

**Scenario cost data**

	\$ or %	Remarks
<b>Skid Steer with Operator</b>		
Crew size (# people)	1.0	1.0 0.0 0.0 0.0 0.0
Crew average wage (CAW)	\$ 25.00	\$ 25.00 \$ - \$ - \$ - \$ -
Overtime factor (OTF)	10.0%	50.0 Hours per week
Risk factor (RF)	10.0%	
Crew average wage w/OTF & RF	\$ 30.00	<b>Per Day Per M-Hr GPM</b>
Labor burden	25.0%	<b>10.0% \$ 1,106 \$ 110.56 26.3%</b>
Sales tax	0.0%	<b>20.0% \$ 1,244 \$ 124.38 34.5%</b>
G&A overhead per hour (OPH)	\$ 18.00	<b>BEP \$ 995 \$ 99.50</b>
Net profit margin	20.0%	<b>TDC \$ 815 \$ 81.50</b>
F-350	\$ 15.00	
Curb-time man-hours per day	8.0	Curb-time man-hours
Number of units	1.0	Units (SF, EA, Zones, Etc.)
Number of day(s)	1.0	Day(s)

Scenario	Materials	Labor	Equipment	Subcontractor
<b>I. Production (on-site or curb-time costs)</b>				
			<b>CPH Hours Item</b>	
	\$ -	8.0 Man-hours	\$ 320 \$ 40.00 8.0 Skid steer	\$ -
	\$ -		\$ - \$ - 0.0	\$ -
	\$ -		\$ - \$ - 0.0	\$ -
	\$ -		\$ - \$ - 0.0	\$ -
	\$ -	\$ 30.00	\$ - \$ - 0.0	\$ -
	\$ -	\$ 240	\$ 320	\$ -

<b>II. General conditions (off-site or non-curb-time costs)</b>				
5.0% Warranty	\$ -	2.0 Man-hours	\$ 120 \$ 15.00 8.0 F-350	\$ -
	\$ -	0.0 Misc.	\$ - \$ - 0.0	\$ -
	\$ -	0.0 Sup. M-hrs	\$ - \$ - 0.0	\$ -
	\$ -	0.0 C/B M-hrs	\$ - \$ - 0.0	\$ -
	\$ -	\$ 30.00	\$ - \$ - 0.0	\$ -
	\$ -	\$ 60	\$ 120	\$ -
<b>Subtotals</b>	<b>\$ -</b>	<b>\$ 300</b>	<b>\$ 440</b>	<b>\$ -</b>

**III. Margins & markups**

A. Sales tax	\$ -			
B. Labor burden		\$ 75		
<b>Subtotals</b>	<b>\$ -</b>	<b>\$ 375</b>	<b>\$ 440</b>	<b>\$ -</b>

<b>Total direct costs (TDC)</b>	<b>\$ 815</b>	<b>TDC</b>
C. G&A overhead costs		
10.0 (Number of man-hours x OPH)	\$ 18.00	= \$ 180
<b>BEP (TDC + G&amp;A overhead)</b>		<b>\$ 995 BEP</b>
D. Contingency factor (if desired)		\$ -
E. Net profit margin		\$ 249
20.0%		\$ 1,244
<b>F. Total price</b>		<b>\$ 1,244 Total price</b>

**IV. Scenario analysis**

A. Man-day rate (Total price ÷ crew size)	\$ 1,244 divided by 1.0 =	<b>\$ 1,243.75</b> NPM <b>20.0%</b>
		<b>\$ 995.00</b> BEP
		<b>\$ 815.00</b> TDC
B. Curb-time rate (Total price ÷ curb-time man-hours)	\$ 1,244 divided by 8.0 =	<b>Trip Charge 124.38</b>
		<b>Curb-time rate</b>
		<b>\$ 155.47</b> NPM <b>20.0%</b>
		<b>\$ 124.38</b> BEP
		<b>\$ 101.88</b> TDC
C. Portal-to-portal rate (Total price ÷ all hours)	\$ 1,244 divided by 10.0 =	<b>Portal-to-portal rate</b>
		<b>\$ 124.38</b> NPM <b>20.0%</b>
		<b>\$ 99.50</b> BEP
		<b>\$ 81.50</b> TDC
D. Gross Profit Margin ((G&A overhead + CF + NPM) ÷ Total Price)	\$ 429 divided by \$ 1,244 =	<b>34.5%</b> GPM