Use this worksheet to calculate your costs, set your minimum rate, and build rates for different types of events.

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## 1. BAND INFORMATION

Band Name:

Year Established:

Market Area / Region:

Type of Act:  Solo  Duo  Trio  Full Band

Number of Members:

Line Tech:  Yes  No

## 3. TIME INVESTMENT

Rehearsal Hours Per Month  hrs / month

Booking / Admin Hours Per Month  hrs / month

Marketing / Social Media Hours Per Month  hrs / month

Travel Time Per Show (round trip)  hrs / show

Setup Time Per Show  hrs / show

Required On-Site Hold / Wait Time  hrs / show

Performance Time Per Show  hrs / show

## 2. ANNUAL EXPENSES

PA System / Sound Equipment	\$	<input type="text"/>
Lighting Equipment	\$	<input type="text"/>
Instruments / Gear	\$	<input type="text"/>
Vehicle (Payments)	\$	<input type="text"/>
Fuel	\$	<input type="text"/>
Vehicle Maintenance / Repairs	\$	<input type="text"/>
Insurance	\$	<input type="text"/>
Advertising / Promotion	\$	<input type="text"/>
Third-Party Booking Platforms	\$	<input type="text"/>
Website / Domain / Hosting	\$	<input type="text"/>
Rehearsal Space	\$	<input type="text"/>
Office / Admin / Software	\$	<input type="text"/>
Merchandise / Promo Materials	\$	<input type="text"/>
Miscellaneous	\$	<input type="text"/>
<b>TOTAL ANNUAL EXPENSES</b>	<b>\$</b>	<input type="text"/>

## 4. INCOME GOALS

Desired Annual Band Income (before taxes) \$

Number of Shows You Plan to Do Per Year

### MINIMUM SHOW RATE CALCULATOR

(Annual Expenses + Desired Annual Income) ÷  
Number of Shows Per Year = Minimum Show Rate

<input type="text"/>	+	<input type="text"/>	÷	<input type="text"/>	=	<input type="text"/>
Annual Expenses		Desired Annual Income		Number of Shows Per Year		Minimum Show Rate

## 5. RATE BUILDER

Use your Minimum Show Rate as the foundation and adjust based on the type of event.

Minimum Show Rate (from calculator) \$

Add for Travel / Mileage (if needed) \$

Add for Required On-Site Hold Time \$

Add for Premium Date / Holiday \$

Holiday rate:  1.5x  2x

Add for Additional Services (if any) \$

**RECOMMENDED BASE RATE** \$

## 7. OTHER FACTORS TO CONSIDER

	Yes	No
Is sound / lighting provided by you or the venue?	<input type="checkbox"/>	<input type="checkbox"/>
Is travel more than 1 hour round trip?	<input type="checkbox"/>	<input type="checkbox"/>
Is this a holiday or premium date?	<input type="checkbox"/>	<input type="checkbox"/>
Is setup more complex or time-consuming?	<input type="checkbox"/>	<input type="checkbox"/>
Required early setup or split sets causing wait time?	<input type="checkbox"/>	<input type="checkbox"/>
Will merchandise sales be allowed?	<input type="checkbox"/>	<input type="checkbox"/>
Is there a door charge / ticket split?	<input type="checkbox"/>	<input type="checkbox"/>

## NOTES

## 6. QUOTE NOTES & ADD-ONS

Build the quote from the actual gig details: players, travel, setup, required hold/wait time, premium dates, requests, and add-ons.

Number of musicians / crew:

Travel / mileage / lodging:

Required hold/wait time:

Premium date / holiday:

Special requests / add-ons:

Other quote notes: