3.2 In-House Shop Rates, Selected Areas

Area	Energy Utility Operator	General M&R Worker	Grounds Worker	House Keeper	Pest Control Tech	Property Manager	Refuse Collector	Road Worker	Security Guard	Telecom Worker	Water Utility Operator
Akron, OH											
Direct Wage	$26.91	$32.90	$12.54	$9.74	$16.47	$35.15	$14.70	$38.41	$14.07	$26.20	$19.03
Markup	$53.82	$65.80	$25.08	$19.48	$32.94	$70.30	$29.40	$76.82	$28.14	$52.40	$38.06
Total Shop Rate	$80.73	$98.70	$37.62	$29.22	$49.41	$105.45	$44.10	$115.23	$42.21	$78.60	$57.09
Alamogordo, NM											
Direct Wage	$23.90	$21.79	$10.63	$8.57	$15.27	$16.23	$12.11	$25.45	$11.48	$19.19	$13.92
Markup	$47.80	$43.58	$21.26	$17.14	$30.53	$32.46	$24.22	$50.90	$22.96	$38.38	$27.84
Total Shop Rate	$71.70	$65.37	$31.89	$25.71	$45.80	$48.69	$36.33	$76.35	$34.44	$57.57	$41.76
Albany, NY											
Direct Wage	$30.05	$29.55	$13.66	$11.34	$19.46	$39.73	$13.55	$34.50	$15.59	$30.89	$18.98
Markup	$60.10	$59.10	$27.32	$22.68	$38.92	$79.46	$27.10	$69.00	$31.18	$61.78	$37.96
Total Shop Rate	$90.15	$88.65	$40.98	$34.02	$58.38	$119.19	$40.65	$103.50	$46.77	$92.67	$56.94
Albuquerque, NM											
Direct Wage	$27.33	$28.88	$12.01	$9.30	$18.26	$20.85	$13.85	$33.72	$12.08	$23.49	$14.84
Markup	$54.66	$57.76	$24.02	$18.60	$36.51	$41.70	$27.70	$67.44	$24.16	$46.98	$29.68
Total Shop Rate	$81.99	$86.64	$36.03	$27.90	$54.77	$62.55	$41.55	$101.16	$36.24	$70.47	$44.52
Altus, OK											
Direct Wage	$23.02	$25.75	$12.11	$9.48	$15.02	$21.44	$13.07	$30.07	$9.24	$23.24	$13.92
Markup	$46.04	$51.50	$24.23	$18.96	$30.04	$42.88	$26.14	$60.14	$18.48	$46.48	$27.84
Total Shop Rate	$69.06	$77.25	$36.34	$28.44	$45.06	$64.32	$39.21	$90.21	$27.72	$69.72	$41.76
Amarillo, TX											
Direct Wage	$24.21	$26.08	$11.16	$8.28	$19.87	$19.02	$12.28	$30.45	$23.07	$16.22	$14.70
Markup	$48.42	$52.16	$22.32	$16.56	$39.74	$38.04	$24.56	$60.90	$46.14	$32.44	$29.40
Total Shop Rate	$72.63	$78.24	$33.48	$24.84	$59.61	$57.06	$36.84	$91.35	$69.21	$48.66	$44.10
Anacortes, WA											
Direct Wage	$28.50	$35.54	$14.52	$10.53	$18.62	$26.54	$17.03	$41.49	$16.41	$25.57	$21.26
Markup	$57.00	$71.08	$29.04	$21.06	$37.24	$53.08	$34.06	$82.98	$32.82	$51.14	$42.52
Total Shop Rate	$85.50	$106.62	$43.56	$31.59	$55.86	$79.62	$51.09	$124.47	$49.23	$76.71	$63.78
Anaheim, CA											
Direct Wage	$31.76	$34.92	$15.99	$12.41	$17.84	$22.50	$16.11	$40.77	$12.74	$25.26	$29.78
Markup	$63.52	$69.84	$31.98	$24.82	$35.68	$45.00	$32.22	$81.54	$25.48	$50.52	$59.56
Total Shop Rate	$95.28	$104.76	$47.97	$37.23	$53.52	$67.50	$48.33	$122.31	$38.22	$75.78	$89.34
Anchorage, AK											
Direct Wage	$35.17	$40.14	$15.37	$12.08	$22.97	$23.18	$22.15	$46.87	$18.76	$27.03	$28.10
Markup	$70.34	$80.28	$30.74	$24.16	$45.94	$46.36	$44.30	$93.74	$37.52	$54.06	$56.20
Total Shop Rate	$105.51	$120.42	$46.11	$36.24	$68.91	$69.54	$66.45	$140.61	$56.28	$81.09	$84.30
Ann Arbor, MI											
Direct Wage	$35.09	$41.11	$13.32	$11.88	$22.92	$33.99	$11.89	$48.00	$16.18	$24.33	$23.50
Markup	$70.18	$82.22	$26.64	$23.76	$45.84	$67.98	$23.78	$96.00	$32.36	$48.66	$47.00
Total Shop Rate	$105.27	$123.33	$39.96	$35.64	$68.76	$101.97	$35.67	$144.00	$48.54	$72.99	$70.50
Annapolis, MD											
Direct Wage	$26.06	$30.03	$14.98	$11.42	$20.03	$32.22	$14.20	$35.06	$17.12	$22.00	$18.47
Markup	$52.12	$60.06	$29.96	$22.84	$40.06	$64.44	$28.40	$70.12	$34.24	$44.00	$36.94
Total Shop Rate	$78.18	$90.09	$44.94	$34.26	$60.09	$96.66	$42.60	$105.18	$51.36	$66.00	$55.41

Note: Total shop rates are expressed as costs per hour. Shop markup includes all benefits, non-productive time, support, and supervision.