

True Job Cost Checklist for Electrical Contractors

Use this before you send the next bid. Check every box that applies — anything unchecked is profit you may be leaving out of the price.

1. Labor reality (not just the wage)

- ☐ Base wage for each field electrician is current
- ☐ Payroll burden included (taxes, workers' comp, benefits) — not ignored
- ☐ Billable efficiency is realistic (travel, shop, callbacks, meetings counted)
- ☐ Nonbillable field time is recovered in the labor rate, not hoped away

2. Overhead recovery

- ☐ Annual overhead listed (vehicles, insurance, rent, office, tools, software)
- ☐ Field wages are NOT double-counted inside overhead
- ☐ Overhead is divided by real billable hours — not guessed as a flat %
- ☐ You know overhead cost per billable hour for this company

3. This job's direct costs

- ☐ Estimated billable labor hours for the scope
- ☐ Materials (complete takeoff, not a round number)
- ☐ Subcontractors / equipment rentals if any
- ☐ Permits and pass-through fees entered even if not marked up
- ☐ Contingency reserve for scope risk (not used to hide incomplete estimating)

4. Markup vs margin (don't mix them)

- ☐ Target is a net margin on the sell price — not "markup = profit %"
- ☐ True break-even includes direct costs + contingency + allocated overhead
- ☐ Recommended price protects target margin AND category markup floors
- ☐ Material-heavy or sub-heavy work still clears target net margin

5. Before you send the proposal

- ☐ Company model status is READY (inputs aren't broken)
- ☐ Quote status is READY TO REVIEW
- ☐ You reviewed commercially (scope, schedule, terms, local market)
- ☐ Internal Quote Summary kept internal — not attached to the customer proposal

Want this math done for every job?
Electrical Contractor Profit & Pricing System — \$79 Excel workbook
contractormarginworks.com/product-page