

Electrician Real Cost of Labour Calculator

What you pay a electrical tech and what an hour of their time actually costs you are two different numbers. See your true cost per billable hour once payroll burden and non-billable time are in.

FREE TOOL

ELECTRICIAN

PRINT OR FILL ON SCREEN

BUILT BY FERVOR STUDIO

HOW IT WORKS

The math behind the number

What you pay a electrician tech and what an hour of their time actually costs you are two different numbers. The real cost is the burdened wage, meaning pay plus taxes, insurance, and benefits, divided by the share of paid time that is actually billable. Non-billable hours spread the same cost over fewer billable hours, so the true number sits well above the wage.

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
Hourly wage What you pay per hour		\$30
Payroll burden % Taxes, insurance, benefits, paid time off		40%
Billable utilization % Share of paid hours that are billable		65%
Overhead per billable hour Tools, vehicle, and admin allocated per hour		\$15

OUTPUT	HOW IT IS BUILT	YOUR RESULT
Burdened wage	$\text{wage} \times (1 + \text{burden} / 100)$	
True cost per billable hour	$\text{burdened} / (\text{utilization} / 100) + \text{overhead}$	

WORKED EXAMPLE

A Electrician example

Hourly wage	\$30
Payroll burden %	40%
Billable utilization %	65%
Overhead per billable hour	\$15
Burdened wage	\$42
True cost per billable hour	\$80

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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