

Ridgeway Paver Patio

320 sq ft · Paver patio installation

BID #HB-2026-014 ISSUED JUL 13, 2026 VALID 30 DAYS

PREPARED FOR

J. Ridgeway

123 Example Ln.
Springfield, ST 00000

PREPARED BY

YOUR LOGO HERE

Your Company Name · License #00000

Choose your finish

Every option starts from the same solid foundation — only the surface changes.

Good

Standard paver, running-bond pattern.

- Standard-grade paver, running bond
- Compacted base + edge restraint
- Polymeric jointing sand
- 1-year workmanship warranty

\$8,120

\$25.38 / sq ft

RECOMMENDED

Better

Premium paver, herringbone pattern.

- Premium paver, herringbone lay
- Compacted base + edge restraint
- Polymeric jointing sand
- 2-year workmanship warranty

\$8,540

\$26.69 / sq ft

Best

Premium paver, border course + sealant.

- Premium paver + contrast border
- Compacted base + edge restraint
- Sealant application
- 3-year workmanship warranty

\$9,310

\$29.09 / sq ft

SITE & ACCESS NOTES

- Rear-yard access via side gate — 42 in. clearance for equipment.
- Existing concrete patio to be demoed and hauled off site.
- Underground utilities marked before excavation begins.

Scope of Work

Better option — herringbone paver patio

ITEM	QUANTITY / SPEC
Excavation & grading	320 sq ft, 8" depth
Compacted base gravel	~14.8 tons
Bedding sand	~1.8 tons
Pavers, herringbone lay	~326 sq ft incl. waste
Edge restraint	72 linear ft
Polymeric jointing sand	4 bags

Timeline: 2–3 working days, weather permitting. Crew of 3.

PAYMENT SCHEDULE

30%

DEPOSIT

40%

AT BASE COURSE

30%

AT COMPLETION

NOT INCLUDED

- Permits, if required by local code.
- Drainage or downspout relocation.
- Repair of irrigation lines damaged during excavation.

CLIENT ACCEPTANCE

By signing, client approves this scope of work and pricing.

SIGNATURE

DATE

True-Cost Stack

How the Better-option price was built — for your eyes only

Materials	Labor	Overhead	Margin
Materials	Burdened labor	Overhead	Margin
Materials	\$1,920	pavers · base · sand · edge	
Burdened labor	\$3,485	40 hrs @ \$29.04/hr all-in	
Overhead recovery	\$1,000	40 hrs @ \$25/hr	
True cost to build	\$6,405		
Price at 25% margin	\$8,540	\$26.69/sq ft · +\$2,135 profit	

Watch this: the \$18/sq-ft "sounds about right" bid — \$5,760 — lands below the true cost and loses \$645 on this job.

ASSUMPTIONS

- Standard soil conditions — no rock excavation or unusual fill.
- Existing patio removal included in the labor line above.
- Crew of 3 at this project's blended burdened rate.

This page never reaches the client — it's the arithmetic behind the number on page 1. Recalculate it for every job; a rate that worked last month may not cover this month's material costs.