



Civil Rights Division
Small Business Development Program
DBE Supportive Services

Presents

Managing The Profitable Business Webinar Series

Session 12

How to Accurately Calculate Markup, Overhead, & Profit

TYLER
Construction Engineers, P.C.



Civil Rights Division
Small Business Development Program



Email: dbe_supportive_services@tyler-engineers.com

Call: 615.469.5398 or 1.888.385.9022

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Managing The Profitable Business Webinar Series

Session 12: Markup, Overhead & Profit (*Bidding*)

Wednesday, January 10, 2024, 10 am (CT)

Session 13: Introduction to Developing Your Indirect Cost Rates for Consultants

Wednesday, January 17, 2024, 10 am (CT).

Session 14: Have You Completed Your Planning for the New Year

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Session 20: Wrap Up: Ask the Experts Roundtable

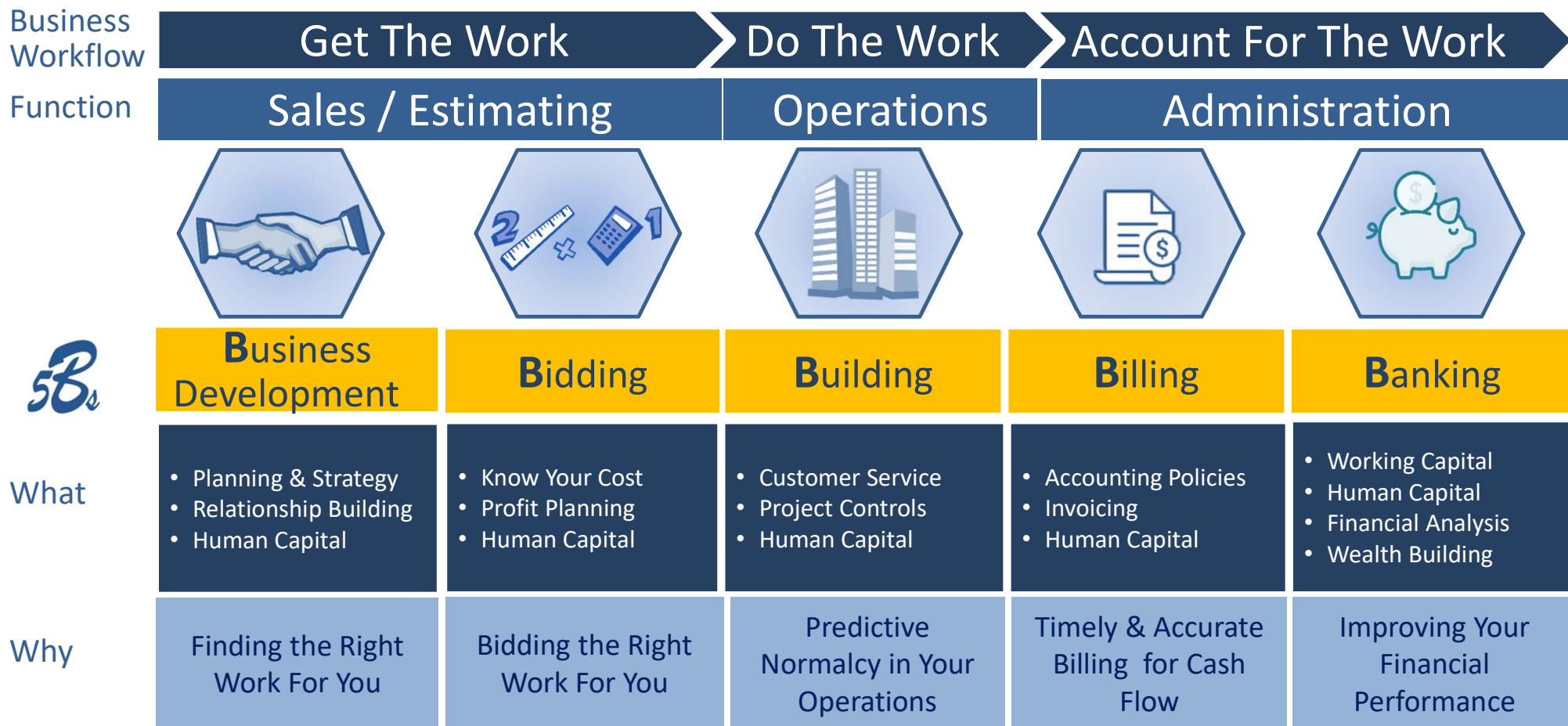
Wednesday, March 6, 2024, 10 am (CT)

What Is This All About

To demonstrate what profit planning is all about and how you may be leaving money on the table by applying inaccurate overhead and markup rates to your job costs. We will guide you through the process of successfully **calculating Overhead, Markups and Profit.**



Project-based Business Workflow



B2. Bidding / Proposal Development

The Right Project

- Project Experience
- Project Size
- Location
- Competitors
- Competitive Advantage
- Labor Availability / Expertise
- Owner's Reputation

Estimating

- Labor
- Materials
- Equipment
- Subcontractors/ Suppliers
- Other Direct Costs
- **Job site Overhead**
- **Home Office Overhead**

The Profit Plan

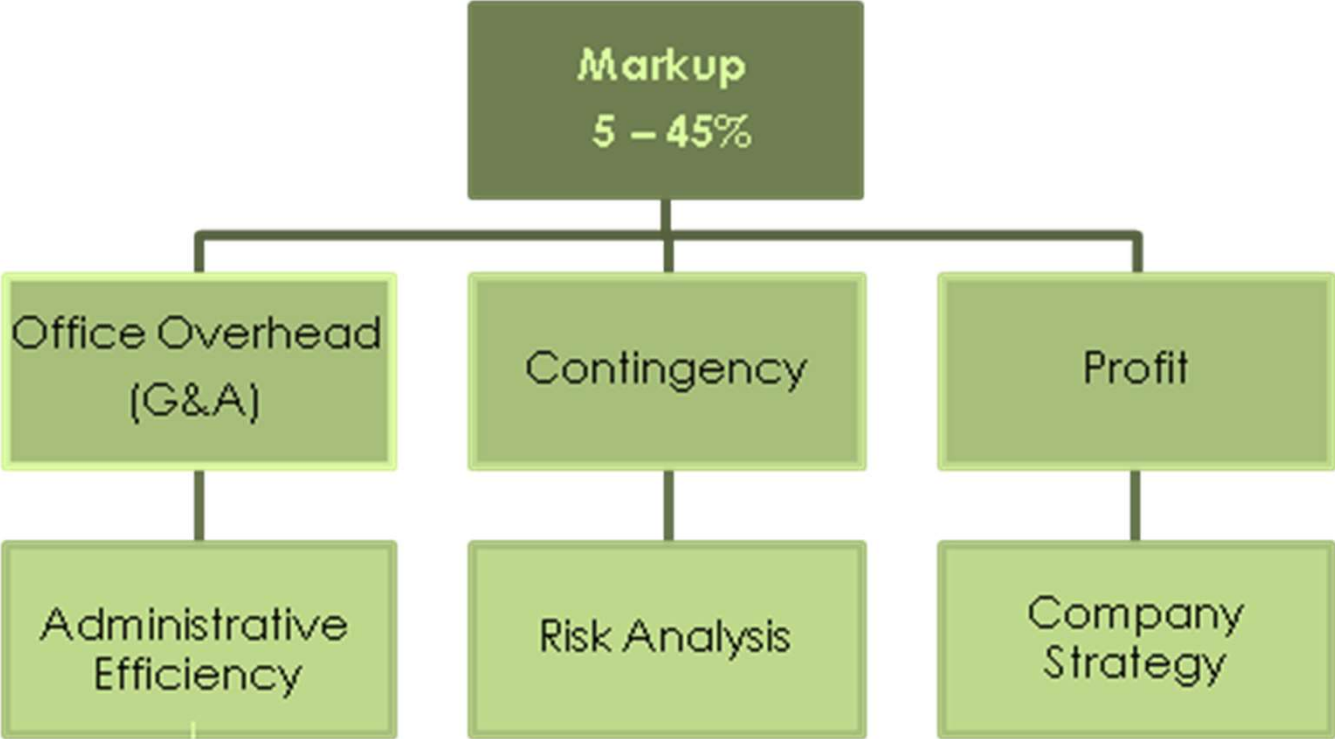
- **Bid Markups**
- **Working Capital Required**
- **Profit Determination**
- Cash Flow Scheduling
- Project Affordability
- Bid Negotiation Plan
- Bid Policies & Procedures

How Much Profit? ... It Depends.

- Project risks
- Project Duration
- Type of Contract
- Number of Bidders
- Project Experience
- Project Supervision



Influences on Profit



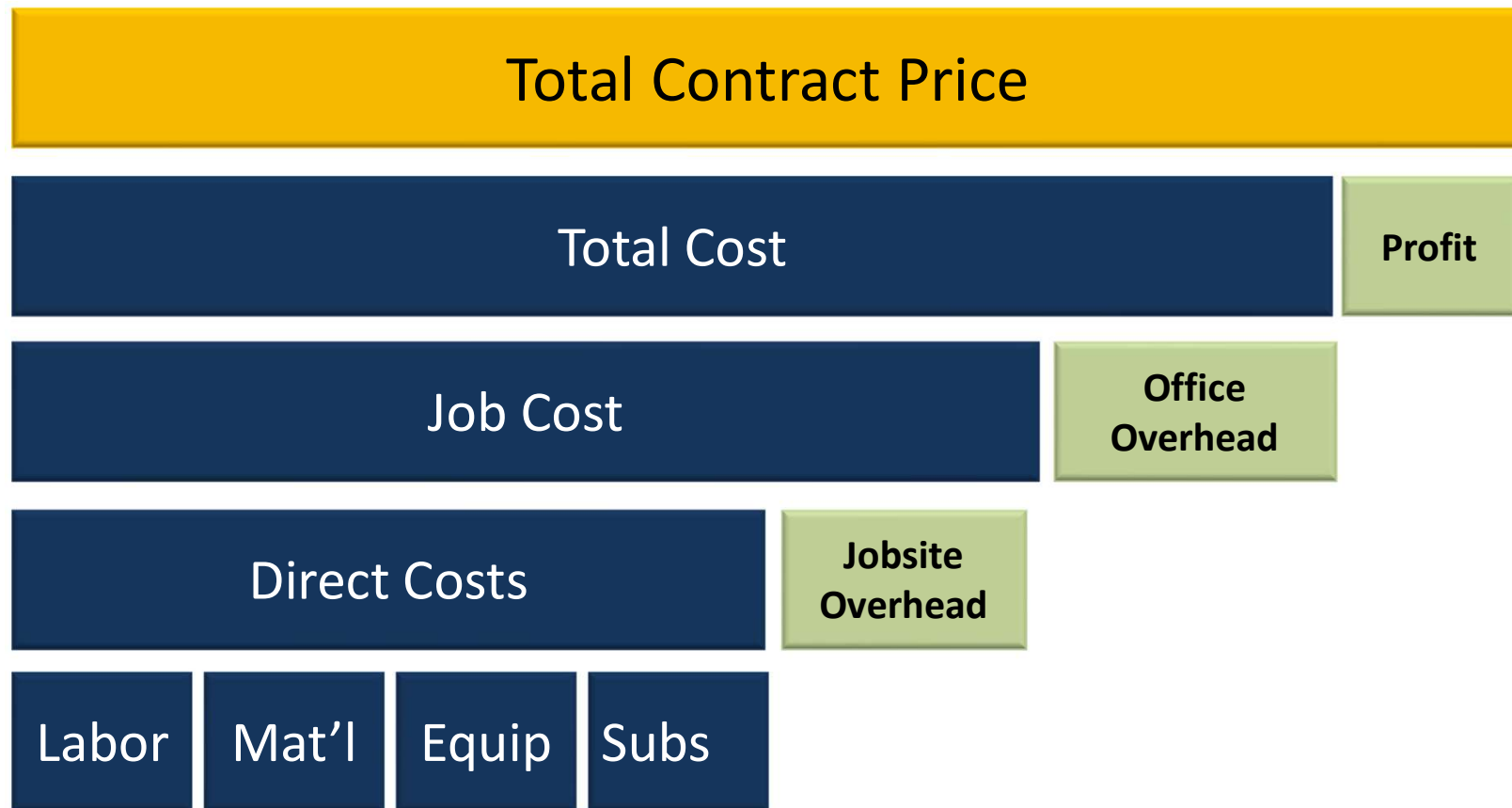
You can Maximize Profits by knowing
and understanding your costs.

How To Improve Your Company's Profits

- ✓ Know Your **Cost** (*Estimating*)
- ✓ Understand Your **Cost** (*Bidding*)
- ✓ Control Your **Cost** (*Project Management*)
- ✓ Track Your **Cost** (*Job Cost Accounting*)
- ✓ Make Continuous Improvements (*To Improve Profits*)



Cost & Price Structure



Importance of Your Chart of Accounts

ACCOUNTING
CONCEPTS



Construction (Job Cost) Accounting

Know Your Numbers ... Accounting ^%@&*?!



Financial Management Activities ...

- ✓ Planning, Budgeting, and Forecasting
- ✓ Job Estimates
- ✓ Job Budgets
- ✓ Control Job Costs
- ✓ Job Profits
- ✓ Cash Flow
- ✓ Company Profits
- ✓ Investments



How To Capture Company Costs

Chart of Accounts (COA) is a financial organizational tool that provides a complete listing of every account in an accounting system.

An account is a unique record for each type of asset, liability, equity, revenue, cost and expense transaction.

Chart of Accounts (Job Cost Setup)

- 4000 Income
- 5000 Direct Job Cost
- 6000 Indirect Cost (Job Site Supervision/Overhead)
- 7000 General & Administration (Office Overhead)
- 8000 Unallowable Expense (per FAR Regulations)

Income Accounts

4000 Income

4010 City Gov't

4020 State Gov't

4030 Federal Gov't

4040 Residential

4050 Commercial

Cost of Goods Sold (Direct Costs) Accounts

5000 Direct Job Costs

- 5010 Direct Labor - (Field crew)
 - 5020 Material
 - 5030 Equipment (Rental)
 - 5040 Subcontractor
 - 5050 Other Direct Costs (General Conditions)
 - 5051 Travel - (Field Crew)
 - 5052 Misc. Project Supplies
 - 5053 Support Expenses -Crew
 - 5054 Bonds
 - 5055 Licenses, Permits and Fees
-



Indirect Costs (Jobsite Overhead) Accounts

6000 Indirect Cost (Job Site Supervision)

6100 Payroll Expense

- 6110 FICA
- 6120 Medicare
- 6130 SUTA
- 6140 FUTA
- 6150 Worker's Compensation
- 6160 General Liability

6200 Fringe Benefits

- 6201 Medical Insurance
 - 6202 Dental Insurance
 - 6203 401-K
 - 6204 Education
 - 6205 401-K / IRA
 - 6206 Training
 - 6207 Vacation / Sick Leave
 - 6208 Downtime
-

6300 Job Site Supervision

- 6301 Project Manager-(Job Supervision)
 - 6302 Travel – Supervision
 - 6303 Truck Expense - (Fuel/Oil/Repair/Maint)
 - 6304 Communication (cell phones/ laptop field)
 - 6305 Project Plans & Specifications Purchases
 - 6306 Support Materials
 - 6307 Support Equipment
 - 6308 Consultant-Engineers
 - 6309 Safety
 - 6310 Material Storage
 - 6311 Delivery Charges
 - 6312 Small Tools, etc
 - 6313 Insurance (Job/ Specialty per specification)
 - 6314 Consumables & other misc. Expenses
-

6400 Equipment (Owned)

- 6401 Diesel / Gas
 - 6402 Oil & Grease
 - 6403 Maintenance & Repair
 - 6404 Tires
 - 6405 Wear Parts
-



General & Administration Accounts

7000 General & Administrative Expense

7010	Office Rent
7020	Office Utilities
7030	Owners Salary
7040	Office Manager Salary
7050	Administrative Assistant Salary
7060	Payroll Expenses
7070	Employee Benefits
7080	Office Supplies & Expense
7090	Taxes
7100	Business Licenses, Fees, Permits
7110	Marketing & Advertising
7120	Professional Fees (Consultants)
7130	Auto Expense
7140	Travel
7150	Misc



The Profit & Loss Statement

Construction/Manufacturing

4000	Income		XXXX
5000	Direct Job Costs		
	Labor	XXX	
	Material	XXX	
	Equipment	XXX	
	Subcontractors	XXX	
6000	Job Overhead	<u>XXX</u>	
	Total Job Cost		<u>XXX</u>
	Gross Profit		XXX
7000	G & A Expenses		<u>XXX</u>
	Net Income		XX

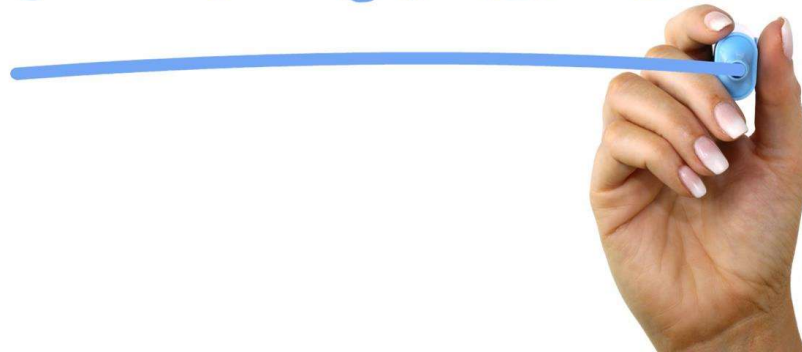
The Profit & Loss Statement

Service Industry (Consulting)

4000	Income		XXX
5000	Less Subs & Reimbursable	<u>XXX</u>	
	Net Service Revenue		XXX
5000	Direct Labor		XXX
6000	Indirect Job Cost		<u>XX</u>
	Gross Profit		XXX
7000	Operating Expenses		
	Advertising	XXX	
	Insurance	XXX	
	Supplies	XXX	
	Salaries	<u>XXX</u>	
	Total Expenses		<u>XXX</u>
	Net Income		XX

Cost First, **then** Price

PRICE



Tyler's Cost Strategy 101

1. Know and understand your **Job Costs**
(Labor + Material + Equip + Subs + Job Overhead)
2. Make the estimate comparable to the **P&L Statement**
(Sales – Job Cost – Overhead = Profit)
3. **Cost first,...then price**
(Job Costs + Overhead + Profit = Price)

Estimate Summary

The **Estimator's** View

Direct Costs \$\$\$
Direct Labor
Equipment
Materials
Subcontractors
General Conditions
plus Labor Burden (%)
plus Job Site Overhead (%)
equals Total Direct Cost \$\$\$
plus General & Administrative (%)
plus Profit Rate (%)
plus Bond Rate (%)
equals Total Contract Price \$\$\$

Company Income Statement

The **Accountant's** View

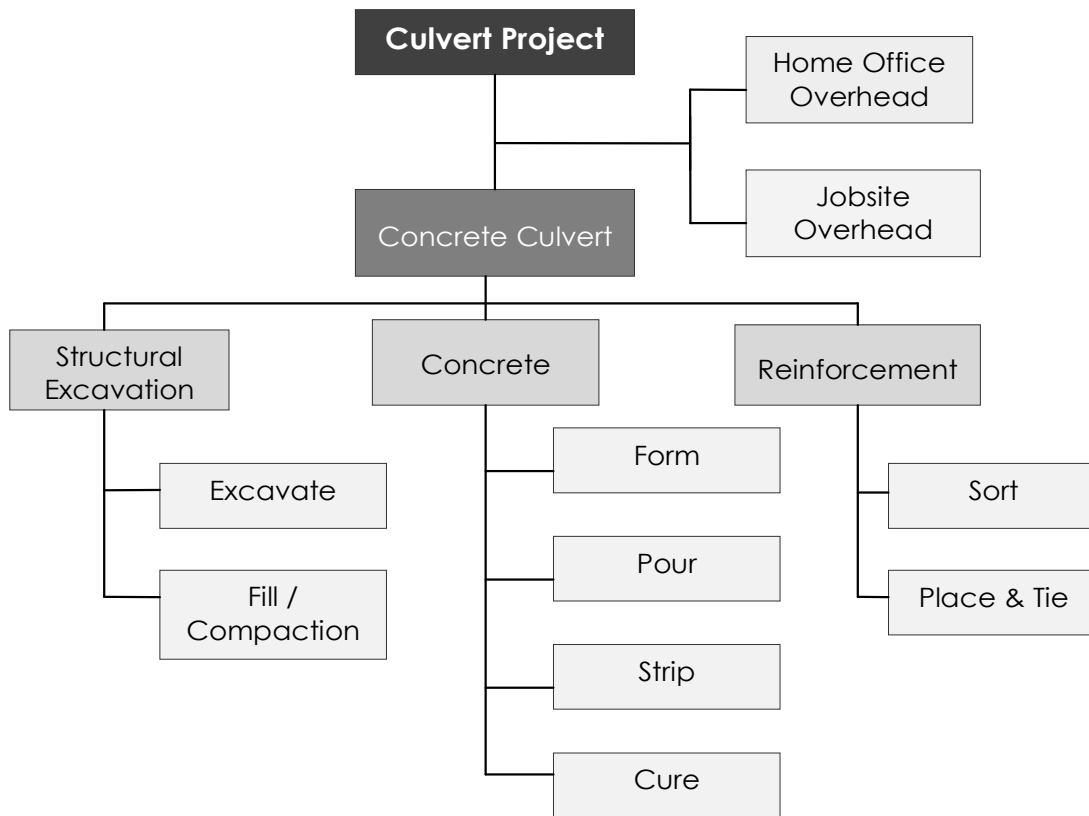
Contract Revenues \$\$\$
minus Direct Cost of Sales
Direct Labor
Equipment
Materials
Subcontractors
Other Direct Costs
minus Indirect Costs \$\$\$
Labor Burden
Benefits
Indirect Expenses
equals Gross Profit \$\$\$
minus G & A Expenses \$\$\$
equals Income (Loss) Before Taxes \$\$\$

Construction Job Costs

- Labor
- Material
- Equipment
- Subcontractor
- Other Direct Cost
- Job Site Overhead

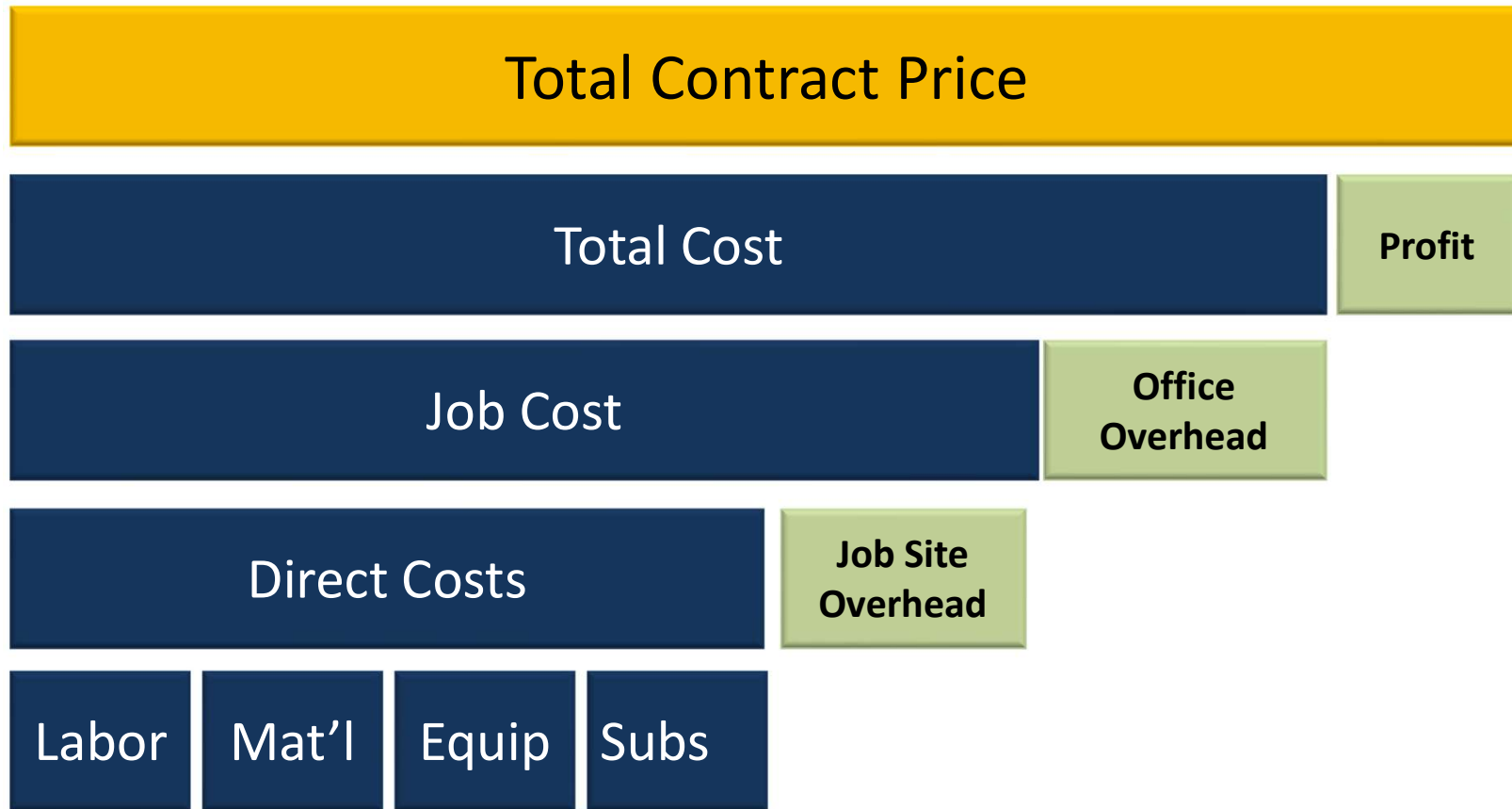


Work Breakdown Structure (WBS)

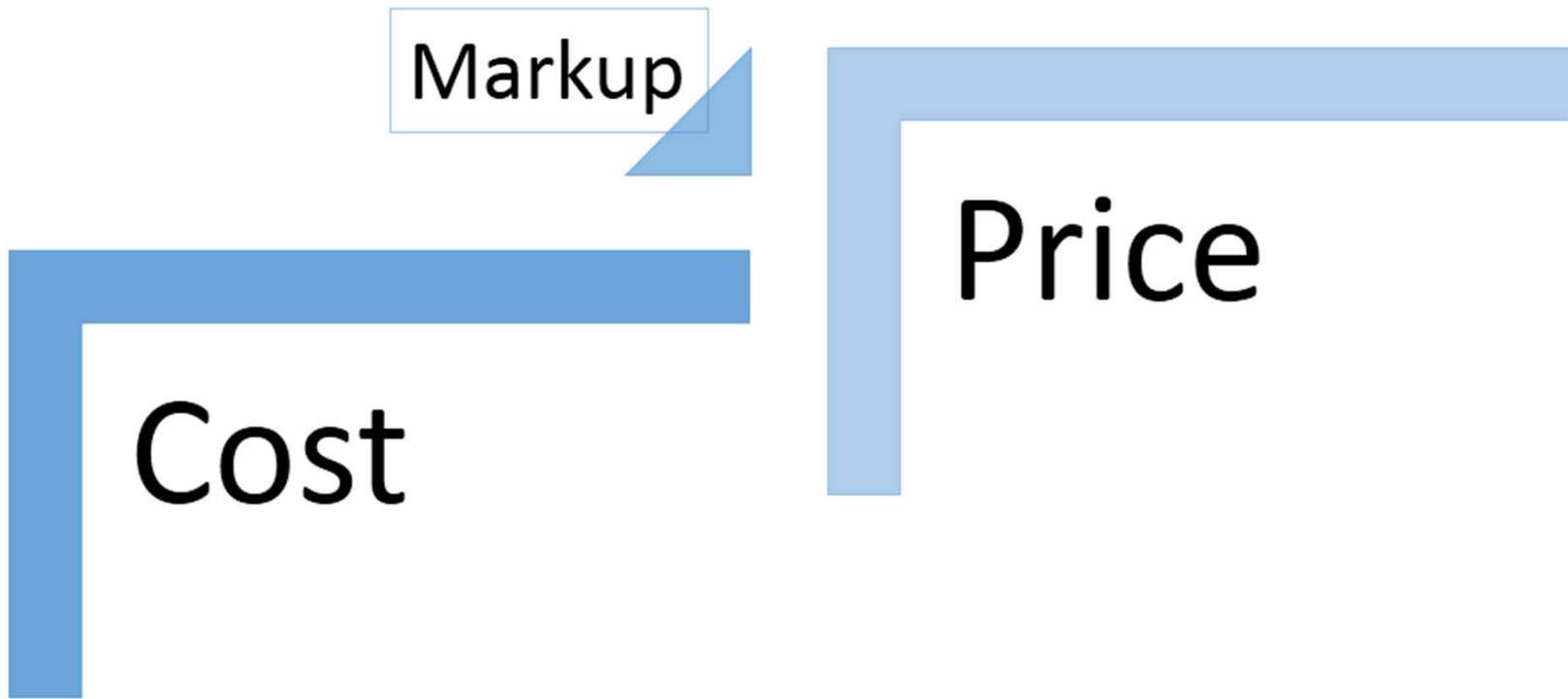


Activity	Material	Labor	Equipment	Sub
General and Jobsite Overhead		X	X	X
Structural Excavation				
Excavate		X	X	
Fill Material	X	X	X	
Concrete				
Build Forms	X	X		
Pour Concrete	X	X	X	
Strip Forms	X	X		
Cure Concrete	X	X		
Reinforcement Steel				
Purchase Steel				X
Install Steel				X

Cost & Price Structure



Cost First, then Price



Markup Calculation Examples



Margin & Markup Calculation

Year-end P&L Summary

Sales Volume	\$ 500,000
Total Job Costs	<u>432,000</u>
Gross Profit	68,000
Overhead	<u>62,000</u>
Net Profit	\$ 6,000

$$\begin{aligned}\text{Gross Margin} &= \frac{\text{Gross Profit}}{\text{Sales}} \\ &= \frac{68,000}{500,000} \\ &= 0.136 \text{ or } \mathbf{13.6\%}\end{aligned}$$

$$\begin{aligned}\text{Markup} &= \frac{\text{Gross Profit}}{\text{Total Job Cost}} \\ &= \frac{68,000}{432,000} \\ &= 0.1574 \text{ or } \mathbf{15.7\%}\end{aligned}$$

Markup = a multiplier applied to your estimated direct job costs to cover overhead and profit.

Gross Margin = the difference between revenue (contract price) and total job costs.

Quick Study Example:

Using **Margin** Percentage to Job Costs: $\$432,000 \times 0.136 = \$58,752$

Using **Markup** Multiplier to Job Costs: $\$432,000 \times 0.1574 = \$67,997$

So as you can see, markup is different than margin. If you were to use a 13.6% to markup your total job cost instead of the 15.7%, you would leave approximately **\$9,2445** ($\$67,997 - 58,752$) on the table.

Types of Markups

- Labor Burden (Payroll Taxes)
- Jobsite Overhead (General Conditions)
- Home Office Overhead
- Profit

What is your Overhead Rate?

What is your Loaded Labor Rate?

What is your Wrap Rate?

Is this your reaction?





Cost Recovery Calculations

Road Scholar Constructors, Inc. (RSCI)
PROFIT AND LOSS STATEMENT
 20xx

4000	CONTRACT REVENUES	\$ 1,550,000
5000	DIRECT COSTS	
	Labor	\$ 294,645
	Material	665,000
	Subcontractor	85,000
	Equipment	110,000
	Other Direct Costs	<u>70,000</u>
	TOTAL DIRECT COSTS	\$ 1,224,645
6000	JOB SITE OVERHEAD COST	
	Burden	
	Field Employees (Payroll taxes)	\$ 19,513 (a)
	Field Employees (Fringes)	32,375 (a)
	Field Employees (Insurance)	24,500 (a)
	Job Overhead	
	Field Supervision	\$ 50,000
	Field Equipment	\$ 14,000 (b)
	Field Vehicles	11,500 (b)
	Field Insurance/ Bond	11,000 (b)
	Warranty Expense	6,000 (b)
	Other Job Site Overhead Expenses	9,000 (b)
	TOTAL JOB SITE OVERHEAD COSTS	\$ 177,888
	TOTAL COST OF REVENUE	1,402,533
	GROSS PROFIT	\$ 147,467
7000	GENERAL & ADMINISTRATIVE EXPENSES (e.g., Office Overhead)	
	Business Insurance (office/ Liability)	\$ 1,300
	Office (rent/phone/fax/utilities)	11,000
	Office Employee's Salary	25,000
	Owner's Salary	45,000
	Office Employee Expenses (Burden)	5,000
	Office Equipment	3,000
	Office Supplies	2,000
	Office Vehicles	5,200
	Professional Fees	5,000
	Sales & Marketing	3,500
	Travel & Entertainment	2,500
	Other General & Administrative	1,100
	TOTAL GEN'L & ADMIN. EXPENSES	\$ 109,600
	OPERATING PROFIT	\$ 37,867
	OTHER INCOME (NET)	\$ 4,000
	PROFIT (LOSS) BEFORE TAXES	\$ 41,867

Labor Burden Markup

Now referencing the Profit and Loss Statement for our case study company, Road Scholar Construction, Inc., take a look at how the following example illustrates a method of determining the percentage rate of Labor Burden charged for the year.

Annual cost of direct labor = \$ 294,645

Labor Burden, Fringes, Insur for the year = \$ 76,388

Labor Burden Markup:

$$(\$76,388 \div \$ 294,645) \times 100 = 25.93 \%$$

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Job Site Overhead Rate Calculation

Annual cost of direct labor Costs = \$ 294,645

Annual cost of job overhead (*excluding labor burden, benefits, Insur*)
= \$177,888 – 76,388 = \$ 101,500

Amount of job overhead chargeable to a project:

$$(\$ 101,500 \div \$ 294,645) \times 100 = \mathbf{34.45\%}$$

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 20xx

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General & Administrative Rate

(Home Office Overhead)

Overhead Rate = Home Office Expense ÷ [Total Cost Input]

$$= \$109,600 \div [\$1,402,533]$$

$$= \mathbf{7.81\%}$$

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Quick Example of Multiple-Overhead Markup

You are preparing a bid for Project XYZ and have estimated the direct costs as follows:

Direct Job Costs

Labor - \$ 55,000

Material - \$42,000

Equipment - \$ 6,000

Subcontractors - \$ 34,600

Create an estimate summary utilizing the cost multipliers we calculated. Therefore, the estimate summary becomes:

Direct Cost (labor, material, equipment, subcontractors)	=	\$ 137,600.00
Labor Burden: \$ 55,000 x (25.93 %)	=	14,261.50
Job Overhead: (\$ 55,000) x (34.45%)	=	<u>18,946.53</u>
		\$ 170,808.03
Office Overhead: \$ 170,808.03 x (7.81%)	=	<u>13,340.11</u>
Total Project Cost	=	\$ 184,148.14
Profit: @ 10.0%	=	<u>18,414.81</u>
Bid Price	=	\$ 202,562.93

Understanding Risk & Pricing

			Old Way Costing				Improved Costing
Labor			\$55,000	Labor			\$55,000
Material			\$42,000	Material			\$42,000
Equipment			\$6,000	Equipment			\$6,000
Subcontractor			\$34,600	Subcontractor			\$34,600
Other			\$0	Other			\$0
	Subtotal		\$137,600	Total			\$137,600
Overhead & Profit		40%	<u>\$55,040</u>	Multi-Overhead Allocation			
Total Bid			\$192,640	Labor Burden	25.93%		\$14,262
				Project Site Overhead	34.45%		<u>\$ 18,947</u>
				Subtotal			\$170,809
				Home Office Overhead	7.81%		\$13,340
				Profit	10.0%		<u>\$18,415</u>
				New Total Bid			\$202,564

Item No.	Item Description	Quantity	Unit	Bare Unit Cost	Total Direct Cost	Overhead /Profit	Total Price	Bid Unit Price
120.00	24" CONCRETE PIPR CULVERT	1,000.00	LF	\$ 85.45	\$ 85,447.00	\$ 31,779.42	\$ 117,226.42	\$ 117.23
<i>Installation Rate</i>	<i>Production Rate</i>	125.00	Units/Day			37.19%		
	<i>Work Hours Per Day</i>	10.00	Hours					
	<i>Calculated Task Duration</i>	8.00	Days					
	<i>Total Crew Hours</i>	80.00	Hours					
	<i>Total Manhours</i>	480.00	Hours					
		Quantity		Unit Cost	Extended Cost	Notes:		
<i>Labor</i>	PIPE FOREMAN	1.00	EACH	\$ 35.00	\$ 2,800.00			
	EQUIPMENT OPERATOR	2.00	EACH	\$ 30.00	\$ 4,800.00			
	PIPE LAYERS	2.00	EACH	\$ 20.00	\$ 3,200.00			
	DUMP TRUCK DRIVER	1.00	EACH	\$ 25.00	\$ 2,000.00			
<i>Materials</i>	24" CONCRETE PIPR CULVERT	1000.00	LF	\$ 40.00	\$ 40,000.00	Have chain rigs available to pick & place		
	STONE (BEDDING BACKFILL)	1070.00	TONS	\$ 13.10	\$ 14,017.00			
	CEMENT BAGS	1.00	LS	\$ 400.00	\$ 400.00			
<i>Equipment</i>	TRACKHOE - 3500 LB	1.00	EACH	\$ 85.00	\$ 6,800.00			
	BACKHOE	1.00	EACH	\$ 20.00	\$ 1,600.00			
	SKID STEER	1.00	EACH	\$ 17.00	\$ 1,360.00			
	DUMP TRUCK	1.00	EACH	\$ 50.00	\$ 4,000.00			
	RAMEX	1.00	EACH	\$ 8.00	\$ 640.00			
	TRENCK BOX	1.00	EACH	\$ 15.00	\$ 1,200.00			
	3" TRASH PUMP	1.00	EACH	\$ 4.00	\$ 320.00			
CREW TRUCK & TRAILER	1.00	EACH	\$ 15.00	\$ 1,200.00				
<i>Sub</i>								
<i>ODC</i>	SAFTEY EXPENSES	6.00	EACH	\$ 80.00	\$ 480.00	Safety vest/hardhats/gloves/AED mach/fire extinshe		
	WATER, CUPS & ICE	6.00	EACH	\$ 5.00	\$ 30.00			
	SMALL HAND TOOLS	6.00	EACH	\$ 100.00	\$ 600.00	pipe laser/rotating laser/shovels/concre saws/hamn		

Bid Item Cost Summary		
Direct Cost Items	Amount	% of Price
Labor	\$ 12,800.00	10.92%
Material	\$ 54,417.00	46.42%
Equipment	\$ 17,120.00	14.60%
Subcontractors	\$ -	0.00%
Other Direct Cost	\$ 1,110.00	0.95%
Labor Burden	20.00%	\$ 2,560.00 2.18%
Jobsite Overhead	38.00%	\$ 4,864.00 4.15%
Home Office OH	12.50%	\$ 11,608.88 9.90%
Profit	10.00%	\$ 10,447.99 8.91%
Bond	2.00%	\$ 2,298.56 1.96%
Make Your Price Adjustment (if any)		
Total Price (calculated)	\$ 117,226.42	100.00%
<i>Upon review: Adjust Price (+/-)</i>		0.00%
Adusted Total Bid Price	\$ 117,226.42	100.00%
Bid Unit Price Submitted	\$ 117.23	

Typical Production Rates Per Day			
	Per Day	Per Day	Per Day



Any Questions?



Open Roundtable Discussion



- Labor
- Material
- Equipment
- Subcontractor
- Other Direct Cost
- Job Site Overhead
- Home Office Overhead
- Profit

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Call: 615.469.5398 or 1.888.385.9022

TDOT Supportive Services

www.tylerengineers.com/supportive-services

For Business and Technical Assistance,
please the online Intake Request Form:

www.tylerengineers.com/intake-form

Please Complete Webinar Evaluation Form:

... see Chat for link

Your Overhead Markup Calculator

Truck/Haul Calculator

Equip Rate Calculator

Overhead Calculator

Please refer to your Profit & Loss (Income Statement) for information for input into the calculator.

Accounting Period from: to

What was the Sales Total for this period?

\$ 775,000.00

Direct Costs Input	Your Input
Field Labor Costs	210,000.00
Material Costs	250,000.00
Equipment Costs	55,000.00
Subcontractors	10,000.00
Other Direct Costs	7,000.00

Total Direct Cost: \$ 532,000.00

Labor Burden Costs Input	Your Input
Payroll Taxes (FICA,SUTA,FUTA, Med)	20,000.00
Insurance (W/C, GL, etc.)	11,000.00
Employee Benefit Costs	8,500.00

Total Labor Burden Cost: \$ 39,500.00

Jobsite Overhead/Supervision Costs Input	Your Input
Field Supervision Salaries	47,000.00
Field Support Labor	6,500.00
Field Expenses (office, safety, etc.)	4,750.00
Company Equip/Vehide Expense	11,500.00
Other Field Expense, small tools	2,500.00
Bonds or Specialty Insur. Expense	5,500.00

Total Job Cost Supervision: \$ 77,750.00

General & Administrative Costs Input	Your Input
Total Home Office Expenses	25,000.00
Office Salaries (Taxes/ Benefits)	35,000.00
Unallowable expenses	2,500.00

Total Gen. & Admin. Costs: \$ 62,500.00

Profit: \$ 63,250.00

Profit % for peroid:	8.89%
Direct Cost Wrap Rate:	1.4568

Bid Template Markup Rates

Markup on Direct Labor	18.81%
Markup on Jobsite Supervision	11.98%
Markup on Home Office Overhead	9.63%
INPUT YOUR DESIRED Profit Rate	8.00%
INPUT Surety's Quoted Bond Rate	2.00%

Loaded Labor Rate Calculator

Equipment Operator

1 BASE RATE (ANNUAL / HOURLY)		\$ 54,080	\$ 26.00	
2 TOTAL HOURS PER YEAR	52 WKS X 40 HRS		2080	
PAID TIME OFF (PTO)				
	DAYS	HOURS		
3 Vacation	10			
4 Sick	0			
5 Holiday	6			
6 Training (Bonus Allowance)	0			
7 SUBTOTAL	16			
8 Annual PTO Hours		128		
9 REGULAR HOURS USED FOR CALCULATION		1952		
PAYROLL TAXES (EMPLOYEE PAID)				
	LIMIT	%	RATE	% BASE
10 Medicare	N/A	1.45%	\$ 0.38	1.45%
11 FICA	\$ 106,800.00	7.65%	\$ 1.99	7.65%
12 FUTA	\$ 7,000.00	0.60%	\$ 0.02	0.08%
13 SUTA (check with your state)	\$ 7,000.00	1.00%	\$ 0.03	0.13%
				9.31%
INSURANCES				
	WC CODE	%		
14 Workers Compensation	xxxx	1.18%	\$ 0.31	1.18%
15 General Liability (check with your insurance agent)		13.08%	\$ 3.40	13.08%
				14.26%
EMPLOYEE PAID BENEFITS (ANNUAL BENEFIT / REGULAR HOURS)				
19 401-K Match	\$ -		\$ -	0.00%
20 Health Benefits (\$241 per month)	\$ 2,901.00		\$ 1.49	5.72%
21 PTO Benefit (LINE 18 x LINE 8)	\$ 4,112.31		\$ 2.11	8.10%
22 SUBTOTAL				13.82%
OTHER LABOR-DRIVEN BURDENS				
23 Vehicle & Fuel (\$1,250/Month)	\$ -		\$ -	0.00%
24 Small Tools/ Misc (\$100/Month)	\$ -		\$ -	0.00%
25 SUBTOTAL				0.00%
26 TOTAL BURDEN & BENEFITS (Per Actual Working Hour)			\$ 9.72	
27 WAGE BASE + BURDEN + BENEFITS			\$ 35.72	37.39%
28 MARK-UP FOR OVERHEAD		34.03%	\$ 15.46	
29 MARK-UP PROFIT		10.00%	\$ 6.09	
30 TOTAL BILLING RATE			\$ 57.27	
BASE LABOR MARK-UP MULTIPLIER				2.203

Bid Item Drywall Installation - taped and smooth finish

Bid Item Data

Bid Item Quantity	2750.00 Sq Ft
Planned Production Per Day	750.00 Units per Day
Calculated Task Duration	3.67 DAYS
Work Hours Per Day	10.00 HOURS PER DAY
Total Crew Hours	36.67 CREW HOURS
Total Man-Hours	110.00 MAN-HOURS

LABOR	QUANTITY	RATE PER HOUR	AMOUNT	
Carpenter	1.0	\$ 20.00	\$ 733.33	
Laborer-helper	2.0	\$ 12.00	\$ 880.00	
		\$ -	\$ -	
		\$ -	\$ -	
Labor Contingency as a % of labor cost	0.0%	\$ -	\$ -	\$ 1,613.33 LABOR SUBTOTAL

MATERIALS	QUANTITY	UNIT	RATE	AMOUNT	
3/8" Drywall Board (4x12')	94.53	sheets	\$ 11.50	\$ 1,087.11	use 10% waste - 4'x8' Sheets
Joint Tape	3.00	rolls	\$ 3.00	\$ 9.00	400 lf per 100 SF -- 1 roll has 500 lf
Joint Compound	6.00	buckets	\$ 9.00	\$ 54.00	9.4 gals per 1000 sf
Vinyl Corner Bead	60.00	lf	\$ 0.20	\$ 12.00	LF of corners
1-5/8" Screws	2750.00	each	\$ 0.02	\$ 55.00	1 screw per SF
			\$ -	\$ -	
Input Sales Tax, %	9.25%		\$ 100.56	\$ 1,317.67	MATERIALS SUBTOTAL

EQUIPMENT	QUANTITY	RATE PER HOUR	AMOUNT	
Crew Pickup Truck	1.0	\$ 12.00	\$ 440.00	
Small Hand Tools and Equip.	1.0	\$ 5.00	\$ 183.33	
		\$ -	\$ -	
		\$ -	\$ -	\$ 623.33 EQUIPMENT SUBTOTAL

SUBCONTRACTORS	QUANTITY	RATE	AMOUNT	
		\$ -	\$ -	
		\$ -	\$ -	\$ - SUBCONTRACTORS

OTHER DIRECT COSTS	QUANTITY	RATE	AMOUNT	
Provide Cups, Ice & water per day	1.00 Days	\$ 5.00	\$ 5.00	
Misc Field Supplies (e.g. safety)	1.00 Days	\$ 5.00	\$ 5.00	
	0.00	\$ -	\$ -	
		\$ -	\$ -	\$ 10.00 OTHER DIRECT COSTS

MARKUP	RATE
LABOR BURDEN	21.00%
JOBSITE OVERHEAD/ SUPERVISION	7.00%
HOME OFFICE OVERHEAD	15.00%
PROFIT	10.00%
BOND	0.00%

SUBTOTAL COSTS	\$ 3,564.33
LABOR BURDEN	\$ 338.80
JOBSITE OVERHEAD	\$ 273.22
HOME OFFICE OVERHEAD	\$ 626.45
PROFIT	\$ 480.28
BOND	\$ -
BID ITEM TOTAL	\$ 5,283.09
UNIT PRICE	\$ 1.92 per sf



1/9/2024

Any Questions?

