

Recurring mowing stop audit

For residential mowing owner-operators. Use your own records. Quoturf tool values are in USD. Keep customer details off this sheet. This PDF does not submit information to Quoturf.

Stop nickname: _____ Review date: _____

- ☐ **1. Count a normal visit**
Add on-site work, access, setup, loading, cleanup and allocated driving. Keep unusual one-time work separate from the recurring-visit assumption.
- ☐ **2. Assign each drive leg once**
Include the stop's share of outward, between-stop and return travel. Write down how you divided shared travel across the stops it serves.
- ☐ **3. Include field labor before profit**
Apply your owner field-pay target and any employee labor cost to the time consumed. Count each person once. Owner field pay is a cost, not the business profit left over.
- ☐ **4. Check visit costs for overlaps**
Include applicable equipment, vehicle, materials and disposal costs. For example, do not add fuel again if it is already included in an equipment allowance.
- ☐ **5. Allocate overhead and separate fees**
Use realistic annual route hours to allocate overhead. Keep fixed payment fees separate from percentage fees, and count each cost only once.
- ☐ **6. Check the price-floor calculation**
Price floor = (time cost + direct costs + overhead + fixed fee)
divided by (1 - percentage fee - target margin).
This assumes the percentage payment fee is charged on the pre-tax selling price. Use decimals for percentages; fee plus margin must total less than 100%, and the modeled cost base must be positive.
- ☐ **7. Review before deciding**
Compare the current pre-tax price with the modeled floor. Verify assumptions against completed visits and check whether the full route recovers overhead before deciding what to change.

Next assumption to verify: _____

Use the free tool that fits your work. No signup or purchase required.

Solo stop: quoturf.com/#calculator

Crew / route: quoturf.com/tools/lawn-care-route-profitability-calculator

This is an input-based, pre-tax planning check. A calculated floor does not establish what customers will pay or guarantee a business result.

Adapted from the Quoturf web checklist, pricing guide and route-density guide. This companion is not an export of the website's print layout.