

Worksheet

(Labor Rate Questionnaire)

Components that may be used to calculate labor rate

Cost of Labor Sold (repair personnel)
 Cost of Overhead
 Gross Revenues
 Margin for Profit
 Gross Profit
 Net Profit
 Available Production Hours
 A Survey of Business that provide similar services

Margin for Profit ? _____ % (You must list this percentage!)

Cost that may be included in Overhead (You Should be listing most if not ALL of these)

Compensation of Officers	Hazardous Waste Removal
Salary and Wages (non-repair personnel)	Towing and Storage
Employee Benefits (non-repair personnel)	Security & Fire Alarm Expense
Insurance	Equipment Leasing
Repairs	Vehicle Leasing
Bad Debts	Leasing of Other Business Property
Rents	Tools
Taxes	Auto Expenses
Interest	Meals & Entertainment
Depreciation	Travel
Advertising	Gifts
Fuel and Utilities	Office Expenses
Telephone and Pagers	Computer Supplies
Answering Service	Uniforms
Internet Access Fees	Delivery and Freight
Temporary Help	Promotional Expenses
Commissions	Dues & Subscriptions
Workers' Comp Insurance	Legal & Professional
Non-Repair Licenses and Fees	Payroll Processing
Education and Training	Bank Charges
Janitorial Services	Merchant Charges
Rubbish Removal	Insurance
	All other miscellaneous expenses