

# Landscaping Real Cost of Labour Calculator

What you pay a landscaping 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

LANDSCAPING

PRINT OR FILL ON SCREEN

BUILT BY FERVOR STUDIO

## HOW IT WORKS

### The math behind the number

What you pay a landscaping 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

### Landscaping 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      | \$3,500       |
| Gross margin           | 40%           |
| Net profit margin      | 12%           |
| Median field-tech wage | \$18.5/hr     |
| Payroll burden         | 30%           |
| Billable utilization   | 78%           |
| Billed labour rate     | \$55/hr       |

| BENCHMARK              | TYPICAL VALUE |
|------------------------|---------------|
| Close rate             | 50%           |
| Marketing % of revenue | 6%            |

#### 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 |
|-----------------------------------------------------------------------------------|-------------|---------|
| <b>Hourly wage</b><br>What you pay per hour                                       |             | \$19    |
| <b>Payroll burden %</b><br>Taxes, insurance, benefits, paid time off              |             | 30%     |
| <b>Billable utilization %</b><br>Share of paid hours that are billable            |             | 78%     |
| <b>Overhead per billable hour</b><br>Tools, vehicle, and admin allocated per hour |             | \$15    |

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

#### WORKED EXAMPLE

### A Landscaping example

|                             |             |
|-----------------------------|-------------|
| Hourly wage                 | \$19        |
| Payroll burden %            | 30%         |
| Billable utilization %      | 78%         |
| Overhead per billable hour  | \$15        |
| Burdened wage               | \$24        |
| True cost per billable hour | <b>\$46</b> |

#### WHERE THE DEFAULTS COME FROM

U.S. Bureau of Labor Statistics – OEWS, Landscaping and Groundskeeping Workers (37-3011)

BLS Occupational Outlook Handbook – Grounds Maintenance Workers

O\*NET OnLine – National Wages, Landscaping and Groundskeeping Workers (37-3011.00)

Level CFO – 2026 Landscape Company Financial Benchmarks (margins, net profit, close rate, revenue/customer)

Aspire – Top Landscaping Industry Statistics 2025 (net margin, labor % of revenue)

Service Autopilot – The Real Cost of Labor for Lawn & Landscaping Businesses in 2026 (labor burden, utilization)

FieldCamp – Landscaping Pricing Guide 2026 (billable labor rate, job values)

Landscape Leadership – How Much Should a Landscaping Business Spend on Marketing

Hook Agency – What's a Good Closing Rate for Contractors

NALP – 2025 Financial Benchmark Report (revenue per customer, contract value growth)

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