

The Flat-Rate Cheat Sheet - 20 common electrical jobs at three shop rates

Normal-difficulty prices: labor at your shop rate + typical materials with 25% markup, rounded up to the nearest \$5. No trip fee or minimum included - add yours on top.

Job	at \$100/h	at \$120/h	at \$150/h
Diagnostic service call (first hour of troubleshooting)	\$100	\$120	\$150
Replace tripped or failed 15-20A breaker	\$100	\$115	\$135
Replace standard receptacle	\$60	\$70	\$85
Replace standard single-pole switch	\$60	\$70	\$85
Install dimmer switch (single-pole)	\$120	\$135	\$160
Add new receptacle from existing circuit (open access)	\$190	\$220	\$265
Replace 2-prong with grounded 3-prong receptacle (ground present)	\$90	\$105	\$125
Install 30A dryer receptacle on existing circuit	\$150	\$170	\$200
Replace light fixture like-for-like (customer-supplied fixture)	\$85	\$100	\$120
Install recessed LED retrofit in existing can (each)	\$110	\$125	\$150
Install chandelier or heavy fixture with brace box	\$250	\$290	\$350
Replace ceiling fan on existing fan-rated box	\$135	\$160	\$200
Install ceiling fan replacing light fixture (add fan brace)	\$245	\$285	\$345
Add 20A dedicated circuit (up to 50 ft accessible run)	\$440	\$500	\$590
Install whole-house surge protector at panel	\$325	\$350	\$390
Panel upgrade 100A to 200A (overhead service same location)	\$2,875	\$3,075	\$3,375
Replace receptacle with GFCI receptacle	\$105	\$120	\$145
Replace hardwired interconnected smoke detector	\$95	\$105	\$120
Install NEMA 14-50 outlet for Level 2 EV charger (within 20 ft of panel)	\$725	\$805	\$925
Install video doorbell on existing doorbell wiring	\$115	\$135	\$165

Where a shop rate comes from: (annual overhead + the salary you want x 1.20 payroll burden) ÷ the hours you can actually bill = your true hourly cost. Divide by 0.85 for a 15% margin and round up to the nearest \$5 - that is your shop rate.

Find YOUR rate in two minutes - free calculator, no signup wall, no sales calls:

flatratemath.com/tools/hourly-rate-finder · Turn it into a full 75-task price book: the Flat-Rate Price Book Builder (\$39, Excel + Google Sheets).