

Electrician Break-Even Calculator

Know the exact revenue and the number of jobs your electrical business needs each month just to cover costs. Put in your overhead and average job, and see your break-even point by day, week, and month.

- FREE TOOL
- ELECTRICIAN
- PRINT OR FILL ON SCREEN
- BUILT BY FERVOR STUDIO

HOW IT WORKS

The math behind the number

Break-even revenue is your fixed monthly costs divided by your gross margin. Divide that by your average job value and you get the number of jobs you need before your electrician business makes a dollar of profit. Change the average job or the margin and the whole target moves, which is the part that surprises most owners.

THE DEFAULTS

Electrician benchmarks for 2026

The worksheet starts from the sourced figures below, so the first number you see is realistic. You then replace each one with your own.

BENCHMARK	TYPICAL VALUE
Average job value	\$350
Gross margin	45%
Net profit margin	6%
Median field-tech wage	\$30/hr
Payroll burden	40%
Billable utilization	65%
Billed labour rate	\$90/hr

BENCHMARK	TYPICAL VALUE
Close rate	50%
Marketing % of revenue	7%

YOUR WORKSHEET

Fill in your own numbers

Write your figures into the blank column, on paper or on screen. The typical column is only a starting point, so replace it with what your business actually runs.

INPUT	YOUR NUMBER	TYPICAL
Monthly fixed costs (overhead) Rent, insurance, vehicles, software, office and owner wages, ad retainers		\$20,000
Average job value Your blended average		\$350
Gross margin % Gross profit as a share of revenue		45%

OUTPUT	HOW IT IS BUILT	YOUR RESULT
Break-even revenue per month	$\text{fixed} / (\text{margin} / 100)$	
Jobs to break even per month	$\text{break-even revenue} / \text{average job}$	
Jobs to break even per week	$\text{monthly jobs} / 4.3$	

WORKED EXAMPLE

A Electrician example

Monthly fixed costs (overhead)	\$20,000
Average job value	\$350
Gross margin %	45%
Break-even revenue per month	\$44,444
Jobs to break even per month	127
Jobs to break even per week	30

WHERE THE DEFAULTS COME FROM

U.S. Bureau of Labor Statistics – Occupational Outlook Handbook: Electricians (OEWS May 2024, SOC 47-2111)

Steph's Books – Electrical Contractor Profit Margins & Benchmarks (2026): gross/net margins, journeyman burdened-cost table

Housecall Pro – 2026 Electrician Prices: Average Costs & How to Price Jobs (job pricing + customer-billed labor rates)

ServiceTitan – Data Report: Average Call Booking Rates (3,000+ trades; Electrical 41%)

ServiceTitan – 19 Key Field Service Metrics (technician billable utilization 60–80%; estimate close rates 60–70%)

Pipeline On – How Much Should a Contractor Spend on Marketing (marketing % of revenue by business stage)

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