**BIDDING / CALCULATING PROFIT**

**TOTAL PRODUCTION COSTS**

**+**

**TOTAL GENERAL CONDITIONS JOB COSTS**

**+**

**TOTAL**

**LABOR BURDEN COST**

**+**

**TOTAL**

**G & A OVERHEAD COSTS**

**= BREAK EVEN POINT**

**PROFIT =**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ ÷ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ + (\_\_\_\_\_\_\_\_\_\_\_\_) =**

**BREAK EVEN POINT NET PROFIT MARGIN (HASSLE %)**

*Smaller jobs: 15-20%*

**FINAL JOB PRICE**

*Larger jobs: <15%*

**PRODUCTION JOB COSTS**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **+** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **+** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **+**  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **=**

**MATERIALS**  **LABOR** **EQUIPMENT** **SUBCONTRACTORS**

Crew (Crew Avg Wage)

* Foreman
* Laborer 1
* Laborer 2

*Plus:*

* Overtime Factor
* Risk Factor

Plumber

Electrician

Carpenter

Mason

Welder

*(Rates per hour)*

Crew truck (e.g. - $6/hr)

Supervisor truck ($4/hr)

Lawnmower/tractor

Rototiller

Plants

Sod

Mulch

Amendments

Boulders

Paving/Flagstone

Gravel

DG

Edging

Irrigation

Lighting

Etc.

**TOTAL PRODUCTION JOB COSTS**

**OT Factor:**

* 40 hrs/wk: 0
* 45 hrs/wk: 6%
* 50 hrs/wk: 10%

**Risk Factor:**

5-15% of avg. wage

*Contingency for labor in case of an overrun/job doesn’t go according to plan*

**GENERAL CONDITIONS JOB COSTS**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **+** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **+** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **+** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **=**

**MATERIALS**  **LABOR** **EQUIPMENT** **SUBCONTRACTORS**

Security personnel

Traffic control (rent-a-cops)

*(Special equipment/rentals)*

Dump truck

Delivery trucks

Bobcat, Dingo

Vibrating plate compactor

Jackhammer

Concrete saw

Porta-pottie

Delivery fees

Dump fees

Permit fees

Licenses

Soil tests

‘As-built plans

Photo CD

Supervisor

Crew travel time

Load/unload time

Callback time

Estimating time

Design time

Training time

Project warranty

**TOTAL GENERAL CONDITIONS JOB COSTS**

**MARKUPS & NET PROFIT MARGIN** *(Labor Burden + G&A Overhead Costs)*

\_\_\_\_\_\_\_\_\_\_1000\_\_\_\_\_\_\_\_\_ **x** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **=**

**TOTAL LABOR DOLLARS** **LABOR BURDEN RATE**

**LABOR BURDEN COST**

Production Labor +

General Conditions Labor

**30-34%**

Vacation, sick pay, PTO,

Taxes, FICA (Social Security & Medicare), Unemployment Tax (Fed/FUTA & State/ SUTA), Workers Comp, General Liability Insurance, Disability Insurance Tax (Fed & State), Medical Insurance

**GENERAL & ADMINISTRATIVE OVERHEAD COSTS**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **+** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **+** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **=**

**TOTAL LABOR HOURS** **G & A OVERHEAD COST/HR** **LABOR BURDEN**

**TOTAL G & A OVERHEAD COST**

*Total Labor Burden Cost from above*

***Avg hourly rate =***

**Annual Revenue** divided by

**# of Field Hrs**

**# of Field Hrs =**

*# of Field employees x*

*# hrs/wk x*

*# work wks/yr (50)*

Production Labor hrs +

General Conditions Labor hrs