

The Electrical Rate Book Starter

Every line you could be charging for, and room for your numbers. 2026 edition.

You are at the panel with the cover off. The homeowner wants a number before you have finished counting circuits. This is every line you could be charging for — fill in your own rates once, and the quote writes itself next time.

Why there are no prices printed in this document. We checked. Published 2026 figures for the same job disagree wildly — one national source puts a water heater replacement at \$800–\$1,500, another at \$1,494–\$3,891. Labour rates swing three-fold between a rural county and a metro. Any number we printed would be a guess wearing a suit, and you would be quoting real work off it. So the blanks are deliberate: the rates in this book should be *yours*, worked out once from the sheet on the next page.

How to use it

1. Work out your shop rate on the next page. Most people undercharge because they bill against their wage instead of their true cost.
2. Go through the checklist and fill in a rate for every line you actually offer. Cross out what you do not.
3. Keep it in the van. A rate you have to invent at the kerb is a rate you will regret.
4. When you are tired of copying it by hand, put it into QuoteFlow once and say the job out loud instead.

THE LINES PEOPLE FORGET TO CHARGE FOR

These are the ones that quietly come out of your margin:

- Permit AND the inspection visit — two separate costs of your time
- Load calculation, if you did one
- The temporary power / generator hookup while the panel is out
- Patching where you fished the wall
- Arc-fault and GFCI breakers priced individually — they are not standard breakers

Step 1 — Work out your shop rate

This is arithmetic, not opinion. Fill in the left, and the bottom line is the hourly rate you have to charge to keep the doors open and make the margin you intended.

A. Your target take-home pay for the year	
B. Payroll taxes, insurance, workers' comp, benefits (labour burden — commonly 20–35% on top of A)	
C. Annual overhead (van, fuel, tools, licence, phone, software, accountant, advertising, rent)	
D. Total cost to operate = A + B + C	
E. Billable hours a year (be honest — a 40-hour week is rarely more than 25 billable. 25 × 48 weeks = 1,200)	
F. Break-even hourly rate = D ÷ E	
G. Target net margin (if you want 20%, divide by 0.80 — do not just add 20%)	
Your shop rate = F ÷ (1 – G)	

The mistake this sheet exists to stop

Charging your hourly wage plus a bit. If you pay yourself \$40 an hour and bill \$60, you are not making 50% — after burden and overhead you are probably losing money on every hour, and the busier you get the faster it goes. Line E is where most people flatter themselves: unbilled hours spent quoting, driving, chasing parts and invoicing all have to be carried by the hours you do bill.

Step 2 — Your electrical rate book

Fill in a rate for everything you offer. Add a unit so future-you knows whether it is per job, per hour, per foot or per square.

LABOUR

LINE ITEM	UNIT	YOUR RATE
Service call and diagnosis		
Licensed electrician — per hour, standard		
Licensed electrician — per hour, after hours		
Apprentice — per hour		
Minimum charge (first hour)		

PANELS AND SERVICE

LINE ITEM	UNIT	YOUR RATE
Panel replacement — 100A		
Panel replacement — 200A		
Service upgrade — overhead		
Service upgrade — underground		
Sub-panel install		
Breaker — standard, per unit		
Breaker — AFCI / GFCI, per unit		
Whole-house surge protector		
Grounding rod and bonding		

CIRCUITS AND WIRING

LINE ITEM	UNIT	YOUR RATE
New 15A / 20A circuit — per run		
Dedicated appliance circuit		
240V circuit — dryer / range		
EV charger circuit and install		
Rewire — per room		
Wire — per foot, by gauge		
Fish and patch existing wall		

DEVICES AND FIXTURES

LINE ITEM	UNIT	YOUR RATE
Outlet — add new		
Outlet — replace		
Switch — standard / dimmer / smart		
Ceiling fan — install with existing box		
Ceiling fan — install with new box and bracing		
Recessed light — per can		
Exterior / security lighting		
Smoke and CO detector — hardwired		

CHARGES AND ADDERS

LINE ITEM	UNIT	YOUR RATE
Permit — cost passed through		
Permit — your time to pull and meet inspector		
Load calculation		
Trip charge / fuel surcharge		
Temporary power during works		
Warranty period offered (note the term, not a price)		

Tired of copying this into every quote?

That is the whole idea behind QuoteFlow. You enter this rate book once, then stand at the job and say what you are doing — “replace the 200-amp panel, twenty breakers, permit and inspection, six hours labour” — and it comes back as priced line items from the rates on these pages. Nothing is generated or guessed; anything it does not recognise arrives flagged with no price, so a made-up number never reaches a customer. The customer signs on their phone before you leave.

First 10 quotes are free. No credit card. \$29/month flat after that — no per-quote or per-signature fees.

quote-flow.org/electricians