GUARDIAN STONE CARE & RESTORATION

Hourly Cost and Pricing Worksheet

Work through this every winter. Chapter 9 explains each step.

Step 1: Yearly costs

Cost	Per year
Insurance	
Vehicle (business share)	
Phone, internet, software	
Supplies not billed to customers	
Tool replacement and repair	
Training	
Marketing and printing	
Accountant, attorney, fees	
Other	
A. Total yearly business costs	

Step 2: What you need to earn

B. The yearly pay you want for yourself, before tax: _____

C. Allowance for self-employment and income tax (ask your accountant): _____

D. Total needed (A + B + C): _____

Step 3: Paid hours

E. Field days you can realistically work in a year: _____

F. Paid hours per field day (after travel, setup and breaks): _____

G. Paid desk hours per year (reports, surveys, talks): _____

H. Total paid hours (E × F + G): _____

Step 4: Your hourly cost

Hourly cost = D ÷ H = _____

This is the least you can charge per paid hour and still meet your goals. Price every job from this number, not from a competitor's rate.