



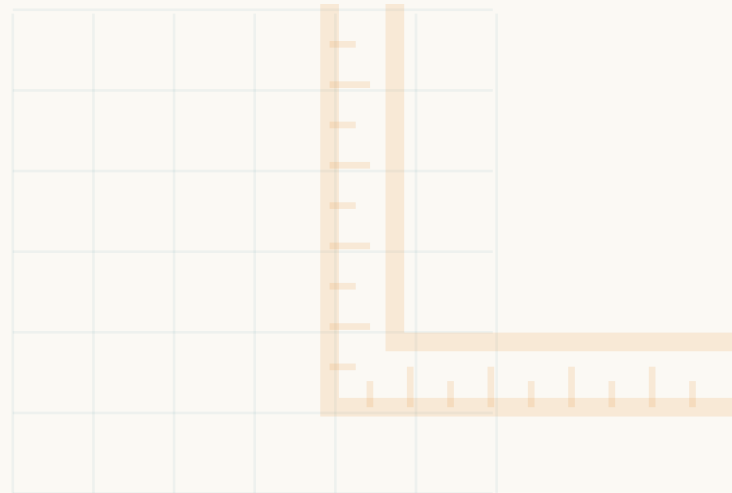
ARDENT WORKSHOP

AN ARDENT WORKSHOP PRODUCT

# Bid Markup & Job-Cost Calculator

A free one-calculation tool — cost in, a bid with a real margin out.

Free · from Ardent Workshop



# Markup is not margin — and that's costing you

This free calculator does one thing well: it turns a job's cost into a bid that covers your overhead and leaves a profit. Enter the direct cost, your overhead rate, and the profit you want — it returns the margin, the markup, and the price.

## THE ONE NUMBER THAT TRIPS UP EVERYONE

Markup is measured against your cost; margin against your price. A 30% margin needs a 42.9% markup — not 30%. Charge a markup as if it were a margin, and you underprice every job. The calculator does the conversion for you.

## How to use the calculator

- 1 Open Bid-Markup-and-Job-Cost-Calculator.xlsx (Excel, Google Sheets, or LibreOffice).
- 2 Enter the job's direct cost — your materials, labor, subs, and equipment.
- 3 Enter your overhead rate (a year of overhead ÷ your yearly job cost — ~15–25% is common) and your target profit.
- 4 Read off the gross margin, the markup to charge, the bid price, and your profit.

## WANT THE WHOLE BID, NOT JUST THE MARKUP?

This free tool does one calculation. The Contractor & Trades Estimating Workbook builds the whole bid — line-item takeoff in five buckets, an overhead calculator, a change-order log, a unit-cost price book, and a client-ready bid summary, in one connected spreadsheet — Excel, Google Sheets, or LibreOffice. [Get it at ardentworkshop.com](https://ardentworkshop.com) >

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