HACCP Consultant Quote Checklist

What a quote should show, what to ask before you sign, and a grid for comparing three quotes side by side.

2026 benchmarks (published rates). US: $150–$400 per hour, about $2,000 per day · Canada: CAD $125 per hour or CAD $1,000 per day · UK: £400–£600 per day · Single plan for a restaurant, truck or caterer: from about $3,250 · Full programme for a small manufacturer: $7,500–$15,000 · Health department review: $100–$400 flat or roughly $100–$180 per hour · Review of a plan you wrote: $300–$1,200.

1. Ten line items a quote should show

Line item	What to look for	Quote A	Quote B	Quote C
Scope	Number of products or processes; which regulation the plan is written to			
Site visit / walk-through	On site, by video, or none			
Flow diagrams	One per process, verified against the real operation			
Hazard analysis + CCP summary	Critical limits referenced to your food code			
Prerequisite programmes / SOPs	Included, or assumed to exist already			
Blank monitoring logs	The actual forms staff will fill in			
Submission + revision rounds	How many rounds of regulator comments are covered			
Staff training	Hours, format, number of people			
File ownership	Editable Word / Excel files handed over			
Hour cap + overage rate	What happens when the estimate is exceeded			
Total price	Fixed or estimate?			
Not included	Review fees, lab testing, audit, travel			

2. Twelve questions to ask (send by email, keep the answers)

- ☐ Have you had a plan approved by **my** health department or certification body? When?
- ☐ Is this a fixed price or an estimate? What is the hourly rate beyond it?
- ☐ How many products or processes does the price cover?
- ☐ Will you visit, or walk the process by video?
- ☐ Are prerequisite programmes and SOPs included or assumed?
- ☐ How many rounds of regulator revisions are included?
- ☐ Who pays the plan review or variance fee?
- ☐ Do I receive editable files, and do I own them?
- ☐ Is staff training included, and for how many people?
- ☐ What does an update cost when my menu changes?
- ☐ What do you need from me, and by when, to hold the price?
- ☐ Can I speak to a client with an operation like mine?

Red flags. "Guaranteed approval" — only the regulator decides. Hourly billing with no cap. A finished plan delivered without anyone looking at your kitchen.

The hybrid route. Build the draft yourself (regulator template or plan-building software), then pay for 2–3 hours of expert review. Typical saving: thousands.

3. Do you need a consultant at all?

Hire a consultant	You can usually do it yourself
Meat, poultry, seafood or juice processing under federal HACCP rules	Standard cook, cool, hold and serve operations
SQF, BRCGS or FSSC 22000 certification	Food trucks, carts and caterers asked for written procedures and logs
A variance needing scientific validation (curing, fermentation, acidification)	Retail bakery, café or small restaurant documenting its own process
Plan rejected twice and you do not know why	One sous vide or vacuum-packing plan written to the regulator's checklist

Do the first 80% yourself. AuditBinder turns your answers into a complete HACCP binder — flow diagrams, hazard analysis, CCP summary and logs. $47, $67 or $97, paid once. No subscription, no sales call: **audit-binder.com/pricing**

Benchmarks are published rates and fee schedules from 2025–2026 and are indicative only; sources are listed at audit-binder.com/blog/haccp-consultant-fees.
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