DASHBOARD & PROFIT SUMMARY

GreenEdge Lawn & Landscape | Lawn Care & Landscaping | Current quote: Q-1001 - Robert Chen

THIS QUOTE

Total Quote (before tax)	Total Est. Cost (direct + overhead)	Est. Net Profit $	Est. Gross Margin %
$60.00	$41.15	$18.85	49.4%

Direct job cost	Gross profit $	Overhead allocation	Est. Net Margin %
$30.35	$29.65	$10.80	31.4%

HEALTHY MARGIN

Red below:	30.0%	Green at or above:	45.0%

PRICE GUIDE

Break-even price	$37.02
Recommended bid	$60.00
Your price	$60.00
Revenue per paid labor hour	$73.47

WHERE EACH QUOTE DOLLAR GOES

Labor	29.9%
Materials	3.9%
Equipment, vehicle & other	16.8%
Overhead	18.0%
Net profit	31.4%



ALL JOBS (from Job Tracker)

Jobs logged	Jobs completed (actuals in)	Revenue (completed jobs)	Profit vs. estimate (completed)
1	1	$55.00	-$6.59

Est. gross margin (completed)	Actual gross margin (completed)	Labor variance	Materials + equip/other variance
10.1%	-1.9%	-$6.59	$0.00

Biggest profit leak so far: LABOR: crews are taking longer than estimated

HOW TO USE

1. Settings tab: enter your company, wage, overhead and margin rules once.
2. Estimator tab: fill the blue cells for a new job.
3. Check this Dashboard: red = raise the price or cut scope.
4. Quote tab: pick Itemized prices or Lump sum (right of the quote), then File > Print > Save as PDF (Ctrl+P / Cmd+P) and send the PDF, never this file.
5. Job won? Copy Estimator section 8 > Paste Values on Job Tracker.
6. After the job, enter actual hours & costs on the Job Tracker.

Excel: if a yellow bar says PROTECTED VIEW, click Enable Editing.

Google Sheets: File > Make a copy and work in your copy. Sheet protection does not carry over, so type only in the blue cells.

Tip: Save a copy per quote (File > Save As) if you need to reopen old quotes.

SAMPLE PREVIEW • PROBIDSHEETS.COM

JOB COSTING & ESTIMATOR - Lawn Care & Landscaping

Blue cells = your inputs	Automatic	*Internal only - never send this tab to a client. Send the Quote tab as a PDF.*

1. JOB & CLIENT

Quote #	Q-1001
Quote date	Nov 27, 2026
Client name	Robert Chen
Service address	905 Willow Ln
City, State ZIP	Charlotte, NC 28210
Phone	(704) 555-0117
Email	r.chen@example.com

		Time multiplier
Service type	Mow, edge & blow	1.00
Frequency	Weekly	1.00
Terrain / obstacles	Flat & open	1.00
Combined time multiplier		**1.00**

2. TIME ESTIMATE (labor hours)

Task (also used as the quote line)	Qty	Unit	Rate	Rate means	Base labor hrs	Adjusted hrs	Quote line #	Quote amount	Rounded share
Mowing	10,000	sq ft	30,000	*sq ft/labor hr*	0.33	0.33	1	$28.00	$28.00
Edging & trimming	250	linear ft	1,000	*linear ft/labor hr*	0.25	0.25	2	$21.00	$21.00
Blowing hard surfaces	1	visit	8	*min per visit*	0.13	0.13	3	$11.00	$11.00
Shrub trimming	0	shrub	8	*min per shrub*	0.00	0.00		$0.00	$0.00
Bed weeding	0	sq ft	300	*sq ft/labor hr*	0.00	0.00		$0.00	$0.00
Mulch install	0	cu yd	60	*min per cu yd*	0.00	0.00		$0.00	$0.00
On-site labor hours (all workers combined)					0.72	**0.72**			

Multipliers apply to the main tasks; add-ons/setup use their own fixed time. Quote amounts split the price by each task's share of hours, rounded to whole dollars (last line absorbs the cents).

3. LABOR

Crew size (workers)	1
On-site labor hours	0.72
Time on site per visit (hours, crew working together)	0.72
Round-trip drive time (hours, paid)	0.10
Total paid labor hours	**0.82**
Hourly wage override (leave blank = Settings default)	
Hourly wage used	$18.00
Labor burden (taxes, workers' comp, benefits)	22.0%
Burdened cost per labor hour	$21.96
LABOR COST	**$17.93**

4. MATERIALS & SUPPLIES

Item	Cost per unit	Unit	Qty	Waste / spillage %	Cost
Mulch	$35.00	cu yd	0	10.0%	$0.00
Trimmer line & blades (wear)	$1.00	visit	1	0.0%	$1.00
Yard waste bags	$0.60	bag	2	10.0%	$1.32
	$0.00		0	10.0%	$0.00
	$0.00		0	10.0%	$0.00
MATERIALS COST					**$2.32**

Qty cells holding a formula are linked to the task quantities above; you can type over them.

5. EQUIPMENT, VEHICLE & OTHER DIRECT COSTS

Equipment (from Settings)	Cost per hour	Hours used	Cost
Commercial mower (48-60 in.)	$3.00	0.72	$2.15
String trimmer	$0.58	0.72	$0.42
Backpack blower	$0.63	0.72	$0.45
Hedge trimmer	$0.67	0.72	$0.48
Trailer	$0.60	0.72	$0.43

Hours used defaults to time on site; type over it if a machine runs less.

Vehicle: round-trip miles	$0.73	3	$2.18

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[YOUR LOGO HERE]
Insert > Picture, then drag over this box

GreenEdge Lawn & Landscape

100 Main Street, Suite 2
Springfield, IL 62701
(555) 555-0100
hello@yourcompany.com
www.yourcompany.com
Licensed & insured

LAWN CARE QUOTE

Quote # Q-1001
Date Nov 27, 2026
Valid until Dec 27, 2026

PREPARED FOR

Robert Chen
905 Willow Ln
Charlotte, NC 28210
(704) 555-0117
r.chen@example.com

SERVICE DETAILS

Service type **Mow, edge & blow**
Frequency: **Weekly**

#	Description	Qty	Unit	Amount
1	Mowing	10,000	sq ft	$28.00
2	Edging & trimming	250	linear ft	$21.00
3	Blowing hard surfaces	1	visit	$11.00

Clippings blown off driveways, walkways and patios after every visit.

Subtotal $60.00

TOTAL $60.00

PAYMENT TERMS

Recurring service is billed monthly; payment due within 15 days of invoice.
Visits missed due to weather are rescheduled at no extra charge.
Overgrown lawns (over 6 in.) may be charged a one-time catch-up fee.

ACCEPTANCE

By signing below, you accept this quote and the payment terms above.

Client signature _____ Date _____

Printed name _____

Thank you for choosing GreenEdge Lawn & Landscape!