

# PROFIT MARGIN GUIDE | Spring 2026

## CASE LOT PRODUCTS\*

| Product  | Sales Quantity (Units)            | Fundraiser's Cost (\$) (Per Unit) | Fundraiser's Cost (\$) (Per Case) | Customer's Price (\$) (Per Unit) | Fundraiser's Profit (\$) (Per Unit) |
|--|-----------------------------------|-----------------------------------|-----------------------------------|----------------------------------|-------------------------------------|
| Scoop and Bake Cookie Dough (10 Flavours)      | 1-399   400-699   700-999   1000+ | 18.00   17.75   17.50   17.25     | 108.00   106.50   105.00   103.50 | 27.00                            | 9.00   9.25   9.50   9.75           |
| Scoop and Bake Chocolate Macaroon Cookie Dough | 1-399   400-699   700-999   1000+ | 21.00   20.75   20.50   20.25     | 126.00   124.50   123.00   121.50 | 28.00                            | 7.00   7.25   7.50   7.75           |
| Scoop and Bake Muffin Dough                    | 1-399   400-699   700-999   1000+ | 18.00   17.75   17.50   17.25     | 108.00   106.50   105.00   103.50 | 27.00                            | 9.00   9.25   9.50   9.75           |
| Pre-Portioned Cookie Dough                     | 1-399   400-699   700-999   1000+ | 20.00   19.75   19.50   19.25     | 120.00   118.50   117.00   115.50 | 27.00                            | 7.00   7.25   7.50   7.75           |

## INDIVIDUAL PRODUCTS

| Product  | Sales Quantity (Units)                     | Fundraiser's Cost (\$) (Per Unit) | Customer's Price (\$) (Per Unit) | Regional Availability | Fundraiser's Profit (\$) (Per Unit) |
|--|--|-----------------------------------|----------------------------------|-----------------------|-------------------------------------|
| Loose Leaf Tea   | 1-399   400-699   700-999   1000+          | 15.00   14.75   14.50   14.25     | 20.00                            | Nationwide            | 5.00   5.25   5.50   5.75           |
| Whole Bean Coffee  | 1-399   400-699   700-999   1000+          | 23.00   22.75   22.50   22.25     | 29.00                            | Nationwide            | 6.00   6.25   6.50   6.75           |
| Beef Jerky**   | 1-399   400-699   700-999   1000+          | 15.00   14.75   14.50   14.25     | 20.00                            | Alberta               | 5.00   5.25   5.50   5.75           |
| Chocolate<br><i>New!</i>                                 | Chocolate Energy Endurance Bars (5 x 31 g) | 18.75                             | 25.00                            | Nationwide            | 6.25                                |
|  | Superfood Chocolate Bars (5 x 80 g)        | 33.75                             | 45.00                            | Nationwide            | 11.25                               |
|  | Explorer Box (10 bars)                     | 48.75                             | 65.00                            | Nationwide            | 16.25                               |
| Rocky Mountain Soap<br><i>Pricing Includes Sales Tax</i> | Soap Trio                                  | 19.00                             | 28.00                            | Nationwide            | 9.00                                |
|  | Foot Butter (15 g)                         | 9.00                              | 13.00                            | Nationwide            | 4.00                                |
|  | Foot Butter (55 g)                         | 15.00                             | 22.00                            | Nationwide            | 7.00                                |
|  | Lip Balm Trio                              | 19.00                             | 28.00                            | Nationwide            | 9.00                                |
|  | Essential Face Cream (20 mL)               | 17.00                             | 25.00                            | Nationwide            | 8.00                                |
|  | Essential Face Cream (50 mL)               | 34.00                             | 50.00                            | Nationwide            | 16.00                               |
|  | Breakout Buster                            | 10.00                             | 15.00                            | Nationwide            | 5.00                                |
|  | Bubble Bath (240 mL)                       | 14.00                             | 20.00                            | Nationwide            | 6.00                                |
|  | Bubble Bath (1 L)                          | 40.00                             | 58.00                            | Nationwide            | 18.00                               |
|  | Kitchen Hand Wash (240 mL)                 | 15.00                             | 21.00                            | Nationwide            | 6.00                                |
|  | Kitchen Hand Wash (1 L)                    | 40.00                             | 58.00                            | Nationwide            | 18.00                               |
| Everything Wash Bundle (240 mL + 1 L)                    | 53.00                                      | 77.00                             | Nationwide                       | 24.00                 |                                     |

\* Please note that all Case Lot Products are sold as Cases of 6 Units, one Type / Flavour per Case. Mixed / Partial Cases are not available.

\*\* Only available to Alberta groups.