

2012 WMABA Labor Rate Survey Results

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In an effort to provide its members with genuine market data on the Washington Metropolitan region, WMABA partnered with CSi Complete in late 2011 to strategize and implement an extensive Labor Rate Survey. The announcement of this first-ever undertaking led to an outpouring of excitement from the WMABA community, as shops throughout the region enthusiastically participated when asked to do so. Launched in January of this year, the survey asked hundreds of repair shops the following questions:

- What is your retail hourly body Labor Rate?;
- What is your retail hourly frame/structural Labor Rate?;
- What is your retail hourly paint/refinish Labor Rate?;
- What is your retail hourly paint material rate?;
- Do you use a Paint & Material Calculator such as PMC Logic, Mitchell RMC or Paint Logic? (yes/no);
- What is your retail hourly mechanical Labor Rate?;
- Do you have a certified aluminum structural repair area?;
- If yes, what is your retail hourly structural aluminum rate?;
- What is your daily storage rate? Inside Outside;
- What is the total number of technicians employed (body, paint and mechanical)?

The compelling data derived from the survey was tallied and organized by the following regions: Baltimore Area, Annapolis Area, Hagerstown Area, Washington DC, Virginia Beach Area, Charlottesville Area, Richmond Area and Roanoke Area.

The results are as follows:

REGION 1 - BALTIMORE AREA

(Caroll County, MD; Howard County, MD; Baltimore County, MD; Harford County, MD; Cecil County, MD; The City of Baltimore)

<u>Question</u>	<u>Range</u>	<u>Average</u>	<u>% Yes</u>
Q1 Body Labor	\$40.00-\$75.00	\$43.64	
Q2 Frame Labor	\$40.00-\$88.00	\$51.04	
Q3 Paint Labor	\$26.00-\$60.00	\$42.42	
Q4 Paint Material	\$20.00-\$42.00	\$27.26	
Q4a Paint Calc			16.0%
Q5 Mechanical Labor	\$65.00-\$129.00	\$90.30	
Q6 Structural Area			26.6%
Q6a Structural Labor	\$42.00-\$125.00	\$63.62	
Q7 Inside Storage	\$25.00-\$150.00	\$46.04	
Q7 Outside Storage	\$15.00-\$75.00	\$36.07	
Q8 No of Techs	1-15	5.75	

REGION 2 - ANNAPOLIS AREA**(Kent County, MD; Anne Arundel County, MD; Calvert County, MD; Queen Anne's County, MD; Talbot County, MD; Caroline County, MD; Dorchester County, MD)**

<u>Question</u>	<u>Range</u>	<u>Average</u>	<u>% Yes</u>
Q1 Body Labor	\$40.00-\$52.00	\$43.51	
Q2 Frame Labor	\$42.00-\$85.00	\$51.41	
Q3 Paint Labor	\$40.00-\$52.00	\$43.44	
Q4 Paint Material	\$16.00-\$32.00	\$27.11	
Q4a Paint Calc			15.4%
Q5 Mechanical Labor	\$50.00-\$140.00	\$91.33	
Q6 Structural Area			23.7%
Q6a Structural Labor	\$45.00-\$119.00	\$75.25	
Q7 Inside Storage	\$25.00-\$100.00	\$44.86	
Q7 Outside Storage	\$20.00-\$60.00	\$35.13	
Q8 No of Techs	1-25	7.31	

REGION 3 - HAGERSTOWN AREA**(Garrett County, MD; Allegany County, MD; Washington County, MD; Fredrick County, MD; Fredrick County, VA; Clarke County, VA; Loudoun County, VA; Warren County, VA)**

<u>Question</u>	<u>Range</u>	<u>Average</u>	<u>% Yes</u>
Q1 Body Labor	\$40.00-\$52.00	\$43.59	
Q2 Frame Labor	\$44.00-\$90.00	\$55.27	
Q3 Paint Labor	\$28.00-\$52.00	\$42.92	
Q4 Paint Material	\$24.00-\$44.00	\$29.08	
Q4a Paint Calc			22.9%
Q5 Mechanical Labor	\$44.00-\$105.00	\$81.57	
Q6 Structural Area			19.4%
Q6a Structural Labor	\$42.00-\$85.00	\$63.50	
Q7 Inside Storage	\$20.00-\$85.00	\$49.43	
Q7 Outside Storage	\$20.00-\$65.00	\$39.86	
Q8 No of Techs	1-20	8.16	

REGION 4 - WASHINGTON DC AREA

(Montgomery County, MD; Prince George's County, MD; Charles County, MD; St Mary's County, MD; Fairfax County, VA; Rappahannock, VA; Fauquier County, VA; Prince William County, VA; Stafford County, VA; Spotsylvania County, VA; King George County, VA; Westmoreland County, VA; Culpepper County, VA; The City of Washington DC; Alexandria City, VA; Arlington, VA)

<u>Question</u>	<u>Range</u>	<u>Average</u>	<u>% Yes</u>
Q1 Body Labor	\$38.00-\$50.00	\$43.35	
Q2 Frame Labor	\$38.00-\$90.00	\$51.67	
Q3 Paint Labor	\$25.00-\$50.00	\$42.80	
Q4 Paint Material	\$18.00-\$95.00	\$28.89	
Q4a Paint Calc			14.4%
Q5 Mechanical Labor	\$28.00-\$128.00	\$92.44	
Q6 Structural Area			25.4%
Q6a Structural Labor	\$42.00-\$125.00	\$62.54	
Q7 Inside Storage	\$16.00-\$100.00	\$55.02	
Q7 Outside Storage	\$25.00-\$100.00	\$45.67	
Q8 No of Techs	1-57	9.96	

REGION 5 - VIRGINIA BEACH AREA

(Wicomico County, MD; Somerset County, MD; Worcester County, MD; Accomack County, VA; Northampton County, VA; Gloucester County, VA; York County, VA; Surry County, VA; Isle of Wight County, VA; Suffolk City County, VA; Mathews County, VA; Southampton County, VA; Portsmouth County, VA; Chesapeake County, VA; Virginia Beach County, VA)

<u>Question</u>	<u>Range</u>	<u>Average</u>	<u>% Yes</u>
Q1 Body Labor	\$42.00-\$55.00	\$44.41	
Q2 Frame Labor	\$42.00-\$85.00	\$56.63	
Q3 Paint Labor	\$32.00-\$55.00	\$44.17	
Q4 Paint Material	\$25.00-\$44.00	\$30.28	
Q4a Paint Calc			22.0%
Q5 Mechanical Labor	\$30.00-\$108.00	\$82.50	
Q6 Structural Area			22.0%
Q6a Structural Labor	\$25.00-\$90.00	\$60.20	
Q7 Inside Storage	\$15.00-\$100.00	\$42.69	
Q7 Outside Storage	\$15.00-\$85.00	\$33.54	
Q8 No of Techs	1-20	6.95	

REGION 6 - CHARLOTTESVILLE AREA

(Augusta County, VA; Albemarle County, VA; Nelson County, VA; Rockingham County, VA; Shenandoah County, VA; Greene County, VA; Madison County, VA; Orange County, VA; Louisa County, VA; Fluvanna County, VA; Buckingham County, VA)

<u>Question</u>	<u>Range</u>	<u>Average</u>	<u>% Yes</u>
Q1 Body Labor	\$42.00-\$45.00	\$44.28	
Q2 Frame Labor	\$50.00-\$80.00	\$58.00	
Q3 Paint Labor	\$35.00-\$45.00	\$43.72	
Q4 Paint Material	\$28.00-\$35.00	\$31.83	
Q4a Paint Calc			16.7%
Q5 Mechanical Labor	\$50.00-\$95.00	\$70.33	
Q6 Structural Area			38.9%
Q6a Structural Labor	\$44.00-\$65.00	\$54.71	
Q7 Inside Storage	\$25.00-\$75.00	\$46.88	
Q7 Outside Storage	\$20.00-\$65.00	\$38.13	
Q8 No of Techs	1-18	5.61	

REGION 7 - RICHMOND AREA

(Caroline County, VA; Hanover County, VA; Essex County, VA; Goochland County, VA; Henrico County, VA; The City of Richmond, VA; Northumberland County, VA; Lancaster County, VA; King William County, VA; New Kent County, VA; Charles City County, VA; Powhatan County, VA; Amelia County, VA; Prince Edward County, VA; Charlotte County, VA; Nottoway County, VA; Amelia County, VA; Chesterfield County, VA; Prince George County, VA; Dinwiddie County, VA; Lunenburg County, VA; Sussex County, VA; Mecklenburg County, VA; Brunswick County, VA; Greens County, VA; King and Queen County, VA; Richmond County, VA; James City County, VA; Cumberland County, VA)

<u>Question</u>	<u>Range</u>	<u>Average</u>	<u>% Yes</u>
Q1 Body Labor	\$42.00-\$65.00	\$45.34	
Q2 Frame Labor	\$44.00-\$75.00	\$57.64	
Q3 Paint Labor	\$32.00-\$65.00	\$44.96	
Q4 Paint Material	\$15.00-\$45.00	\$32.86	
Q4a Paint Calc			24.3%
Q5 Mechanical Labor	\$52.00-\$106.00	\$80.98	
Q6 Structural Area			16.2%
Q6a Structural Labor	\$42.00-\$75.00	\$52.80	
Q7 Inside Storage	\$25.00-\$85.00	\$43.82	
Q7 Outside Storage	\$15.00-\$56.25	\$35.63	
Q8 No of Techs	1-19	6.68	

REGION 8 - ROANOKE AREA

(Highland County, VA; Bath County, VA; Rockbridge County, VA; Amherst County, VA; Alleghany County, VA; Roanoke County, VA; Botetourt County, VA; Bedford County, VA; Campbell County, VA; Pittsylvania County, VA; Halifax County, VA; Appomattox County, VA; Henry County, VA; Franklin County, VA; Patrick County, VA; Franklin County, VA; Floyd County, VA; Montgomery County, VA; Giles County, VA; Pulaski County, VA; Carroll County, VA; Grayson County, VA; Wythe County, VA; Bland County, VA; Smyth County, VA; Tazewell County, VA; Washington County, VA; Russell County, VA; Buchanan County, VA; Dickenson County, VA; Russell County, VA; Wise County, VA; Scott County, VA; Lee County, VA; Page County, VA; City of Salem, VA)

<u>Question</u>	<u>Range</u>	<u>Average</u>	<u>% Yes</u>
Q1 Body Labor	\$27.50-\$50.00	\$43.34	
Q2 Frame Labor	\$44.00-\$75.00	\$55.54	
Q3 Paint Labor	\$27.50-\$50.00	\$42.64	
Q4 Paint Material	\$28.00-\$44.00	\$32.38	
Q4a Paint Calc			18.4%
Q5 Mechanical Labor	\$27.50-\$92.00	\$63.55	
Q6 Structural Area			32.7%
Q6a Structural Labor	\$42.00-\$96.00	\$62.19	
Q7 Inside Storage	\$20.00-\$100.00	\$44.82	
Q7 Outside Storage	\$10.00-\$50.00	\$30.52	
Q8 No of Techs	1-11	3.86	