

# ESTIMATING WORKSHEET

Follow this worksheet to accurately bid your next job with profit in mind.

## 1. Material Quantity

How much material you'll need. Don't forget loading and offloading.

Quantity	Material	Cost Per	Total Cost
	Anchor Product:		
	Anchor Cap		
	Anchor Step		
	Reinforcement		
	Drain Pipe		
	Base: 3/4" minus fines		
	Backfill: 1" minus		
	Concrete Adhesive		
	Filter Fabric		
		Subtotal	
		Tax X%	
		Materials Total	
	Loads - Delivery Charge		
	Offloading Charge		
		Delivery Total	
		<b>TOTAL</b>	<b>\$</b>

## 2. Calculating Labor

Determine who will do what. Factor in difficulty of the job, time of year, etc

### Calculating Average Labor Cost Per Hour

Hourly Crew Cost*	\$	(wages + benefits)
Total Crew Size	÷	people
Average Labor Cost per Hour	= \$	

Estimated Hours	Labor	Average Labor Cost per Hour	Total Cost
	Install Leveling Pad		
	Install Drainage Rock and Pipe		
	Install Geogrid		
	Install Wall Units		
	Install Backfill Materials		
	Install Capping Units		
	Install Filter Fabric		
	Clean Up		
	<b>TOTAL LABOR PROJECT COSTS</b>	<b>\$</b>	

## 3. Equipment

Days	Equipment	Cost Per Day	Total Cost
	Forklift/Bobcat		
	Compactor		
	Small Tools		
	Transit/Truck		
		<b>TOTAL</b>	<b>\$</b>

## 4. Subcontractors

Subcontractor	Cost	Total Cost
Engineer		
	<b>TOTAL</b>	<b>\$</b>

## 5. Estimating Overhead

Overhead percentage means taking last year's cost of doing business and projecting that cost to reflect the current year. This number varies (it could be 5% to 15% or more). You don't have to apply overhead costs to all these items.

Category	Cost	Overhead %	Total Cost
Materials			
Labor			
Equipment			
Subcontractors			
		<b>TOTAL</b>	<b>\$</b>

## 6. Estimating Profit

Your desired profit after taxes. This is what you work for, so make sure you factor it in!

Category	Cost	Overhead %	Total
Materials Total			
Labor Total			
Equipment Total			
Subcontractor Total			
		%profit	
<b>TOTAL PROJECT ESTIMATE</b>			<b>\$</b>
<b>Cost Per Square Foot (Project Cost / Square Feet)</b>			<b>\$</b>