



Pricing for Profitability Model

<u>Labor:</u>	<u>hours</u>	<u>rate</u>	<u>total</u>	
employee 1			0.00	
employee 2			0.00	
payroll tax & benefits	29.4%		0.00	<i>enter %, will calculate</i>
markup on all	0%		0.00	<i>if any</i>
<b>TOTAL LABOR</b>			<b>0.00</b>	
<u>Materials:</u>	<u>qty</u>	<u>cost</u>	<u>total</u>	
material A			0.00	<i>or product cost</i>
material B			0.00	
material C			0.00	
material D			0.00	
material E			0.00	
material F			0.00	
markup on all	10%		0.00	
<b>TOTAL MATERIALS</b>			<b>0.00</b>	
<u>Subcontract:</u>			<u>total</u>	
electrical			0.00	
plumbing			0.00	
other			0.00	
markup on all	20%		0.00	
<b>TOTAL SUBCONTRACT</b>			<b>0.00</b>	<i>if any</i>
<b>TOTAL COST</b>	<b>47%</b>		<b>0.00</b>	<i>sum of above</i>
<b>COMMISSION</b>	<b>3%</b>		<b>0.00</b>	<i>if applicable</i>
<b>TARGET PROFIT MARGIN</b>	<b>50%</b>		<b>0.00</b>	<i>what's in your budget?</i>
<b>PRICE TO QUOTE</b>			<b>0.00</b>	<i>calculated</i>