

Landscape Install Crew

Scenario cost data

	\$ or %	Remarks
3 Man Landscape Install Crew		
Crew size (# people)	3.0	1.0 1.0 1.0 0.0 0.0
Crew average wage (CAW)	\$ 18.00	\$ 20.00 \$ 18.00 \$ 16.00 \$ - \$ -
Overtime factor (OTF)	5.6%	45.0 M-hours per week
Risk factor (RF)	10.0%	
Crew average wage w/OTF & RF	\$ 20.80	Per Day Per M-Hr GPM
Labor burden	20.0%	15.0% \$ 1,553 \$ 55.46 47.5%
Sales tax	0.0%	20.0% \$ 1,650 \$ 58.92 50.5%
G&A overhead per hour (OPH)	\$ 18.00	BEP \$ 1,320 \$ 47.14
Net profit margin	20.0%	TDC \$ 816 \$ 29.14
One-ton truck w/trailer	\$ 13.00	
Curb-time man-hours per day	21.0	Curb-time man-hours
Number of units	1.0 1.00	1.0 MSF
Number of day(s)	1.0	# Days

Scenario	Materials	Labor	Equipment	Subcontracto
I. Production (on-site or curb-time costs)			CPH Hours Item	

\$ -	21.0 Man-hours	\$ -	\$ -	0.0	\$ -
\$ -		\$ -	\$ -	0.0	\$ -
\$ -		\$ -	\$ -	0.0	\$ -
\$ -		\$ -	\$ -	0.0	\$ -
\$ -	\$ 20.80	\$ -	\$ -	0.0	\$ -
\$ -	\$ 437	\$ -	\$ -		\$ -

II. General conditions (off-site or non-curb-time costs)

5.0% Warranty	\$ -	6.0 Man-hours	\$ 104	\$ 13.00	8.0 One-ton truck w/trailer	\$ -
	\$ -		\$ -	\$ -	0.0	\$ -
Delivery fees	\$ -	0.0	\$ -	\$ -	0.0	\$ -
	\$ -	1.0 C/B M-hrs	\$ 13	\$ 13.00	1.0 C/B time	\$ -
	\$ -	\$ 20.80	\$ -	\$ -	0.0	\$ -
	\$ -	\$ 146	\$ 117			\$ -
Subtotals	\$ -	\$ 582	\$ 117			\$ -

III. Margins & markups

A. Sales tax	\$ -			
B. Labor burden	\$ 116			
Subtotals	\$ -	\$ 699	\$ 117	\$ -

Total direct costs (TDC)

\$ 816 TDC

C. G&A overhead costs

28.0 (Number of man-hours x OPH)

\$ 18.00

= \$ 504

BEP (TDC + G&A overhead)

\$ 1,320 BEP

D. Contingency factor (if desired)

\$ -

E. Net profit margin

20.0%

\$ 330

F. Total price

\$ 1,650 Total price

IV. Scenario analysis

A. Man-day rate (Total price ÷ crew size)

\$ 1,650 divided by 3.0 =

Per Man-day

\$ 272 TDC

\$ 440 BEP

\$ 550 NPM 20.0%

B. Curb-time rate (Total price ÷ curb-time man-hours)

\$ 1,650 divided by 21.0 =

Curb-time rate

\$ 78.56 NPM 20.0%

\$ 69.83 NPM 10.0%

\$ 62.85 BEP

\$ 38.85 TDC

C. Portal-to-portal rate (Total price ÷ all hours)

\$ 1,650 divided by 28.0 =

Portal-to-portal rate

\$ 58.92 20.0%

\$ 52.38 10.0%

\$ 47.14 BEP

\$ 29.14 TDC

D. Gross Profit Margin ((G&A overhead + CF + NPM) ÷ Total Price)

\$ 834 divided by \$ 1,650 =