Electrical estimate

[Your company] · License # _____ · [Phone / email]

Printable worksheet. The Excel version calculates everything for you.

Customer	
Job address	
Estimate # / date	
Valid until	

SCOPE OF WORK

MATERIAL

Item	Qty	Unit	Unit cost	Line total
Material subtotal (+ waste ___%)				

LABOR

Burdened labor rate: $_____ /hour

Task	Qty	Hours / unit	Total hours	Labor cost

Labor total				

JOB COSTS

Permit and inspection	
Equipment rental	
Disposal	
Travel / parking	
Job-cost subtotal	

OVERHEAD AND MARGIN

Direct cost (material + labor + job costs)	
Overhead ___% of direct cost	
Break-even (direct cost + overhead)	
Price at ___% margin = break-even ÷ (1 – margin)	
Rounded price	

Worked example (200 A service upgrade): direct cost $3,094.00; overhead 20% $618.80; break-even $3,712.80; price at 15% margin $4,368.00; rounded $4,375. Send the customer the scope, price, exclusions and terms, not this worksheet.

Free template from SparkQuote (sparkquote.ai). Check the numbers and terms for your jobs and state.