

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.

		A		B	C	D	E	F	G	H	I
Abbr.	Trade	Base Rate Incl. Fringes		Workers' Comp. Ins.	Average Fixed Over-head	Over-head	Profit	Total Overhead & Profit		Rate with O & P	
		Hourly	Daily					%	Amount	Hourly	Daily
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
	Common Building Laborers	44.40	355.20	9.7		11.0		49.2	21.85	66.25	530.00
Clab	Asbestos/Insulation Workers/Pipe Coverers	60.95	487.60	8.5		16.0		53.0	32.30	93.25	746.00
	Boilermakers	68.50	548.00	4.9		16.0		49.4	33.85	102.35	818.80
	Bricklayers	53.70	429.60	11.2		11.0		50.7	27.20	80.90	647.20
	Bricklayer Helpers	43.70	349.60	11.2		11.0		50.7	22.15	65.85	526.80
	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
	Electricians	63.70	509.60	4.1		16.0		48.6	30.95	94.65	757.20
	Elevator Constructors	90.30	722.40	3.7		16.0		48.2	43.50	133.80	1070.40
	Equipment Operators, Crane or Shovel	61.45	491.60	6.5		14.0		49.0	30.10	91.55	732.40
	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
	Equipment Operators, Oilers	52.50	420.00	6.5		14.0		49.0	25.75	78.25	626.00
	Equipment Operators, Master Mechanics	61.50	492.00	6.5		14.0		49.0	30.15	91.65	733.20
	Glaziers	52.65	421.20	9.5		11.0		49.0	25.75	78.40	627.20
	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
	Millwrights	58.75	470.00	5.0		11.0		44.5	26.15	84.90	679.20
	Mosaic & Terrazzo Workers	51.75	414.00	6.6		11.0		46.1	23.85	75.60	604.80
	Painters, Ordinary	46.45	371.60	8.8		11.0		48.3	22.45	68.90	551.20
	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 Drivers	55.90	447.20	10.1		16.0		54.6	30.50	86.40	691.20
	Plasterers	49.85	398.80	9.5		11.0		49.0	24.40	74.25	594.00
	Plasterer Helpers	44.55	356.40	9.5		11.0		49.0	21.80	66.35	530.80
	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
	Roofers, Composition	48.20	385.60	22.6		11.0		62.1	29.95	78.15	625.20
	Roofers, Tile & Slate	48.20	385.60	22.6		11.0		62.1	29.95	78.15	625.20
	Roofers, Helpers (Composition)	35.95	287.60	22.6		11.0		62.1	22.30	58.25	466.00
	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
	Steamfitters or Pipefitters	68.35	546.80	4.7		16.0		49.2	33.65	102.00	816.00
	Stone Masons	53.85	430.80	11.2		11.0		50.7	27.30	81.15	649.20
	Structural Steel Workers	60.30	482.40	12.3		14.0		54.8	33.00	93.30	746.40
	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
	Truck Drivers, Light	48.80	390.40	10.1		11.0		49.6	24.20	73.00	584.00
	Truck Drivers, Heavy	51.30	410.40	10.1		11.0		49.6	25.40	76.70	613.60
	Welders, Structural Steel	60.30	482.40	12.3		14.0		54.8	33.00	93.30	746.40
	*Wrecking	44.40	355.20	12.3		11.0		51.8	23.00	67.40	539.20

\*Not included in averages