COMMERCIAL SERVICES

Price List | 01.01.2016

POSITION DESCRIPTIONS

Position	Description	Commercial price
Principal	Responsible for managing overall strategy and fiscal planning, policies and processes. Serves as focal point for the contract and client regarding programs direction, task scheduling and budget control. Majority ownership position within the company.	**$197**
Senior/Lead Architect	Responsible for coordinated planning of all Lead Architects and Level I Architects and Interior Designer Director. Reports to ownership, End user Leadership committees / Executive level groups. Reviews and coordinates engineering or design tasks in support of staff and end user project goals. Provides direction for space utilization planning to internal staff and end user clients.	**$190**
Lead Architect	Responsible for coordinated planning for multiple simultaneous projects. Reports to above. Reviews and coordinates engineering or design tasks in support of staff and end user project goals. Provides direction for space utilization planning to internal staff and end user clients.	**$180**
Architect	Responsible for architectural designs. Reports to Above. Assist in space utilization planning, functional relationships and office layout.	**$155**
Senior Project Manager	Responsible for coordinated planning of Project Managers and Project Manager Level II. Supervises multiple simultaneous projects. Reports to management.	**$175**
Project Manager	Responsible and accountable for all facets of a specific project performance, including technical professional, financial and client satisfaction. Reports to above. Comprehensive project management support and supervisory services to meet with an end users Statement of Work in regards task order requirements. Maintains contact with the client for planning and executing the project. Primary meeting minder, maintains all meeting agendas, schedules and notes.	**$155**
Project Manager II	Manages and oversees the efforts on project services to support Project Manager. Reports to Above. Interfaces with the client on a day-to-day basis and acts as the Site manager for the PM. Ensures all contract performance is conducted in compliance with all terms and conditions	**$125**

POSITION DESCRIPTIONS CONTINUED

Position	Description	Commercial price
Interior Design Director	Plans, designs, reviews and coordinates multiple simultaneous projects. Reports to Ownership, Senior Architect & Project Coordinator. Provides space utilization planning, functional relationships and office layouts.	**$157**
Interior Design Coordinator	Supports Interior Design Director. Reports to above. Employs process improvements, methodologies and principles for modernization of interior spaces. Implements project work plan.	**$131**
Interior Designer	Provides integral support in research and development to primary design client concepts as related to interior spaces. Reports to above. Verifies, validates and documents project decisions.	**$111**
Project Scheduler	Highly unique skill set, has mastered " Microsoft Project " at the Server, Desktop and programming level. Capable of Master Scheduling, at the decade level of time resources and 25k lines of programmable resources. Integrating multiple concurrent sub schedules while maintaining an overall Master Schedule.	**$225**
Project Coordinator	Responsible for the internal coordinated planning of company resources to serve as the most intelligence distribution of effort to address all current and future end user requirements. Reports to ownership.	**$195**
Relocation Specialist	Logistic background and knowledge of staging, packing, transportation, labor force management skills focused on Move Management.	**$125**
Installation	System Furniture assembly background and knowledge of a wide array of Manufactures of Office Furniture. Certified by multiple manufactures in the process and standards of assembly or equivalency of work experience with multiple manufactures.	**$95**
Professional Support	Provides administrative, clerical, and support services to technical, professional and management level staff for project tasks. Work includes technical writing and editing, documentation and graphics support, events planning and facilitation. Bachelor's degree with 2- 5 years' experience.	**$74**

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LABOR CATEGORIES - EDUCATION STANDARDS

Position	Education and experience	Commercial price
Principal	N/A	**$197**
Senior/Lead Architect	Masters Degree and 7 years or more of experience or BS/BA degree and equivalency of work experience.	**$190**
Lead Architect	Masters Degree and 5 years or more of experience or BS/BA degree and equivalency of work experience.	**$180**
Architect	BS/BA degree and 4 years or more of experience.	**$155**
Senior Project Manager	BS/BA degree or 7 years equivalency of work experience.	**$175**
Project Manager	BS/BA degree or 5 years equivalency of work experience.	**$155**
Project Manager II	BS/BA degree or 2 years equivalency of work experience.	**$125**
Interior Design Director	BS/BA -- NCIDQ Licensed Interior Designer and 7 or more years of experience.	**$157**
Interior Design Coordinator	NCIDQ Licensed Interior Designer and 5 or more years of experience.	**$131**
Interior Designer	NCIDQ Licensed Interior Designer or directly supervised by Licensed Designer	**$111**
Project Scheduler	Microsoft Certified, and 10 years of in-field Programming.	**$225**
Project Coordinator	BS/BA degree or 7 years or equivalency of work experience	**$195**
Relocation Specialist	4 years or more of experience. Actual field experience much more important than a degree.	**$125**
Installation	Minimum of 1 year or more of experience.	**$95**
Professional Support	BS/BA with 1-3 years' experience. Microsoft Word, Excel, PowerPoint, & Adobe	**$74**

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NOTES

1. Rates reflected are as of January 1, 2016.

2. These rates are based on non-union/non-prevailing wage rates during normal delivery hours. Nights, off-hours, weekends, overtime hours, holiday work, and/or union/prevailing wage requirements will be charged at higher rates. A higher rate or cost may be assessed for inside delivery, travel to site, and/or special site conditions such as no elevator access, dock restrictions, street loading, and/or major metropolitan (including large population centers and urban environments) labor rate differences.

3. Special restrictions or limits established by local laws, ordinances or the directions of the buyer may result in additional charges.

4. Any additional charges shall be quoted by Blue Skies and approved by the buyer prior to performance of the work.

5. Installation / service work will not be hindered by other trades (otherwise it may result in additional charges).

6. Electric, heat, and adequate elevator service will be furnished to Blue Skies without charge.

7. The immediate installation area shall be finished and free of debris including the carpet / flooring before installation commences (otherwise it may result in additional charges).

8. Other trades, e.g. plumbing, electrical work, to be priced separately, if required by Task Order.

ADDITIONAL NOTES

1. The services rate chart submitted reflects Blue Skies' business practice regarding these rates for these services. A substantial portion of Blue Skies commercial business for these services are assessed by another means as a percentage of the overall estimate of the overall project. This services chart does not include this method of assessing these costs.

2. As noted, the services rates are for normal business hours and normal site conditions. A higher rate may be used as outlined above for situations outside of normal business hours and normal site condition

3. A lower rate may be used in cases of accommodating a customer to address complaints or general customer satisfaction.