



DESERT ARCHAEOLOGY, INC.

GSA Contract Number: GS-10F-161AA

Schedule 899 – Environmental Services (NAICS 541620)
SIN 899-1, Environmental Consulting
SIN 899-7, Geographic Information Systems Services

Providing high-quality services to our clients has been a top priority with Desert Archaeology, Inc., since its inception more than 30 years ago. We firmly believe that the success of our business rests on a commitment to quality in the implementation of each of our projects and to integrity in conducting our business.

Desert Archaeology, Inc., is classified as a small business. For more information please visit our website at www.desert.com.

Company Overview

Desert Archaeology, Inc. (formerly the Arizona Division of the Institute for American Research), has provided Environmental Services, specifically archaeological/cultural resources consulting, in Arizona and the Southwest United States since 1982. In 1997, we added Geographic Information Systems (GIS) to the consulting services we provide our clients.

We currently have offices in Tucson and Phoenix, Arizona, with a permanent staff of 42 employees, including 24 in-house cultural resources professionals with an average tenure of 18 years with the company. Our professional staff includes Dr. William Doelle, President/Principal; Ms. Patricia Castalia, Operations Director/Projects Manager; Principal Investigators Dr. Kathleen Henderson and Dr. Mark Elson; nine Project Directors; eight Analytical Specialists; a Laboratory Director; a Publications Director; Mapping Director; and a Data Base Manager. All Desert Archaeology's management staff and project directors and most of the analytical specialists have graduate degrees (Ph.D. or M.A.) in archaeology and meet the Secretary of the Interior's Professional Qualifications Standards (36 CFR Part 61, Appendix A). Our highly-qualified personnel, led by a strong in-house staff of cultural resources professionals with long-term experience working together in the Southwest United States, combines essential capabilities to meet the needs of our clients.



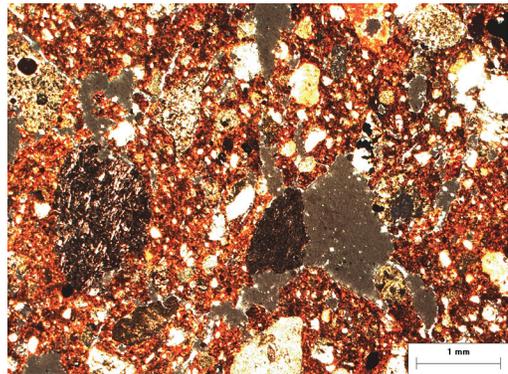
Desert Archaeology, Inc., specializes in large-scale excavations, is skilled in public interpretation, and is an innovator in rock art studies.

Our Tucson facility includes a full working laboratory for processing and storing artifacts, analytical space, a research library, a conference room, and report production and computer centers. Our Phoenix-based staff members are housed in an office with laboratory processing and storage facilities for smaller-scale projects. They utilize the resources of the Tucson office for larger projects. A networked computer system links the two offices. We have completed more than 2,000 projects in the Southwest U.S., representing a broad spectrum of cultural resources compliance and archaeological research. We are very familiar with federal, state, local, and tribal environmental legislation and over the past 30 years have assisted our clients in successfully meeting these legal mandates.

Our project history includes large and small archaeological testing and data recovery projects, large and small pedestrian archaeological surveys, GIS mapping and graphics projects, and archaeological monitoring projects. We have also provided our clients with many specialized studies including historical and architectural assessments, artifact and sample analyses, and various preservation and treatment plans. Desert Archaeology follows professional archaeological standards and practices that meet or exceed the Secretary of the Interior's Standards and Guidelines for Archaeology and Historic Preservation (Federal Register, September 29, 1983, and 36CFR800.2(a)(1), revised July 11, 2000).

Company History

Desert Archaeology, Inc., was founded by its President and Principal, Dr. William Doelle, in 1982. Over the years, the company gradually expanded its staff and its service area. Project Directors and Analytical Specialists were added, and we became a full-service cultural resources firm, receiving our first multi-million dollar contract in 1990. While large projects are our specialty, we continue to carry out the full range of project sizes and types, and we have developed innovative approaches to the analysis of material recovered from archaeological sites. Our programs in ceramic petrology and archaeobotany are well-established and widely recognized. In 1999, we opened an office in Phoenix to better serve clients in



Desert Archaeology, Inc., is an innovative leader in artifact analyses of flaked stone, ceramics, and ground stone, and scientific analyses such as petrography.

that rapidly growing area. Our annual revenue range over the past decade is \$2.5 to \$5.0 million.

Company Organization

A team approach is integral to Desert Archaeology's success. Overall company management is the responsibility of the Principal, assisted by a Coordination Group composed of the Operations Director and representatives of the major departments within the company. This group provides a weekly forum for communicating and coordinating project scheduling and resource requirements for all current company projects. The Principal is responsible for ensuring that all contract requirements are met and participates in all substantive project decisions concerning the goals, direction, and implementation of a project. The Operations Director has the primary responsibility for tracking overall project status, thereby ensuring that projects remain on time and on budget, and for maintaining contact with the client. Project budgets are tracked through our computerized in-house accounting program; budget status information is available to all Project Directors from their individual work stations. Our project budgets have ranged from several hundred to several million dollars, all of which have been managed successfully by our operations staff. The Principal, Operations Director, and Principal Investigators are also responsible for quality control, reviewing all final reports before they go to the client and regulatory agencies.

Each individual project is managed by a team consisting of the Principal, the Operations Director, and a Principal Investigator or Project Director who is selected from the pool of staff archaeologists on the basis of experience and availability. This team identifies the personnel and resources needed for the project and is responsible for implementing and tracking all project tasks. The depth and diversity of our Project Directors make it possible to undertake multiple projects at once and respond quickly to any solicitation. Our Analytical Specialists provide in-house analyses of almost all recovered artifact types. Skilled mapping personnel handle field mapping, GIS,



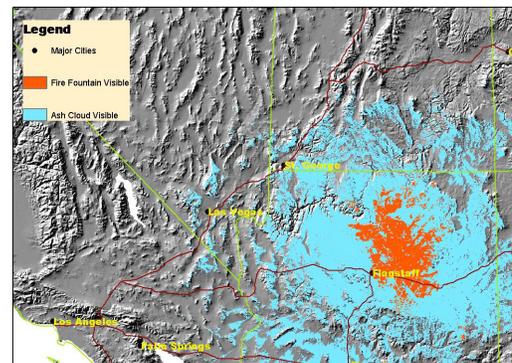
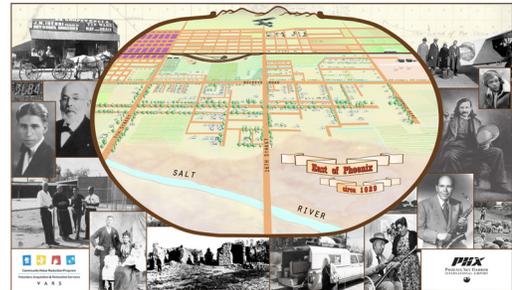
Archaeological investigations often provide direct and tangible links to a community's heritage.

and CAD tasks. In-house field supervisory personnel ensure that field crews are led by experienced archaeologists. Our broad-based support staff, including accounting and logistical staff, laboratory processing and collections management personnel, database specialists, and production staff, rounds out the Desert Archaeology projects team.

Company Experience

Desert Archaeology's clients include many departments and agencies of federal, state, tribal, and local governments. At the federal level, we have successfully completed projects for the U.S. Army installations at Fort Huachuca and Yuma Proving Grounds; U.S. Army Corps of Engineers projects in Gila Bend; the U.S. Air Force (Luke Air Force Base) and the U.S.D.I. Bureau of Land Management for work on the Barry M. Goldwater Range in southwestern Arizona, at Little Springs Volcano in northwestern Arizona, and on Ironwood Forest National Monument; U.S.D.I. Bureau of Reclamation for work in the Tonto Basin; U.S.D.A. Forest Service in the Coronado, Coconino, and Tonto National Forests; the Federal Highways Administration for major testing and data recovery projects related to improvements along federal highways; the National Park Service for studies at Sunset Crater Volcano in northern Arizona, Casa Grande Ruins National Monument, and Tumacacori National Monument; Indian Health Service for on-call work on the Tohono O'odham Nation; U.S. Fish and Wildlife for surveys in various parts of Arizona; and Western Area Power Administration for survey, testing, and data recovery. All this work meets the requirements of Section 106 of the National Historic Preservation Act of 1966 as amended.

Desert Archaeology has been in the forefront of Cultural Resources Management since its inception; our highly trained and experienced professional staff specializes in providing the full spectrum of cultural resources services. This capability and focus enables us to address the specific needs of our clients directly and efficiently and deliver work products on time and on budget.



Desert Archaeology, Inc., is committed to bringing current scientific understandings to public audiences through high-quality visuals.

GENERAL SERVICES ADMINISTRATION

Federal Acquisition Service *Authorized Federal Supply Schedule Price List*

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**TM, a menu-driven database system. The INTERNET address for **GSA Advantage!**TM is: <http://www.GSAAdvantage.gov>.

Schedule for - Environmental Services
Federal Supply Group: 899 Class: F999
Contract Number: GS-10F-161AA

For more information on ordering from Federal Supply Schedules
click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>

Contract Period: May 3, 2013 through May 2, 2018

Contractor: DESERT ARCHAEOLOGY, INC
3975 N. Tucson Blvd.
Tucson, AZ 86716-1037

Business Size: Small Business

Telephone: (520) 881/2244

Extension:

FAX Number: (520) 881/0325

Web Site: www.desert.com

E-mail: trish@desert.com

Contract Administration: Patricia Castalia

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s):

Environmental Services

SIN	Recovery	SIN Description
899-1	899-1RC	Environmental Consulting Services
899-7	899-7RC	Geographic Information Systems (GIS) Services

- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.
- 1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.
2. Maximum Order: \$1,000,000.00
3. Minimum Order: \$100.00
4. Geographic Coverage (delivery Area): Domestic only
5. Point(s) of production (city, county, and state or foreign country): Same as company address
6. Discount from list prices or statement of net price: Government net prices (discounts already deducted). See Final Pricing below.
7. Quantity discounts: At least 2% discount on task orders over \$150,000.
8. Prompt payment terms: Net 30 days
- 9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: will accept over \$3,000 (for acceptance of credit cards for orders under \$3,000 contact contractor)
10. Foreign items (list items by country of origin): None
- 11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order
- 11b. Expedited Delivery. The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list." under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor
- 11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor
- 11d. Urgent Requirements. The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery: Contact Contractor
12. F.O.B Points(s): Destination
- 13a. Ordering Address(es): Same as Contractor

- 13b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14. **Payment address(es):** Same as company address
15. **Warranty provision:** Contractor's standard commercial warranty
16. **Export Packing Charges (if applicable):** N/A
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor
18. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
19. **Terms and conditions of installation (if applicable):** N/A
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. **Terms and conditions for any other services (if applicable):** N/A
21. **List of service and distribution points (if applicable):** N/A
22. **List of participating dealers (if applicable):** N/A
23. **Preventive maintenance (if applicable):** N/A
- 24a. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:**
N/A
- 24b. **If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/.**
25. **Data Universal Numbering System (DUNS) number:** 623877651
26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Registered

Final Pricing: The rates shown below include the Industrial Funding Fee (IFF) of 0.75%

ITEM NO.	SIN	Labor Category (e.g., Job Title/Task)	Hourly Rates
1	899-1	Archaeobotany Analyst	\$66.56
2	899-1	Ceramics Analyst 1	\$65.04
3	899-1	Ceramics Analyst 2	\$58.21
4	899-1	Ceramics Analyst 3	\$50.61
5	899-1	Crew Chief	\$49.35
6	899-1	Faunal Analyst	\$58.21
7	899-1	Field/Lab Registrar	\$49.35
8	899-1	Flaked Stone Analyst	\$58.21
9	899-1	Geomorphologist	\$79.72
10	899-1	Ground Stone Analyst	\$63.78
11	899-1	Historical Artifacts Analyst	\$65.29
12	899-1	Laboratory Director	\$61.50
13	899-1	Osteology Analyst	\$65.29
14	899-1	Petrology Analyst	\$55.68
15	899-1	Petrology Director	\$63.78
16	899-1	Publications Director	\$62.26
17	899-1	Special Analyst 1	\$69.60
18	899-1	Special Analyst 2	\$65.66
19	899-1, 899-7	Mapping Director	\$60.97
20	899-1, 899-7	Mapping Specialist 1	\$54.66
21	899-1, 899-7	Principal/Principal Investigator	\$84.42
22	899-1, 899-7	Project Director 1/Field Director 1	\$65.29
23	899-1, 899-7	Project Director 2/Field Director 2	\$59.97
24	899-1, 899-7	Project Director 3/Field Director 3	\$55.68
25	899-1, 899-7	Projects Manager	\$89.11
26	899-1, 899-7	Senior Project Director	\$73.39

Service Contract Act: The Service Contract Act (SCA) is applicable to this contract as it applies to the entire Environmental Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the contractor adds SCA labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

Labor Category Descriptions:

Title	Job Description	Minimum Education	Minimum Experience
Principal Investigator	Responsible for overseeing large projects and supervising Project Directors and other project personnel. Ensures quality through all phases of work and reviews project reports. Responsible for research designs, proposal and report writing, and client communication.	Ph.D.	12 years
Projects Manager	Responsible for overall project management, including proposal writing and preparing and revising budgets. Primary contact with client and ensures that project scope is followed. Provides administrative support to projects and reviews project reports.	M.A.	12 years
Senior Project Director	Responsible for directing specific projects and supervising project personnel in the field. Communicates with client on project logistics. Oversees analyses, report preparation, and report production. Assists in proposal writing and budget preparation.	M.A.	12 years
Project/Field Director 1 Project/Field Director 2 Project/Field Director 3	Responsible for directing small projects or assisting in the field supervision of large projects under a Principal Investigator or Senior Project Director. Oversees small project analyses and report preparation.	B.A./B.S.	1: 8 years 2: 7 years 3: 6 years
Crew Chief	Supervises field crew under direction of Project or Field Director. Undertakes specialized field projects. May write up feature descriptions or field methods for project report.	B.A./B.S.	5 years
Laboratory Director	Responsible for planning and directing in-house archaeological laboratory, following established museum procedures. Directs processing, storing, and initial sort/data entry of artifacts. Reads artifact collections for curation. Provides bags, vials, and other equipment to field.	B.A./B.S.	13 years
Field/Lab Registrar	Responsible for field artifact processing. Checks artifact bags logged in by field crew. Serves as liaison between Laboratory and Field Crew on large projects or out-of-town projects.	B.A./B.S.	3 years

Title	Job Description	Minimum Education	Minimum Experience
Mapping Director	Directs Geographic Information Systems (GIS) and mapping program. Responsible for all field vertical and horizontal control, field site and feature mapping, and for GIS database. Undertakes and writes up specialized GIS/mapping analyses for projects.	M.A.	7 years
Mapping Specialist 1	Responsible for field site and feature mapping tasks, including establishing vertical and horizontal control. Uses field data to generate site and feature maps. Works under supervision of Mapping Director.	B.A./B.S.	4 years
Petrology Director	Directs the ceramic petrology program. Designs petrographic research and analyzes, interprets, and writes up petrographic data. Markets petrographic program and communicates with clients.	M.A.	7 years
Petrology Analyst	Analyzes petrographic data under supervision of Petrology Director.	B.A./B.S.	3 years
Geomorphologist	Undertakes geomorphic investigations in conjunction with field projects. Interprets soils, landforms, and hydraulic features, such as canals, planting fields, and terraces. Analyzes, interprets, and writes up geomorphic data. Works closely with Principal Investigator/Project Director during fieldwork and analysis.	B.A./B.S.	5 years
Analyst 1 Analyst 2 Analyst 3 [Archaeobotany, Ceramics, Flaked Stone, Ground Stone, Historic, Osteology, Special Analyst]	Designs, undertakes, interprets, and writes up analysis of recovered artifacts assemblages. Works closely with Principal Investigator/Project Director in analysis design and interpretation.	B.A./B.S.	1: 5 years 2: 4 years 3: 3 years
Faunal Analyst	Designs, undertakes, interprets, and writes up analysis of recovered artifact assemblages. Works closely with Principal Investigator/Project Director in analysis design and interpretation.	M.A.	4 years
Publications Director	Directs publication team and is responsible for producing project reports. Provides technical editing and design layout services. Supervises word processors.	M.A.	5 years