

## Landscape Install Crew

### Scenario cost data

	\$ or %	Remarks
<b>3 Man Landscape Install Crew (2022 Scenario 2)</b>		
Crew size (# people)	3.0	1.0 1.0 1.0 0.0 0.0
Crew average wage (CAW)	\$ 19.00	\$ 21.00 \$ 19.00 \$ 17.00 \$ - \$ -
Overtime factor (OTF)	10.0%	50.0 M-hours per week
Risk factor (RF)	10.0%	
Crew average wage w/OTF & RF	\$ 22.80	<b>Per Day Per M-Hr GPM</b>
Labor burden	24.0%	<b>10.0% \$ 1,621 \$ 57.88 42.8%</b>
Sales tax	0.0%	<b>20.0% \$ 1,823 \$ 65.12 49.2%</b>
G&A overhead per hour (OPH)	\$ 19.00	<b>BEP \$ 1,459 \$ 52.09</b>
Net profit margin	20.0%	<b>TDC \$ 927 \$ 33.09</b>
One-ton truck w/trailer	\$ 15.00	
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	\$ -
\$ -	\$ 22.80	\$ -	\$ -	0.0	\$ -
\$ -	\$ 479	\$ -	\$ -		\$ -

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

5.0% Warranty	\$ -	6.0 Man-hours	\$ 120	\$ 15.00	8.0 One-ton truck w/trailer	\$ -
	\$ -	0.0	\$ -	\$ -	0.0	\$ -
Delivery fees	\$ -	0.0	\$ -	\$ -	0.0	\$ -
	\$ -	1.0 C/B M-hrs	\$ 15	\$ 15.00	1.0 C/B time	\$ -
	\$ -	\$ 22.80	\$ -	\$ -	0.0	\$ -
	\$ -	\$ 160	\$ 135			\$ -
<b>Subtotals</b>	<b>\$ -</b>	<b>\$ 638</b>	<b>\$ 135</b>			<b>\$ -</b>

### III. Margins & markups

A. Sales tax	\$ -			
B. Labor burden	\$ 153			
<b>Subtotals</b>	<b>\$ -</b>	<b>\$ 792</b>	<b>\$ 135</b>	<b>\$ -</b>

**Total direct costs (TDC) \$ 927 TDC**

C. G&A overhead costs  
 28.0 (Number of man-hours x OPH) \$ 19.00 = \$ 532  
**BEP (TDC + G&A overhead) \$ 1,459 BEP**

D. Contingency factor (if desired) \$ -

E. Net profit margin \$ 365

**F. Total price \$ 1,823 Total price**

### IV. Scenario analysis

	Per Man-day
A. Man-day rate (Total price ÷ crew size)	\$ 309 TDC
	\$ 486 BEP
\$ 1,823 divided by 3.0 =	\$ 608 NPM 20.0%
B. Curb-time rate (Total price ÷ curb-time man-hours)	<b>Curb-time rate</b>
	\$ 86.82 NPM 20.0%
\$ 1,823 divided by 21.0 =	\$ 77.18 NPM 10.0%
	\$ 69.46 BEP
C. Portal-to-portal rate (Total price ÷ all hours)	\$ 44.12 TDC
	<b>Portal-to-portal rate</b>
\$ 1,823 divided by 28.0 =	\$ 65.12 20.0%
	\$ 57.88 10.0%
D. Gross Profit Margin ((G&A overhead + CF + NPM) ÷ Total Price)	\$ 52.09 BEP
\$ 897 divided by \$ 1,823 =	\$ 33.09 TDC