

# **USING THE LBC** **(Labor Burden Calculator)**

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**GET your estimated labor costs RIGHT**  
**GET your job costs RIGHT**  
**GET your WIP RIGHT**  
**GET your financials RIGHT!**



## THE THEORY -

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- WHICH CAME FIRST – the estimate or the cost rate?
  - Calculate your labor costs using the LBC
  - Compare that to the estimated labor rate
  - Make sure they match! THEN:
- Your job costs will be right
- The WIP costs will be right
- Profit/Loss and Balance Sheet will be right!
- You can TRUST financial AND job costs #



## THE 30,000 FT VIEW:

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- FIRST, build the Indirect Expense range in QB and in the BUDGET for 2018
- THEN build the LBC using the Indirect Expense numbers from the QB budget
- NEXT, build the payroll items list
- THEN, update field employees = LBC
- PROOF the totals

**“YOU CAN’T SET THIS UP AND THINK ITS JUST GRAVY ALL THE TIME – YOU HAVE TO KEEP CHECKING IT”**

## THE MECHANICS: the Indirect Cost range

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- Indirect Costs are ALL costs related to work done in the field but difficult to apply to specific jobs
- Set up a MAIN HEADING in QB called Indirect Expenses
- Move ALL accounts which are Indirect under the main heading
- Develop the ANNUAL budget for indirect costs
- Enter ALL budgeted indirect costs into the LBC Indirect Expense tab
- Enter total annual budgeted gross wages on the same tab

## THE MECHANICS – in the LBC

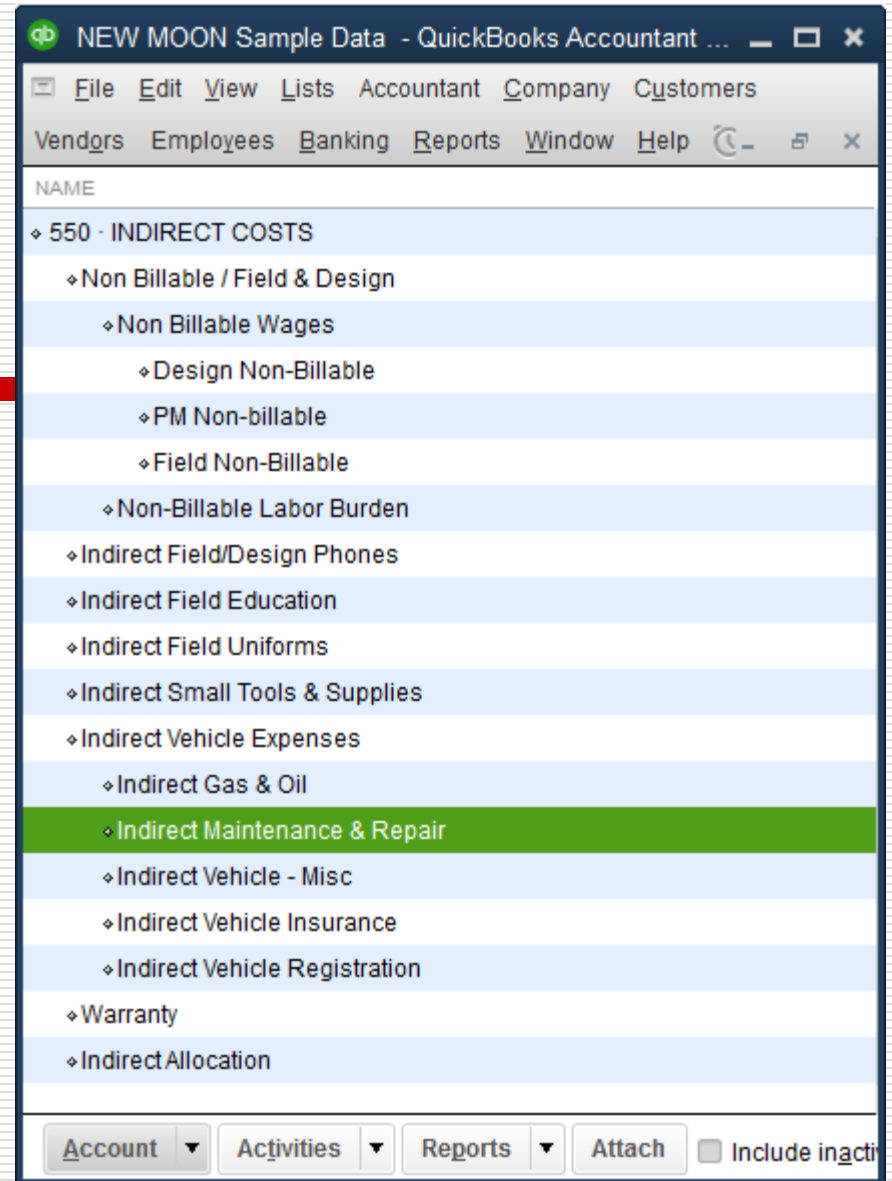
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- ALL costs related to keeping a field employee productive on the jobs should be assigned to jobs AND to COGS
- All field billable costs are assigned to jobs/COGS through a payroll item posting to COGS/Field Labor/Gross Wages
- All field non-billable costs are assigned to INDIRECT expenses through a payroll item posting to Indirect Expenses/Field Non-Billable
- Set up the LBC INDIRECT tab first
- Then set up the Template and copy onto a new sheet for each employee

## AN EXAMPLE:

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- These are Indirect Expenses from my QB Manual.
- Many remodelers consider these costs part of overhead – but they vary with the amount of work done and should be part of COGS





## LBC THREE SECTIONS – Section 1:

- ❑ Enter # days for paid time off – holiday/vacation/sick
- ❑ Enter # days for meetings/training days
- ❑ NOTE: PTO is posted through PR by employee AND Meeting Training is posted through INDIRECT

The screenshot shows an Excel spreadsheet with columns N through W and rows 42 through 49. The data is organized as follows:

	N	O	P	Q	R	S	T	U	V	W
42										
43		To Calculate Non-Billable Field Time			# of Days	NOTES				
44		Holiday - # of days			7.00	These costs are posted to jobs through payroll				
45		Vacation - # of days			10.00	These costs are posted to jobs through payroll				
46		Sick - # of days				These costs are posted to jobs through payroll				
47		Meetings - Days per Year				These costs are posted to indirect through payroll				
48		Training - Days per Year			3.00	These costs are posted to indirect through payroll				
49										

The spreadsheet interface includes a status bar at the bottom with the text "Ready" and a zoom level of "100%". The active cell is R44, which contains the value "7.00". The spreadsheet title bar shows "Indirect \$ | Field LBC | Keith R".



# LBC THREE SECTIONS – Section 2:

40	<b>Burdened Hourly Rate</b>		
41	Total estimated hours paid		2,080
42			
43			
44	<b>Hourly Costs</b>	<b>Notes and Assumptions</b>	
45	Gross pay rate		\$ 31.25
46			
47	Social Security		6.20%
48	Medicare		1.45%
49		limit	%
50	SUTA	\$ 15,000	4.30%
51	FUTA	\$ 7,000	0.60%
52	Workers' comp	effective rate from policy	11.14%
53	Liability insurance	total annual premium / annual field labor budget	4.31%
54	PTO/Holiday/Sick/Vacation # days from non-billable hours calculation	17	6.54%
55	Indirect Allocation	see Indirect tab	52.61%

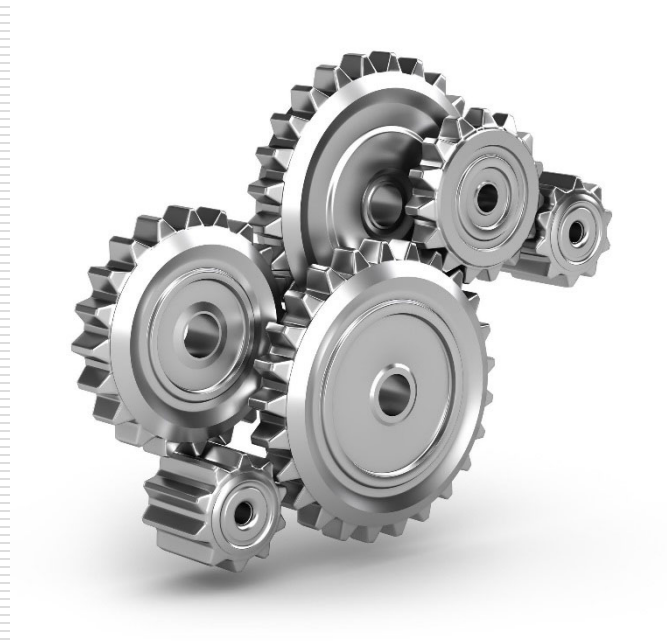
# LBC THREE SECTIONS – Section 3:

Monthly and Yearly Conversions			
Convert to Yearly		Yearly	
Hours paid per year * Subtotal from H56	2,080	\$	119,150.31
Employee Benefits		Per Month	Per Year
Health insurance (employer portion)	\$ 200.35	\$	2,404.20
Mileage reimbursement - paid to employee	\$ 390.00	\$	4,680.00
Simple IRA - maximum			1,950
Add specifics here - if NOT included in indirect	\$ -		
Add specifics here - if NOT included in indirect	\$ -	\$	-
Add specifics here - if NOT included in indirect	\$ -	\$	-
Add specifics here - if NOT included in indirect	\$ -	\$	-
Add specifics here - if NOT included in indirect	\$ -	\$	-
<b>Total yearly cost</b>		\$	<b>128,184.51</b>
Per hourly burdened cost		\$	<b>61.63</b>

## THE MECHANICS – in QB

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- AFTER setting up the Indirect Cost range & budget for 2018
- Set up Payroll Items
- Attach Payroll Items to employees and update with correct %/\$
- Use the LBC rate to estimate labor in QB on new jobs
- Review job cost reports for labor only proof to LBC



# SET UP PAYROLL ITEMS:

NEW MOON Sample Data - QuickBooks Accountant Desktop 2017 - [Payroll Item List]

ITEM NAME	TYPE	EXPENSE ACCOUNT	AMOUNT	LIABILITY ACCOUNT
F - Field Carpenter Hourly	Hourly Wage	500 · DIRECT JOB COSTS:Billable / Job Labor Co...		
F - Field Non-Billable Hourly	Hourly Wage	550 · INDIRECT COSTS:Non Billable / Field & Des...		
F - Overtime	Hourly Wage	500 · DIRECT JOB COSTS:Billable / Job Labor Co...		
F - Vacation/Holiday TAKEN	Hourly Wage	220 · PAYROLL LIABILITES:Vacation/Holiday/Sick ...		
F - Mileage Reimbursement	Addition	500 · DIRECT JOB COSTS:Billable / Job Labor Co...	0.00	
F - 401(k) Company Match	Company Contribution	500 · DIRECT JOB COSTS:Billable / Job Labor Co...	3.0%	220 · PAYROLL LIABILITES:401(k) Payable
F - General Liability Insurance	Company Contribution	500 · DIRECT JOB COSTS:Billable / Job Labor Co...	4.3%	230 · INSURANCE CONTRACTS PAYABLE:General Liability
F - Holiday/Vacation/Sick	Company Contribution	500 · DIRECT JOB COSTS:Billable / Job Labor Co...	0.00	220 · PAYROLL LIABILITES:Vacation/Holiday/Sick Payable
F - Indirect Allocation	Company Contribution	500 · DIRECT JOB COSTS:Billable / Job Labor Co...	53.0%	550 · INDIRECT COSTS:Indirect Allocation
F - Medical/Dental Company Paid	Company Contribution	500 · DIRECT JOB COSTS:Billable / Job Labor Co...	17.31	220 · PAYROLL LIABILITES:Medical/Dental Insurance
Workers Compensation	Company Contribution	603 · OH-PAYROLL EXPENSES:Administrative Pay...		220 · PAYROLL LIABILITES:Workers Comp Insurance
Federal Unemployment	Federal Tax	603 · OH-PAYROLL EXPENSES:Administrative Pay...	0.6%	220 · PAYROLL LIABILITES:Federal PR Taxes
Federal Withholding	Federal Tax			220 · PAYROLL LIABILITES:Federal PR Taxes
Medicare Company	Federal Tax	603 · OH-PAYROLL EXPENSES:Administrative Pay...	1.45%	220 · PAYROLL LIABILITES:Federal PR Taxes
Medicare Employee	Federal Tax		1.45%	220 · PAYROLL LIABILITES:Federal PR Taxes
Social Security Company	Federal Tax	603 · OH-PAYROLL EXPENSES:Administrative Pay...	6.2%	220 · PAYROLL LIABILITES:Federal PR Taxes
Social Security Employee	Federal Tax		6.2%	220 · PAYROLL LIABILITES:Federal PR Taxes
WA - Unemployment Company	State Unemployment T...	603 · OH-PAYROLL EXPENSES:Administrative Pay...	3.48%	220 · PAYROLL LIABILITES:State PR Taxes

Payroll Item Activities Reports  Include inactive

# ATTACH PR ITEMS TO EMPLOYEE – UPDATE RATES:

NEW MOON Sample Data - QuickBooks Accountant Desktop 2017 - [Edit Employee]

File Edit View Lists Accountant Company Customers Vendors Employees Banking Reports Window Help

INFORMATION FOR **Richards, Keith**

Personal  
Address & Contact  
Additional Info  
**Payroll Info**  
Employment Info  
Workers' Comp

PAYROLL SCHEDULE: Field Weekly ?

PAY FREQUENCY: Weekly

Direct Deposit Taxes... Sick/Vacation...

**EARNINGS**

ITEM NAME	HOURLY/ANNUAL RATE
F - Field Carpenter Hourly	31.25
F - Overtime	46.88
F - Field Non-Billable Hourly	31.25
F - Vacation/Holiday TAKEN	31.25

**ADDITIONS, DEDUCTIONS AND COMPANY CONTRIBUTIONS**

ITEM NAME	AMOUNT	LIMIT
401(k) Deduction	-3.0%	-10,000.00
Medical/Dental Deducti...	-46.23	
F - 401(k) Company M...	3.0%	1,950.00
F - General Liability Ins...	4.3%	
F - Holiday/Vacation/Sick	6.46%	4,250.00
F - Medical/Dental Co...	46.23	2,404.20
F - Indirect Allocation	53.0%	
F - Mileage Reimbu...	390.00	4,680.00

# PROOFING THE OUTPUT:

- ❑ Enter a “DUMMY” timecard for a future date and include BOTH job hours and non-billable job hours

NEW MOON Sample Data - QuickBooks Accountant Desktop 2017 - [Weekly Timesheet]

File Edit View Lists Accountant Company Customers Vendors Employees Banking Reports Window Help

Previous Next Print Edit Single Activity

### Timesheet

NAME: Richards, Keith WEEK OF: Aug 6 to Aug 12, 2018

CUSTOMER:JOB	SERVICE ITEM	PAYROLL ITEM	WC CO...	NOTES	M 6	TU 7	W 8	TH 9	F 10	SA 11	SU 12	TOTAL	BILLAB...
Miller, Arthur:172...	01 GENERAL CO...	F - Field Carpenter Hourly	5485	work on permit drawings	8.00							8.00	<input checked="" type="checkbox"/>
Miller, Arthur...	02 SITEWO...	F - Field Carpenter ...	5485	Layout for demo		8.00	8.00	8.00				24.00	<input checked="" type="checkbox"/>
		F - Field Non-Billable Hourly	5485	Estimate for new jobs					8.00			8.00	
Totals					8.00	8.00	8.00	8.00	8.00	0.00	0.00	40.00	

# AND HERE'S THE CHECK:

Review Paycheck

**Richards, Keith** PAY PERIOD 08/05/18 - 08/11/18

Use Direct Deposit

**Earnings**

ITEM NAME	RATE	HOURS	WC CODE	CUSTOMER:JOB	SERVICE ITEM
F - Field Carpenter Hourly	31.25	8.00	5485	Miller, Arthur:1722 Kitch...	01 GENER...
F - Field Carpenter Hourly	31.25	24.00	5485	Miller, Arthur:1722 Kitch...	02 SITEWO...
F - Field Non-Billable Hourly	31.25	8.00	5485		
<b>TOTALS</b>		<b>1,250.00</b>	<b>40.00 hrs</b>		

SICK AVAILABLE 0.00  
VACATION AVAIL. 0.00  
SICK ACCRUED  
VAC. ACCRUED  
 Do not accrue sick/vac

**Other Payroll Items**

ITEM NAME	RATE	QUA...
401(k) Deduction		-3.0%
Medical/Dental Deduction		-46.23
F - 401(k) Company Match		3.0%
F - General Liability Insurance		4.3%

**Employee Summary** How are these items calculated?

ITEM NAME	AMOUNT	YTD
F - Field Carpenter Hourly	250.00	1,000.00
F - Field Carpenter Hourly	750.00	1,000.00
F - Field Non-Billable Hourly	250.00	250.00
401(k) Deduction	-37.50	-37.50
Medical/Dental Deduction	-46.23	-46.23
F - Mileage Reimbursement	390.00	390.00
Medicare Employee Addl Tax	0.00	0.00
Federal Withholding	-112.00	-112.00
Social Security Employee	-77.50	-77.50
Medicare Employee	-18.13	-18.13
<b>Check Amount:</b>	<b>1,348.64</b>	

**Company Summary** How are these items calculated?

ITEM NAME	AMOUNT	YTD
F - 401(k) Company Match	37.50	37.50
F - General Liability Insurance	53.75	53.75
F - Holiday/Vacation/Sick	80.75	80.75
F - Medical/Dental Company Paid	46.23	46.23

Lock Net Pay
  Unlock Net Pay
  Enter net/Calculate gross

## THEN PRINT THE REPORT:

- ❑ From Reports/Jobs, Time & Mileage/Job Profitability Summary - Customize/Filter/Transaction Type/Paycheck

The screenshot shows the 'Modify Report: Job Profitability Summary' dialog box with the 'Filters' tab selected. The 'CHOOSE FILTER' section has 'TransactionType' selected in the 'FILTER' dropdown. The 'CURRENT FILTER CHOICES' table shows 'TransactionType' set to 'Paycheck'. The 'TRANSACTIONTYPE FILTER' section contains instructions and a 'Tell me more...' button. At the bottom are 'OK', 'Cancel', and 'Help' buttons.

**Modify Report: Job Profitability Summary**

Display Filters Header/Footer Fonts & Numbers

**CHOOSE FILTER**

trans TransactionType

FILTER TransactionType

Paycheck

**TRANSACTIONTYPE FILTER**

Choose the type of transaction from the drop-down list. To select several transaction types, choose 'Multiple Transaction Types.'

Tell me more...

**CURRENT FILTER CHOICES**

FILTER	SET TO
Account	All income/expense ac...
Date	Custom
Name	All names
TransactionType	Paycheck

Remove Selected Filter

Revert

OK Cancel Help



# DRILL DOWN TO THE DOLLARS:

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- ❑ Double click on the \$ to open the detail of the job costs from Payroll:

NEW MOON Sample Data  
Job Profitability Summary  
August 15, 2018

	Act. Cost	Act. Revenue	(\$)	Diff.
▼ Miller, Arthur				
1722 Kitchen Remo...	2,271.35	0.00	-	2,271.35
Total Miller, Arthur	2,271.35	0.00	-	2,271.35
TOTAL	2,271.35	0.00	-	2,271.35

## AND THEN:

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- From here customize AGAIN to add columns for:
  - Source name = employee
  - Payroll item = detail
  - Qty = number of hours
- You can remove:
  - Memo
  - Clear & Split
  - Balance
- Add Header/Footer & MEMORIZE

# NOW YOU CAN PROOF:

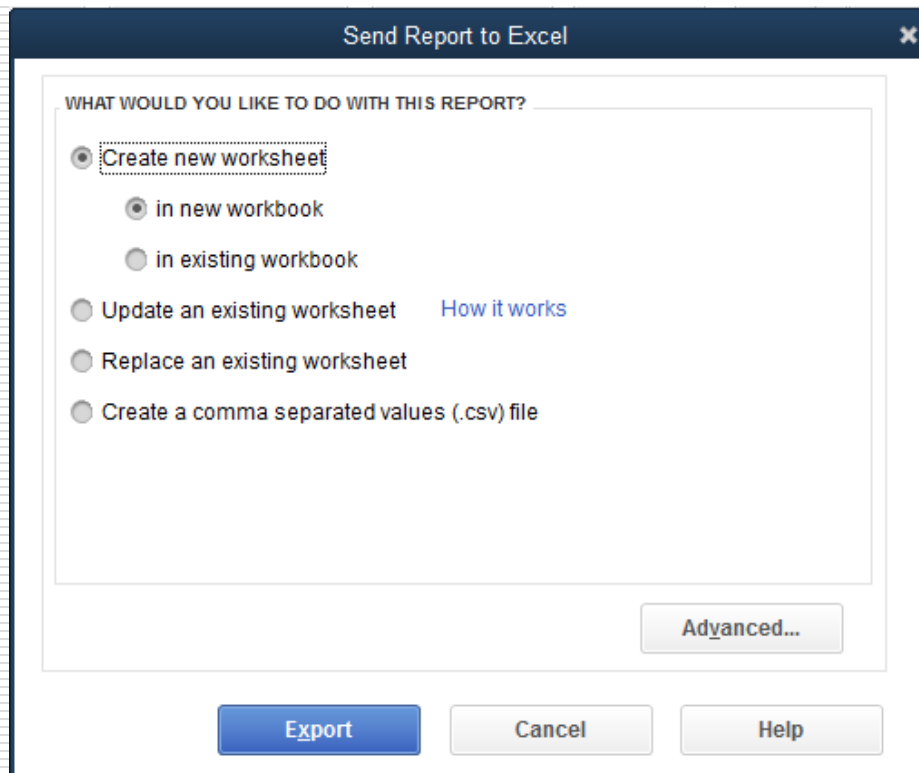
11:43 AM  
02/21/18

**NEW MOON Sample Data**  
**JOB COST PR**  
August 15, 2018

Type	Date	Source Name	Payroll Item	Account	Qty	Amount
<b>Miller, Arthur</b>						
<b>1722 Kitchen Remodel</b>						
Paycheck	08/15/18	Richards, Keith	F - Field Carpenter H...	Gross Production Wages	32	1,000.00
Paycheck	08/15/18	Richards, Keith	F - 401(k) Company M...	Field/Design Employee Benefits		30.00
Paycheck	08/15/18	Richards, Keith	F - General Liability In...	Field/Design Insurances		43.00
Paycheck	08/15/18	Richards, Keith	F - Holiday/Vacation/...	Field/Design Employee Benefits		64.60
Paycheck	08/15/18	Richards, Keith	F - Medical/Dental Co...	Field/Design Employee Benefits	1	36.98
Paycheck	08/15/18	Richards, Keith	F - Indirect Allocation	Field/Design Indirect Alloc.		530.00
Paycheck	08/15/18	Richards, Keith	F - Mileage Reimburs...	Field/Design Employee Benefits	1	312.00
Paycheck	08/15/18	Richards, Keith	WA - Employment Ad...	Admin PR Taxes		45.00
Paycheck	08/15/18	Richards, Keith	Social Security Comp...	Admin PR Taxes		62.00
Paycheck	08/15/18	Richards, Keith	Medicare Company	Admin PR Taxes		14.50
Paycheck	08/15/18	Richards, Keith	Federal Unemployment	Admin PR Taxes		6.00
Paycheck	08/15/18	Richards, Keith	WA - Unemployment ...	Admin PR Taxes		34.80
Paycheck	08/15/18	Richards, Keith	Workers Compensation	Admin WC	1	92.46
Total 1722 Kitchen Remodel						2,271.34

# SEND TO EXCEL:

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# LET THE PROOFING BEGIN:

❑ Back and forth between the LBC and the Excel QB doc:

1	Type	Date	Source Name	Payroll Item	Qty	Amount	\$/Hour	\$/Hour from LBC	Difference
2	Miller, Arthur								
3	1722 Kitchen Remodel								
4	Paycheck	08/15/2018	Richards, Keith	F - Field Carpenter Hourly	32.00	1,000.00	\$ 31.25	\$ 31.25	\$ -
5	Paycheck	08/15/2018	Richards, Keith	F - 401(k) Company Match		30.00	\$ 0.94	\$ 0.94	\$ 0.00
6	Paycheck	08/15/2018	Richards, Keith	F - General Liability Insurance		43.00	\$ 1.34	\$ 1.35	\$ 0.01
7	Paycheck	08/15/2018	Richards, Keith	F - Holiday/Vacation/Sick		64.60	\$ 2.02	\$ 2.04	\$ 0.02
8	Paycheck	08/15/2018	Richards, Keith	F - Medical/Dental Company Paid	1.00	36.98	\$ 1.16	\$ 1.16	\$ 0.00
9	Paycheck	08/15/2018	Richards, Keith	F - Indirect Allocation		530.00	\$ 16.44	\$ 16.44	\$ -
10	Paycheck	08/15/2018	Richards, Keith	F - Mileage Reimbursement	1.00	312.00	\$ 9.75	\$ 2.25	\$ (7.50)
11	Paycheck	08/15/2018	Richards, Keith	WA - Employment Admin. Fund		45.00	\$ 1.41	\$ -	\$ (1.41)
12	Paycheck	08/15/2018	Richards, Keith	Social Security Company		62.00	\$ 1.94	\$ 1.94	\$ 0.00
13	Paycheck	08/15/2018	Richards, Keith	Medicare Company		14.50	\$ 0.45	\$ 0.45	\$ (0.00)
14	Paycheck	08/15/2018	Richards, Keith	Federal Unemployment		6.00	\$ 0.19	\$ 0.02	\$ (0.17)
15	Paycheck	08/15/2018	Richards, Keith	WA - Unemployment Company		34.80	\$ 1.09	\$ 0.31	\$ (0.78)
16	Paycheck	08/15/2018	Richards, Keith	Workers Compensation	1.00	92.46	\$ 2.89	\$ 3.48	\$ 0.59
17	Total 1722 Kitchen Remodel					2,271.34	\$ 70.86	\$ 61.63	\$ (9.23)
18									

# FIX ERRORS IN EITHER LBC OR QB: and proof again

- ❑ In this case my Mileage reimbursement was set up incorrectly in Keith's employee file:  $\$390/\text{month} \times 12 = \$4,680$  annually / 52 pay periods =  $\$90/\text{pay period}$

**Payroll intro**

- Employment Info
- Workers' Comp

**EARNINGS**

ITEM NAME	HOURLY/ANNUAL RATE
F - Field Carpenter Hourly	31.25
F - Overtime	46.88
F - Field Non-Billable Hourly	31.25
F - Vacation/Holiday TAKEN	31.25

**ADDITIONS, DEDUCTIONS AND COMPANY CONTRIBUTIONS**

ITEM NAME	AMOUNT	LIMIT
401(k) Deduction	-3.0%	-10,000.00
Medical/Dental Deducti...	-46.23	
F - 401(k) Company M...	3.0%	1,950.00
F - General Liability Ins...	4.3%	
F - Holiday/Vacation/Sick	6.46%	4,250.00
F - Medical/Dental Co...	46.23	2,404.20
F - Indirect Allocation	53.0%	
F - Mileage Reimbu...	90.00	4,680.00

# CORRECT THE PAYCHECK AND ENTER NEW INFO INTO EXCEL

❑ Now the Mileage Reimbursement \$ looks better:

12:03 PM  
02/21/18

**NEW MOON Sample Data**  
**JOB COST PR**  
August 15, 2018

Type	Date	Source Name	Payroll Item	Account	Qty	Amount
<b>Miller, Arthur</b>						
<b>1722 Kitchen Remodel</b>						
Paycheck	08/15/18	Richards, Keith	F - Field Carpenter H...	Gross Production Wages	32	1,000.00
Paycheck	08/15/18	Richards, Keith	F - 401(k) Company M...	Field/Design Employee Benefits		30.00
Paycheck	08/15/18	Richards, Keith	F - General Liability In...	Field/Design Insurances		43.00
Paycheck	08/15/18	Richards, Keith	F - Holiday/Vacation/...	Field/Design Employee Benefits		64.60
Paycheck	08/15/18	Richards, Keith	F - Medical/Dental Co...	Field/Design Employee Benefits	1	36.98
Paycheck	08/15/18	Richards, Keith	F - Indirect Allocation	Field/Design Indirect Alloc		530.00
Paycheck	08/15/18	Richards, Keith	F - Mileage Reimburs...	Field/Design Employee Benefits	1	72.00

# GOOD ENOUGH FOR GOVERNMENT WORK?

- When you understand any variances remaining and they are less than \$1 or so then you're GOOD TO GO!

1	Date	Source Name	Payroll Item	Qty	Amount	\$/Hour	\$/Hour from LBC	Difference			
2	thur										
3	en Remodel										
4	08/15/2018	Richards, Keith	F - Field Carpenter Hourly	32.00	1,000.00	\$ 31.25	\$ 31.25	\$ -			
5	08/15/2018	Richards, Keith	F - 401(k) Company Match		30.00	\$ 0.94	\$ 0.94	\$ 0.00			
6	08/15/2018	Richards, Keith	F - General Liability Insurance		43.00	\$ 1.34	\$ 1.35	\$ 0.01			
7	08/15/2018	Richards, Keith	F - Holiday/Vacation/Sick		64.60	\$ 2.02	\$ 2.04	\$ 0.02			
8	08/15/2018	Richards, Keith	F - Medical/Dental Company Paid	1.00	36.98	\$ 1.16	\$ 1.16	\$ 0.00			
9	08/15/2018	Richards, Keith	F - Indirect Allocation		530.00	\$ 16.44	\$ 16.44	\$ -			
10	08/15/2018	Richards, Keith	F - Mileage Reimbursement	1.00	72.00	\$ 2.25	\$ 2.25	\$ -			
11	08/15/2018	Richards, Keith	WA - Employment Admin. Fund		45.00	\$ 1.15	\$ 1.15	\$ -	Incorrect data in QB		
12	08/15/2018	Richards, Keith	WA - Unemployment Company		34.80	\$ -	\$ -	\$ -	Incorrect data in QB		
13	08/15/2018	Richards, Keith	Social Security Company		62.00	\$ 1.94	\$ 1.94	\$ 0.00			
14	08/15/2018	Richards, Keith	Medicare Company		14.50	\$ 0.45	\$ 0.45	\$ (0.00)			
15	08/15/2018	Richards, Keith	Federal Unemployment		6.00	\$ 0.19	\$ 0.02	\$ (0.17)	FUTA higher Q1		
16	08/15/2018	Richards, Keith	Workers Compensation	1.00	92.46	\$ 2.89	\$ 3.48	\$ 0.59	Experience mod was wrong in QB		
17	Kitchen Remodel				2,271.34	\$ 62.01	\$ 62.47	\$ 0.46			



## THE OUTPUT -

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- In the profit/Loss:
  - Correct COGS Labor
  - Accurate Indirect costs
  - Over/Under Billings accurate
  - Labor efficiency easily calculated
  
- In the job costs:
  - Estimated vs actual DOLLARS and HOURS have a one-to-one correlation



# IN THE PROFIT/LOSS

- ❑ COGS = costs for jobs
- ❑ Indirect = non-billable field labor LESS Indirect Allocation
- ❑ Admin PR = PR taxes and WC for both jobs & indirect

12:52 PM

02/21/18

Accrual Basis

## NEW MOON Sample Data

### Profit & Loss

August 15, 2018

		Aug 15, 18
▼	Cost of Goods Sold	
▼	500 · DIRECT JOB COSTS	
▼	Billable / Job Labor Costs	
	Gross Production Wages	1,000.00
▼	Billable /Job Labor Burden	
	Field/Design Insurances	53.75
	Field/Design Employee Benefits	254.48
	Field/Design Indirect Alloc.	662.50
	Total Billable /Job Labor Burden	970.73
	Total Billable / Job Labor Costs	1,970.73
	Total 500 · DIRECT JOB COSTS	1,970.73
	Total COGS	1,970.73
	Gross Profit	-1,970.73
▼	Expense	
▶	550 · INDIRECT COSTS	-412.50 ◀
▼	603 · OH-PAYROLL EXPENSES	
▼	Administrative Payroll	
	Admin WC	139.25
	Admin PR Taxes	159.38
	Total Administrative Payroll	298.63

## IN THE JOB COSTS:

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- Enter the estimated labor rate in the estimate
- Cost using that rate and you'll have accurate job costs

CUSTOMER:JOB Miller, Arthur:1722 Kitchen Remodel      TEMPLATE FIELD ESTIMATE

# ESTIMATE TEMPLATE

DATE: 08/01/18      NAME / ADDRESS:

ESTIMATE #: 10188

ITEM	DESCRIPTION	QTY	RATE	AMOUNT	MARKUP	TOTAL
01 GENERAL CONDITIONS:Permits	Working drawings and permit acquisition	32	62.47	1,999.04	60.08%	3,200.00

# JOB ESTIMATED HOURS & DOLLARS = CLOSE? CLOSE!

12:47 PM  
02/21/18

**NEW MOON Sample Data**  
**Time by Job Summary**  
January 21 through August 15, 2018

Estimated : Jan 21 - Aug 15, 18

Miller, Arthur:1722 Kitchen Remodel

01 GENERAL CONDITIONS:Permits	32.00	32.00
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Customize Report   Comment on Report   Share Template   Memorize   Print   E-mail   Excel   Hide

Dates All From To Columns Total only

12:44 PM  
02/21/18

**NEW MOON Sample Data**  
**Job Estimates vs. Actuals Detail for Miller, Arthur:1722 Kitch...**  
All Transactions

	Est. Cost	Act. Cost	(\$ Diff.
Permits	1,999.04	2,015.48	16.44
Total 01 GENERAL CONDITIONS (GENERAL CONDITIO...	1,999.04	2,015.48	16.44

## SUMMARY & QUESTIONS:

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- ❑ IF you're still here CONGRATULATIONS! This is a LOT of detail – but get it right and you'll be in HIGH CLOVER!
- ❑ Let me know if you'd like more help:  
[jfmiller@remodelservices.com](mailto:jfmiller@remodelservices.com)

