



CONFIDENTIAL

HOURLY “CHARGE OUT” RATE SURVEY – September 2018

DIRECT LABOUR – SALARY & BENEFITS

PER HOUR

FOR CONSISTENCY BETWEEN SURVEY RESPONSES, PLEASE BASE HOURLY CALCULATIONS ON 2080 HOURS PER YEAR.

JOURNEYMEN’S WAGE (PER HOUR) \$ _____

EMPLOYERS CONTRIBUTION..... \$ _____
(INCLUDE: U.I.C., C.P.P., VACATION & STAT. PAY,
WORKERS COMPENSATION, MEDICAL HEALTH PLAN)

PENSION PLAN (IF ANY) \$ _____

BONUS, INCENTIVES OR SALES COMMISSION \$ _____

TOTAL DIRECT LABOUR \$ _____

OVERHEAD COSTS – PER JOURNEYMAN PER HOUR

DIRECT FIELD COSTS..... \$ _____
INCLUDE:
- TRUCK: INSURANCE, LICENSE, REGISTRATION, FUEL & MAINTENANCE, DEPRECIATION OR LEASE COST
- EMPLOYEE COMMUNICATIONS, GPS, COMPUTER, ETC.
- TRADE TOOLS, EQUIPMENT, UNIFORMS & SAFETY EQUIPMENT
- TRAINING, EDUCATION AND SPECIAL REQUIRED CERTIFICATIONS

OFFICE OVERHEAD \$ _____
INCLUDE:
- RENT, TELEPHONE, UTILITIES, OFFICE SUPPLIES, JANITORIAL SERVICE
- BUSINESS TAXES
- OFFICE SALARIES & BENEFITS
- ADVERTISING, LEGAL & ACCOUNTING SERVICES
- ASSOCIATION DUES, TRADE PUBLICATIONS, EDUCATION
- DONATIONS AND PROMOTIONS

BUSINESS LIABILITY INSURANCE \$ _____

LOST TIME (UNPRODUCTIVE)
- ESTIMATING, SALES, SHIPPING, RECEIVING, RESTOCKING,
SALESMEN, MEETINGS, INSTRUCTING OR RECEIVING
INSTRUCTION, CALL-BACKS, WARRANTY, ETC. \$ _____

OWNERS LIABILITY \$ _____
INCLUDE:
- ANNUAL ALLOWANCE FOR DEBT OR COLLECTION COSTS
- INTEREST ON OPERATING LOANS
- RETURN ON INVESTMENT
- CORPORATE TAXES (FEDERAL & PROVINCIAL)

TOTAL OVERHEAD COST \$ _____

PROFIT MARGIN ON “CHARGE OUT” RATE \$ _____

TOTAL “CHARGE OUT” RATE \$ _____

PLEASE RETURN TO: MAIL: VICKY DERKSON – [VICKY@MCA-AB.COM](mailto:vicky@mca-ab.com)
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