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Company Overview

When MAKERS was founded in 1972 the partners saw an opportunity to help organizations overcome the familiar challenges of inadequate facilities, aging and outdated infrastructure, insufficient footprint, poorly configured spaces, and intense competition for limited funding resources. Three decades later, MAKERS has emerged as a leader in establishing long range facility planning strategies that allow our clients to secure the facility resources needed to meet mission objectives and operate in an economically sustainable manner.

Areas of Expertise

Although the scope of our projects has varied widely, our work is consistently defined by the clear and concise solutions that are presented for a variety of multifaceted challenges. Typical projects are summarized below. Additional project information can be found on our website at www.makersarch.com.

Master Plans: The master plan provides a physical improvement program that promotes the optimal use of resources by guiding renovation, upgrades, and new construction of base infrastructure. It is comprehensive in nature, taking into account elements such as land use, environmental factors, real estate, mission changes, and historic considerations. Ultimately, the master plan provides a long range vision to protect critical assets and ensure projects are adequately coordinated with changing conditions. MAKERS has completed a number of master plans, including the ISC Seattle Master Plan (Kodiak, AK) and the NAVSTA Everett Master Plan (Everett, WA).



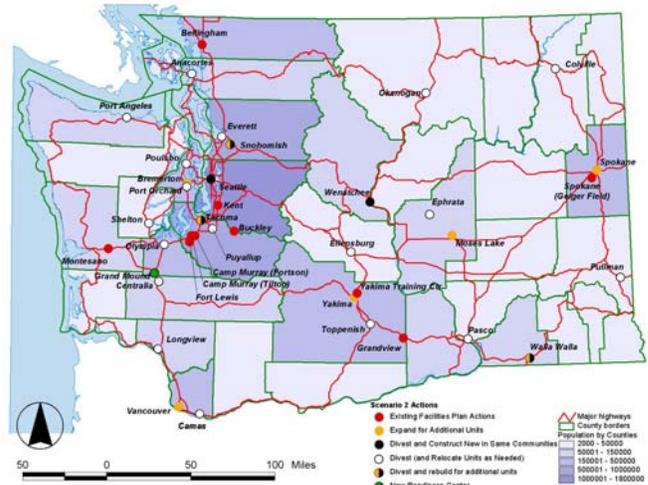
ISC Seattle Master Plan

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Functional Plans: While a master plan encompasses all operations and functions occurring on an installation, the functional plan differs in that it focuses on a single mission or activity. This allows for a more detailed analysis and a closer examination of how the function occurs across multiple locations. Working with the US Navy, MAKERS has prepared functional plans for training, waterfront, ordnance, administration, public safety, public works, and bachelor house operations occurring throughout Navy Region Northwest.

Property Management Plans:

Organizations managing large numbers of facilities often turn to MAKERS for our expertise in property management planning. These plans provide an analysis of current and future operations to identify opportunities for facility reduction, expansion, and long term cost savings. The Army National Guards in Washington State and Maryland have both benefited from this type of property management planning and are currently using their plans to reduce their annual operating costs and align their assets with requirements.



Washington Army National Guard Station Scenario

Basic Facility Requirement (BFR) Calculations: MAKERS often calculates facility requirements to establish baseline conditions or, more often than not, identify shortfalls. Requirements are developed using a variety of sources, including NAVFAC P-80 (Navy), the Shore Facilities Standards Manual (Coast Guard), and National Guard Pamphlet 415-12 (Army National Guard). Industry standards are also used when DoD planning documents lack sufficient guidance, as was the case during the NAS Whidbey Island Parking and Roadway Study.

1391s and Planning Proposals: 1391s and planning proposals provide the documentation needed to allocate funding for major capital improvements and new construction. They provide an analysis of existing conditions and shortfalls, identification of alternatives, and a recommended course of action. MAKERS has assisted the US Navy with 1391s for a marina at NUWC Keyport and training facilities at NAVSTA Everett. Planning proposals, which tend to be much more detailed and offer greater analysis, have been prepared in response to student housing and classroom shortfalls at the US Coast Guard training center in Petaluma, CA, as well as for new gymnasium and workshop spaces at Coast Guard Station Ketchikan, AK.

Installation Appearance Plans: The IAP (formerly Base Exterior Architecture Plan) provides a range of design guidelines aimed at providing installations with a consistent appearance and character. It provides direction for street furniture, landscaping, building forms, parking lot configurations, and all other elements that affect a site's visual quality. MAKERS completed an IAP for NAVSTA Everett and is currently preparing an IAP for Navy Region Northwest.

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Special Item Numbers (SIN) Available

874-1 Consulting Services: MAKERS specializing in providing organizations and agencies with expert advice and guidance in facility management. As described above, our consulting services encompass a wide range of studies and reports aimed at improving our clients' functionality.

874-2 Facilitation Services: Many of our projects require workshops, meetings, and briefs to keep stakeholders informed, identify opportunities, and build consensus out of divergent interests. MAKERS has facilitated hundreds of meetings and workshops for a variety of organizations, giving us the unique ability to distill the information necessary for project completion and provide participants with the sense of ownership needed for implementation.

Clients

MAKERS has completed tasks for dozens of clients in locations ranging from Guam to Maryland, and everywhere in between. Work performed for the clients listed below would be most similar to the tasks offered under this GSA schedule.

US Navy

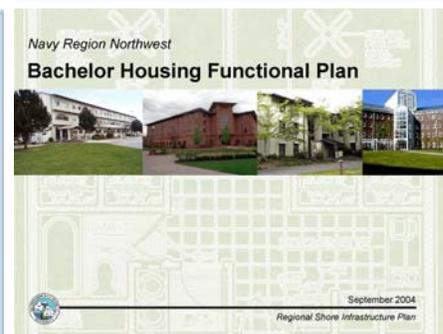
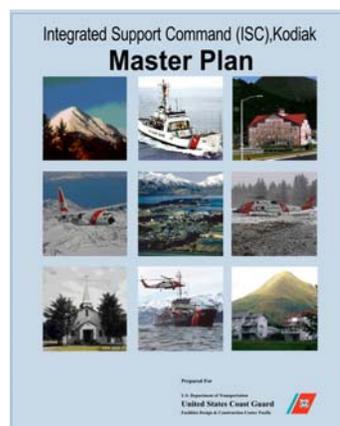
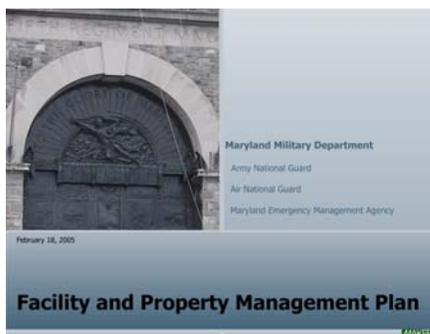
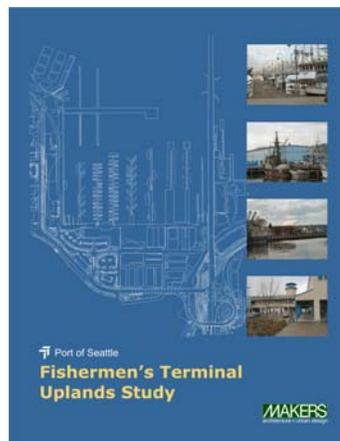
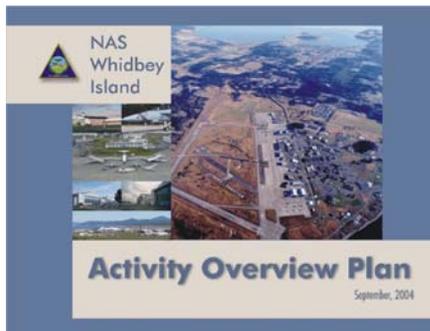
US Coast Guard

Washington Army National Guard

Maryland Army National Guard

NOAA

Port of Seattle



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Corporate Experience

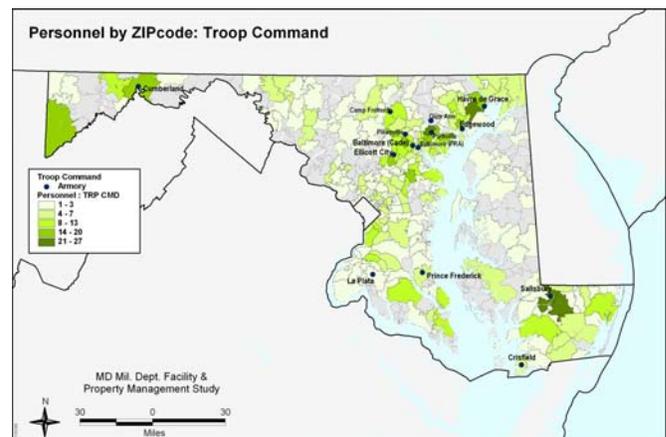
MAKERS has completed a staggering number of assignments for clients ranging from Guam to Maryland, and everywhere in between. Summaries for a few of our more recent projects are provided below. For additional project information please visit our web site at www.makersarch.com.

US Navy, Naval Base Kitsap Activity Overview Plan

The Activity Overview Plan (AOP) is a comprehensive land use and facility management plan that supports the U.S. Navy's 15-20 year vision for Naval Base Kitsap. The plan communicates the value, importance, and flexibility of Naval Base Kitsap and its facilities while outlining a plan for their continued maintenance and usability. It provides base planners, facility managers, individual tenants, and regional decision makers with 1) an analysis of possible futures; 2) a rationale for retention, expansion, or disposal of facilities based on existing and potential future missions and force levels; and 3) a consolidated resource for issues pertaining to base operations.

Maryland Military Department, Facility and Property Management Plan

The MD Military Department was issued a directive from the MD State Legislature to evaluate facility needs and identify opportunities for cost savings. MAKERS prepared a Facility and Property Management Plan that responded to the directive. The Plan used a four step planning approach, which included 1) evaluation of existing facilities and conditions; 2) identification of future facility needs based on changing missions and statewide demographics; 3) assessment of cost savings opportunities, including divestiture of non-viable facilities and leveraging federal funding more effectively; and 4) developing scenarios that would address facility deficiencies, sustain them over a 50-year period, and provide the necessary facilities to recruit, train and retain personnel. The Plan included the facilities and operations of the Maryland Army National Guard (MD ARNG), Maryland Air National Guard (MD ANG), and the Maryland Emergency Management Agency (MEMA).



Maryland Army National Guard Demographic Analysis

US Navy, Bachelor Housing Functional Plan

Bachelor housing (BH) operations are being impacted Navy-wide with the implementation of new policies intended to improve sailor quality of life. These policies have generated an immediate need for increased BH capacity throughout Navy Region Northwest. The BH Plan offers a long-range vision and comprehensive, strategic framework for BH infrastructure aimed at protecting capabilities and providing adequate facilities. The final product included 1) a long-range plan to address housing shortfalls and facility inadequacies, 2) an evaluation of traditional and non-traditional funding methods, and 3) projected sustainment cost calculations for the region's 50 dormitories (1.5 million square feet).

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Ordering

Please feel free to contact us for additional information or to inquire about placing an order.

Contract Administrator: Stefani Lakey, Partner (206) 652-5080

Alternate Contract Contact: Brent Huizingh, Associate (206) 652-5080

Labor Categories

The following labor categories are applicable to SINs 874-1 and 874-2. All the positions are available in-house at MAKERS. In some instances the same individual may assume multiple roles on the same project depending on scope and availability.

■ Partner-in-Charge

The partner-in-charge is responsible for overall project quality control and responsiveness to identified goals and objectives. With over fifteen years of planning experience, a degree in planning or a related field, and corresponding professional licenses or certifications, the partner-in-charge provides a valuable resource at all stages of the project and especially at critical milestones that have a significant impact on overall success.

■ Senior Planner

A senior planner is responsible for leading project assignments specializing in facility planning, cost-benefits analysis, land use planning, specific and community plans, urban design, zoning regulations, entitlement and regulatory coordination, special studies and other planning related projects. The position requires ten or more years of progressively responsible planning experience, with a degree and license or certification in urban planning or a related field. Relevant skills include document writing, presentation, and an ability to work with technical and quantitative materials. Depending on the assignment, the senior planner can work independently or be supported by one or more planners.

■ Project Manager

The project manager oversees a project's daily progress to ensure that it stays on track for completion. Specifically, they are responsible for communicating regularly with the customer and managing the project budget. Relevant skills include a working knowledge of the planning process, strong project management and resource allocation, experience working directly with clients, communication skills, the ability to organize and prepare reports, and a comfort level speaking effectively in front of large groups. The position requires a professional degree in planning or a related field and five to ten years of progressively responsible experience in planning.

■ Lead Planner

Lead planners are involved closely with all aspects of a project, including data gathering, analysis, document production, and presentations. This position requires a working knowledge of the purposes, principles and practices of planning; basic knowledge of accepted methods for data collection, analysis and interpretation of data; working knowledge of basic research methods and techniques; and preparation of written reports and facility master plans. At a minimum, a lead planner must have a bachelor's degree and two to five years or more of experience in planning or a related work field.

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■ **Planner**

Planners have a broad range of planning and urban design skills that are used to support the project as needed. A planner will work closely with the senior or lead planner when additional assistance is needed in the collection or analysis of data and/or document preparation. The position requires a bachelor’s degree in planning or related fields and/or two to four years of professional experience.

■ **GIS Operator**

A GIS operator will be utilized as needed when generating the maps and visual tools needed to perform detailed spatial analyses. At a minimum the operator will have a bachelor's degree in planning, geography, or a related field and 1 year of hands-on experience with GIS software. Computer skills include Arc View and ArcGIS. The operator will typically work with a team, including a project manager and planners.

■ **Drafting/Graphic Support**

Drafting and graphic support is a key component of most projects since MAKERS’ places an emphasis on graphic communication. The drafting/graphic support specialist will generate all types of graphic images as needed throughout the project, utilizing both computer graphics programs and hand illustrations. The graphic support staff is a member of project team working under the direction of the project manager. Experience preparing graphics is a requirement, and a degree in a design related field is preferred.

Rates

The annual rates summarized below are valid from October 25 to October 24. Year one is from 2006 to 2007.

On- and Off-site Hourly Rates					
BASE YEARS	Award Price				
Labor Categories	Year 1	Year 2	Year 3	Year 4	Year 5
Partner-in-charge	\$ 139.45	\$ 142.70	\$ 147.12	\$ 151.69	\$ 156.39
Senior Planner	\$ 114.60	\$ 117.28	\$ 120.91	\$ 124.66	\$ 128.52
Project Manager	\$ 106.77	\$ 109.27	\$ 112.65	\$ 116.14	\$ 119.75
Lead Planner	\$ 79.88	\$ 81.75	\$ 84.28	\$ 86.89	\$ 89.59
Planner	\$ 72.76	\$ 74.46	\$ 76.77	\$ 79.15	\$ 81.60
GIS Operator	\$ 69.60	\$ 71.22	\$ 73.43	\$ 75.71	\$ 78.05
Drafting/Graphic Support	\$ 58.53	\$ 59.89	\$ 61.75	\$ 63.66	\$ 65.64

* GSA receives a 5% discount off of task orders totaling \$500,000.00 or more.

** The 0.75% Industrial Funding Fee is included in the awarded prices.

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