# The Financial Realities of Starting Into GED Testing

by Murray Meszaros, Utah

| | A | B | C | D | E | F | G | H | I |
|---|---|---|---|---|---|---|---|---|---|
| | **Revenue Sources** *(Revenue from a single "subtest repeat" is based on $12/subtest or $12/$66 = 0.181'ish)* | **Unit Revenue** | **# of Units[2]** | **Rev ($) per test session** | **Total Revenue** Assumed: 8 testing sessions in 12 months *(please see note #3)* | | | | |
| A | Examinee Fees (2 customers + 1 subtest repeat) | $66 | 2.181 | $144 | **$1,152** | | | | |
| B | Examinee Fees (4 customers + 1 subtest repeat) | $66 | 4.181 | $276 | | **$2,208** | | | |
| C | Examinee Fees (5 customers + 2 subtest repeats) | $66 | 5.363 | $354 | | | **$2,832** | | |
| D | Examinee Fees (7 customers + 2 subtest repeats) | $66 | 7.363 | $486 | | | | **$3,888** | |
| E | Examinee Fees (8 customers + 3 subtest repeats) | $66 | 8.545 | $564 | | | | | **$4,512** |
| F | Examinee Fees (13 paying customer) | $66 | | $66 | | | | | |
| G | Examinee Fees (15 paying customer) | $66 | | $66 | | | | | |
| H | Examinee Fees (17 paying customer) | $66 | | $66 | | | | | |
| I | Examinee Fees (19 paying customer) | $66 | | $66 | | | | | |

| | **Cost Centers** | **Per Unit Cost** | **# of Units** | **Total Costs** | **3 testers** | **5 testers** | **7 testers** | **9 testers** | **11 testers** | **Payable To** |
|---|---|---|---|---|---|---|---|---|---|---|
| 1 | Annual testing center fee | $175.00 | 1 | 175.00 | 175.00 | 175.00 | 175.00 | 175.00 | 175.00 | GEDTS |
| 2 | Annual English Per Battery Rental | $80.00 | varies | 80.00 | 240.00 | 400.00 | 560.00 | 720.00 | 880.00 | GEDTS |
| 3 | Spanish GED's are available thru USOE | $80.00 | 0 | 80.00 | | | | | | GEDTS |
| 4 | Answer Sheets | | 100 | 50.00 | 50.00 | 50.00 | 50.00 | 100.00 | 100.00 | GEDTS |
| 5 | Official Test Results Sheets | | 100 | 20.00 | 20.00 | 20.00 | 20.00 | 20.00 | 40.00 | GEDTS |
| 12 | Per person testing fee -- paid to GEDTS for each NEW tester | $10.00 | each new | 10.00 | 30.00 | 50.00 | 70.00 | 90.00 | 110.00 | GEDTS |
| 13 | Demographic sheets | $20.00 | person | 20.00 | 16.00 | 16.00 | 16.00 | 16.00 | 16.00 | GEDTS |
| 6 | Shipping and Handling of Tests to/from GEDTS | $0.00 | 0 | 25.00 | 25.00 | 25.00 | 25.00 | 45.00 | 45.00 | UPS |
| 7 | Travel to annual training | $50.00 | 1 | 50.00 | 50.00 | 50.00 | 50.00 | 80.00 | 80.00 | Exxon |
| 8 | Mailing of score reports and transcripts | $0.75 | 30 | 22.50 | 23.00 | 45.00 | 63.00 | 81.00 | 99.00 | US Post |
| 9 | Bar-locked file cabinet | $150.00 | 1 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | store |
| 10 | Timers | $15.00 | varies | 15.00 | 45.00 | 45.00 | 45.00 | 60.00 | 75.00 | store |
| 11 | Pens, pens, misc. supplies for testing (you supply them) | $20.00 | varies | 20.00 | 20.00 | 20.00 | 25.00 | 25.00 | 30.00 | store |
| 14* | Objective test scoring fees/battery (to NRSpro.com) | $3.25 | | 3.25 | 9.75 | 16.25 | 22.75 | 29.25 | 35.75 | NRSpro.com |
| 15* | Essay scoring per Language Arts Writing test scored | $4.00 | | 4.00 | 64.00 | 128.00 | 160.00 | 224.00 | 256.00 | NRSpro.com |
| 16* | Miscellaneous staff time | $15.00 | | 15.00 | 30.00 | 30.00 | 30.00 | 60.00 | 60.00 | NRSpro.com |
| 17 | Staff cost/battery without accommodations (***hrly wage***) | $15.00 | 11 | 165.00 | 1,320.00 | 1,320.00 | 1,320.00 | 1,320.00 | 1,320.00 | staff |
| 18 | Staff cost/battery of one+ accommodations (***hrly wage***) | $15.00 | 16 | 240.00 | 240.00 | 240.00 | 240.00 | 480.00 | 480.00 | staff |
| 19 | Building costs -- space, light, heat, | | varies | 100.00 | 100.00 | 100.00 | 100.00 | 200.00 | 200.00 | power co. |
| | **Total Costs** | | | | 2,607.75 | 2,880.25 | 3,121.75 | 3,875.25 | 4,151.75 | |
| | **Losses and Profits** | | | | **-1,456.18** | **-672.68** | **-290.09** | **12.41** | **360.01** | |

******** NOTES ********

1 Costs and revenues based on **testing 8 times in a calendar year**, varying # of examinees, and one testing accommodation/year.

2 All of column C in Revenue section => testing fee + retake fee expressed as a percentage

3 Cell EA ==> averaging 3 examinees per testing session (based on examinee mix of 2 new and one retake) multiplied by 8 test sessions

4 Rows #14, 15 & 16 ==> payable also to NRSpro.com for edits to answer sheet errors, etc.