

## 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 average residential wages for 7 major U.S. regions. 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 and employer-paid health 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 \$2,000,000 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		Work- ers' Comp. Ins.	Average Fixed Over- head	Over- head	Profit	Total Overhead & Profit		Rate with O & P		Hourly	Daily
		Hourly	Daily					%	Amount	Hourly	Daily		
Skwk	Skilled Workers Average (35 trades)	\$36.95	\$295.60	9.8%	18.5%	27.0%	10%	65.3%	\$24.10		\$61.05	\$488.40	
	Helpers Average (5 trades)	27.65	221.20	13.1		25.0		66.6	18.40		46.05	368.40	
	Foreman Average, Inside (\$.50 over trade)	37.45	299.60	9.8		27.0		65.3	24.45		61.90	495.20	
	Foreman Average, Outside (\$.20 over trade)	38.95	311.60	9.8		27.0		65.3	25.40		64.35	514.80	
Clab	Common Building Laborers	27.80	222.40	10.8		25.0		64.3	17.85		45.65	365.20	
Asbe	Asbestos/Insulation Workers/Pipe Coverers	36.95	295.60	9.0		30.0		67.5	24.95		61.90	495.20	
Boil	Boilermakers	42.95	343.60	5.4		30.0		63.9	27.45		70.40	563.20	
Bric	Bricklayers	35.40	283.20	12.1		25.0		65.6	23.20		58.60	468.80	
Brhe	Bricklayer Helpers	30.05	240.40	12.1		25.0		65.6	19.70		49.75	398.00	
Carp	Carpenters	36.15	289.20	10.8		25.0		64.3	23.25		59.40	475.20	
Cefi	Cement Finishers	35.95	287.60	7.6		25.0		61.1	21.95		57.90	463.20	
Elec	Electricians	41.70	333.60	4.4		30.0		62.9	26.25		67.95	543.60	
Elev	Elevator Constructors	55.60	444.80	3.9		30.0		62.4	34.70		90.30	722.40	
Eqhv	Equipment Operators, Crane or Shovel	38.45	307.60	7.0		28.0		63.5	24.40		62.85	502.80	
Eqmd	Equipment Operators, Medium Equipment	38.00	304.00	7.0		28.0		63.5	24.10		62.10	496.80	
Eqlt	Equipment Operators, Light Equipment	36.05	288.40	7.0		28.0		63.5	22.90		58.95	471.60	
Eqol	Equipment Operators, Oilers	33.35	266.80	7.0		28.0		63.5	21.15		54.50	436.00	
Eqmm	Equipment Operators, Master Mechanics	38.45	307.60	7.0		28.0		63.5	24.40		62.85	502.80	
Glaz	Glaziers	35.20	281.60	10.3		25.0		63.8	22.45		57.65	461.20	
Lath	Lathers	35.95	287.60	7.1		25.0		60.6	21.80		57.75	462.00	
Marb	Marble Setters	35.60	284.80	12.1		25.0		65.6	23.35		58.95	471.60	
Mill	Millwrights	38.55	308.40	5.4		25.0		58.9	22.70		61.25	490.00	
Mstz	Mosaic & Terrazzo Workers	34.55	276.40	7.2		25.0		60.7	21.00		55.55	444.40	
Pord	Painters, Ordinary	30.20	241.60	9.3		25.0		62.8	18.95		49.15	393.20	
Psst	Painters, Structural Steel	30.70	245.60	22.8		25.0		76.3	23.45		54.15	433.20	
Pape	Paper Hangers	30.30	242.40	9.3		25.0		62.8	19.05		49.35	394.80	
Pile	Pile Drivers	36.85	294.80	10.9		30.0		69.4	25.55		62.40	499.20	
Plas	Plasterers	35.00	280.00	9.7		25.0		63.2	22.15		57.15	457.20	
Plah	Plasterer Helpers	30.55	244.40	9.7		25.0		63.2	19.30		49.85	398.80	
Plum	Plumbers	40.60	324.80	5.2		30.0		63.7	25.85		66.45	531.60	
Rodm	Rodmen (Reinforcing)	39.50	316.00	8.1		28.0		64.6	25.50		65.00	520.00	
Rofc	Roofers, Composition	30.95	247.60	25.5		25.0		79.0	24.45		55.40	443.20	
Rots	Roofers, Tile & Slate	31.00	248.00	25.5		25.0		79.0	24.50		55.50	444.00	
Rohe	Roofers, Helpers (Composition)	23.20	185.60	25.5		25.0		79.0	18.35		41.55	332.40	
Shee	Sheet Metal Workers	39.25	314.00	7.2		30.0		65.7	25.80		65.05	520.40	
Spri	Sprinkler Installers	40.45	323.60	5.4		30.0		63.9	25.85		66.30	530.40	
Stpi	Steamfitters or Pipefitters	41.95	335.60	5.2		30.0		63.7	26.70		68.65	549.20	
Ston	Stone Masons	35.20	281.60	12.1		25.0		65.6	23.10		58.30	466.40	
Sswk	Structural Steel Workers	40.35	322.80	14.4		28.0		70.9	28.60		68.95	551.60	
Tilf	Tile Layers	35.15	281.20	7.2		25.0		60.7	21.35		56.50	452.00	
Tilh	Tile Layers Helpers	26.80	214.40	7.2		25.0		60.7	16.25		43.05	344.40	
Trlt	Truck Drivers, Light	33.10	264.80	10.4		25.0		63.9	21.15		54.25	434.00	
Trhv	Truck Drivers, Heavy	33.80	270.40	10.4		25.0		63.9	21.60		55.40	443.20	
Sswl	Welders, Structural Steel	40.20	321.60	14.4		28.0		70.9	28.50		68.70	549.60	
Wrck	*Wrecking	28.20	225.60	14.5		25.0		68.0	19.15		47.35	378.80	

\*Not included in averages

Residential Costs with RSMeans data