

Installing Contractor's Overhead & Profit

Below are the average installing contractor's percentage markups applied to base labor rates to arrive at typical billing rates.

Column A: Labor rates are based on union wages averaged for 30 major U.S. cities. Base rates, including fringe benefits, are listed hourly and daily. These figures are the sum of the wage rate and employer-paid fringe benefits such as vacation pay, employer-paid health and welfare costs, and pension costs, plus appropriate training and industry advancement funds costs.

Column B: Workers' compensation rates are the national average of state rates established for each trade.

Column C: Column C lists average fixed overhead figures for all trades. Included are federal and state unemployment costs set at 8%; social security taxes (FICA) set at 7.65%; builder's risk insurance costs set at 0.80%; and public liability costs set at 2.02%. All percentages, except those for social security taxes, vary from state to state as well as from company to company.

Columns D and E: Percentages in Columns D and E are based on the presumption that the installing contractor has annual billing of \$4,000,000 and up. Overhead percentages may increase with smaller annual billing. The overhead percentages for any given contractor may vary greatly and depend on a number of factors such as the contractor's annual volume, engineering and logistical support costs, and staff requirements. The figures for overhead and profit will also vary depending on the type of job, the job location, and the prevailing economic conditions. All factors should be examined very carefully for each job.

Column F: Column F lists the total of Columns B, C, D, and E.

Column G: Column G is Column A (hourly base labor rate) multiplied by the percentage in Column F (O&P percentage).

Column H: Column H is the total of Column A (hourly base labor rate) plus Column G (Total O&P).

Column I: Column I is Column H multiplied by eight hours.

Abbr.	Trade	A		B	C	D	E	F		G	H		I
		Base Rate Incl. Fringes		Workers' Comp. Ins.	Average Fixed Overhead	Overhead	Profit	Total Overhead & Profit		Rate with O & P		Hourly	Daily
		Hourly	Daily					%	Amount				
Skwk	Skilled Workers Average (35 trades)	\$57.10	\$456.80	9.0%	18.5%	13.0%	10%	50.4%	\$28.80		\$ 85.90	\$ 687.20	
	Helpers Average (5 trades)	42.05	336.40	11.9		11.0		51.4	21.60		63.65	509.20	
	Foreman Average, Inside (\$.50 over trade)	57.60	460.80	9.0		13.0		50.4	29.05		86.65	693.20	
	Foreman Average, Outside (\$2.00 over trade)	59.10	472.80	9.0		13.0		50.4	29.80		88.90	711.20	
Clab	Common Building Laborers	44.40	355.20	9.7		11.0		49.2	21.85		66.25	530.00	
Asbe	Asbestos/Insulation Workers/Pipe Coverers	60.95	487.60	8.5		16.0		53.0	32.30		93.25	746.00	
Boil	Boilermakers	68.50	548.00	4.9		16.0		49.4	33.85		102.35	818.80	
Bric	Bricklayers	53.70	429.60	11.2		11.0		50.7	27.20		80.90	647.20	
Brhe	Bricklayer Helpers	43.70	349.60	11.2		11.0		50.7	22.15		65.85	526.80	
Carp	Carpenters	54.70	437.60	9.7		11.0		49.2	26.95		81.65	653.20	
Cefi	Cement Finishers	51.80	414.40	7.0		11.0		46.5	24.10		75.90	607.20	
Elec	Electricians	63.70	509.60	4.1		16.0		48.6	30.95		94.65	757.20	
Elev	Elevator Constructors	90.30	722.40	3.7		16.0		48.2	43.50		133.80	1070.40	
Eqhv	Equipment Operators, Crane or Shovel	61.45	491.60	6.5		14.0		49.0	30.10		91.55	732.40	
Eqmrd	Equipment Operators, Medium Equipment	59.00	472.00	6.5		14.0		49.0	28.90		87.90	703.20	
Eqit	Equipment Operators, Light Equipment	55.50	444.00	6.5		14.0		49.0	27.20		82.70	661.60	
Eqol	Equipment Operators, Oilers	52.50	420.00	6.5		14.0		49.0	25.75		78.25	626.00	
Eqmm	Equipment Operators, Master Mechanics	61.50	492.00	6.5		14.0		49.0	30.15		91.65	733.20	
Glaz	Glaziers	52.65	421.20	9.5		11.0		49.0	25.75		78.40	627.20	
Lath	Lathers	54.10	432.80	6.6		11.0		46.1	24.90		79.00	632.00	
Marb	Marble Setters	53.20	425.60	11.2		11.0		50.7	26.95		80.15	641.20	
Mill	Millwrights	58.75	470.00	5.0		11.0		44.5	26.15		84.90	679.20	
Mstz	Mosaic & Terrazzo Workers	51.75	414.00	6.6		11.0		46.1	23.85		75.60	604.80	
Pord	Painters, Ordinary	46.45	371.60	8.8		11.0		48.3	22.45		68.90	551.20	
Psst	Painters, Structural Steel	47.20	377.60	21.1		11.0		60.6	28.60		75.80	606.40	
Pape	Paper Hangers	46.30	370.40	8.8		11.0		48.3	22.35		68.65	549.20	
Pile	Pile Drivers	55.90	447.20	10.1		16.0		54.6	30.50		86.40	691.20	
Plas	Plasterers	49.85	398.80	9.5		11.0		49.0	24.40		74.25	594.00	
Plah	Plasterer Helpers	44.55	356.40	9.5		11.0		49.0	21.80		66.35	530.80	
Plum	Plumbers	67.70	541.60	4.7		16.0		49.2	33.35		101.05	808.40	
Rodm	Rodmen (Reinforcing)	58.90	471.20	7.0		14.0		49.5	29.15		88.05	704.40	
Rofc	Roofers, Composition	48.20	385.60	22.6		11.0		62.1	29.95		78.15	625.20	
Rots	Roofers, Tile & Slate	48.20	385.60	22.6		11.0		62.1	29.95		78.15	625.20	
Rohe	Roofers, Helpers (Composition)	35.95	287.60	22.6		11.0		62.1	22.30		58.25	466.00	
Shee	Sheet Metal Workers	65.45	523.60	6.3		16.0		50.8	33.25		98.70	789.60	
Spri	Sprinkler Installers	66.50	532.00	4.9		16.0		49.4	32.85		99.35	794.80	
Stpi	Steamfitters or Pipefitters	68.35	546.80	4.7		16.0		49.2	33.65		102.00	816.00	
Ston	Stone Masons	53.85	430.80	11.2		11.0		50.7	27.30		81.15	649.20	
Sswk	Structural Steel Workers	60.30	482.40	12.3		14.0		54.8	33.00		93.30	746.40	
Tilf	Tile Layers	51.70	413.60	6.6		11.0		46.1	23.85		75.55	604.40	
Tilh	Tile Layers Helpers	41.60	332.80	6.6		11.0		46.1	19.20		60.80	486.40	
Trit	Truck Drivers, Light	48.80	390.40	10.1		11.0		49.6	24.20		73.00	584.00	
Trhv	Truck Drivers, Heavy	51.30	410.40	10.1		11.0		49.6	25.40		76.70	613.60	
Sswl	Welders, Structural Steel	60.30	482.40	12.3		14.0		54.8	33.00		93.30	746.40	
Wrck	*Wrecking	44.40	355.20	12.3		11.0		51.8	23.00		67.40	539.20	

*Not included in averages