Unit economics

Use one unit that matches the real transaction: product sold, beneficiary served, subscription month, or project delivered.

Price / income per unit

Variable cost per unit

Contribution per unit

Income minus variable cost.

Monthly fixed cost	Amount	Basis / source
People		
Space and utilities		
Technology and services		
Other		

Break-even units

Fixed costs / contribution per unit

Sanity check

Can we produce and sell that many?