FREE PRACTICE | NEXTGEN

Earnings and Profit Tracker

Ernie the Entrepreneur knows that money received is not always money kept. Revenue is money from customers before costs. An expense is a cost of the activity. Profit is revenue minus expenses. Time, safety, permission, and delivering what was promised matter too.

Worked example: supervised card sale

A fictional family-approved project sells 8 handmade cards at $3 each. Revenue = 8 x $3 = $24. Paper costs $5 and envelopes cost $3, so expenses total $8. Profit = $24 - $8 = $16. This example leaves out taxes and other possible costs; it is not a guarantee of demand.

Project record	Your calculation
10 bookmarks sold at $2 each	Revenue: _____
Paper $4; ribbon $3; labels $1	Expenses: _____
Revenue minus expenses	Profit: _____
Two hours spent preparing and selling	Profit per hour: ____

Before beginning

1. Write two responsibilities to customers and two safety or permission checks. Use a fictional activity, not a request to contact strangers.

Young people should involve a trusted adult. Age, job type, hours, local rules, and school permissions can limit earning activities.

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EARNINGS AND PROFIT TRACKER

Check, explain, and apply

Worked answers

1. Revenue is 10 x $2 = $20. Expenses are $4 + $3 + $1 = $8. Profit is $20 - $8 = $12. Profit per hour is $12 / 2 = $6, before any additional costs or taxes. Revenue per hour would be different.

2. Customer responsibilities include accurate descriptions, agreed timing, safe products, fair treatment, and fixing an error. Safety checks include adult supervision, approved locations, permission to sell, age rules, and avoiding hazardous tools or private meetings.

Record one fictional week

Day / activity	Revenue	Expenses	Profit
Monday: practice project	$12	$5	_____
Thursday: practice project	$18	$6	_____
Week total	_____	_____	_____

The weekly profits are $7 and $12; total revenue is $30, expenses $11, and profit $19. The tracker helps reveal whether an idea is worth continuing. An unsold item may still have cost money to make.

Think before repeating

1. If next week's material cost rises by $4 but sales stay the same, what happens to the $19 profit? Suggest one responsible response.

Model: profit falls to $15. Compare safe suppliers, reduce waste, revise the offer, or pause; do not hide lower quality from customers.

U.S. youth-work guidance: dol.gov/general/topic/hiring/workersunder18 . Federal and state protections can differ; follow the more protective applicable rule.

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