ABSTRACT OF OFFERS -

1. Solicitation No. W912DW-04-B-0009

2. Date Issued: August 10, 2004

3. Date Opened: September 16, 2004

4. Issuing Office:

   Department of the Army
   Corps of Engineers, Seattle District
   P.O. Box 3755
   Seattle, WA 98124-2255

5. Project Title:

   Visitor Center Operation and Interpretive Tours Hiram M. Chittenden Locks
   Lake Washington Ship Canal, Seattle, Washington

   Small business Set Aside

6. Number of Amendments Issued: 1

1st Apparent low = Salmon Bay Educational Services $538,805.80

% Difference From GE: -8.93%

2nd Apparent low = Northwest Interpretive Association

% Difference From GE: -6.25%

3rd Apparent low = NA

% Difference From GE:

I CERTIFY that I have opened, read, and recorded on this abstract all offers receivd in response to this solicitation.

SIGNATURE: Paul Daneker

Bid Opening Officer: Paul Daneker

ORIGINAL SIGNED THIS DATE: Sep 17, 2004

8. GOVERNMENT ESTIMATE (Check A, B or C and Complete D, E F)					
A. Hired Labor					
B. Reasonable Contract (w/out profit) XX					
C. Reasonable Contract (w/ profit)					
7A. ITEM NUMBER	7B. DESCRIPTION OF OFFERED ITEM	7C. EST QTY	7D. UNIT		7F. AMOUNT
BASE ITEMS		NTE			
0001 Base Year	Provide all labor, transportation and equipment necessary to operate Regional Visitor Center and Interpretive Tour Program. Hiram M. Chittenden Locks, Seattle, WA in accordance with the attached statement of Work for for the period 1 November 2004 through 31 October 2005				
001AA	Program Director (See Part I. Statement of Work)	1975	HR		$ 52,777.81
001AB	Park Attendant (See Part I. Statement of Work)	2098	HR		$ 44,851.79
001AC	Training Hours, Information Desk. (See Part II. Statement of Work)	128	HR		$ 2,736.43
0001AD	Training Hours, Tour Guides. (See Part II. Statement of Work)	144	HR		$ 3,078.48
0001AE	Supplemental tour and special events programming subject to approval by the Contracting Officer Representative based upon demonstrated need	322	HR		$ 6,883.83
	TOTAL BASE YEAR				**$ 110,328.34**
0001 Opt Year One	Provide all labor, transportation and equipment necessary to operate Regional Visitor Center and Interpretive Tour Program. Hiram M. Chittenden Locks, Seattle, WA in accordance with the attached statement of Work for for the period 1 November 2005 through 31 October 2006				
002AA	Program Director (See Part I. Statement of Work)	1975	HR		$ 54,625.03
002AB	Park Attendant (See Part I. Statement of Work)	2098	HR		$ 46,421.60
002AC	Training Hours, Information Desk. (See Part II. Statement of Work)	128	HR		$ 2,832.20
0002AD	Training Hours, Tour Guides. (See Part II. Statement of Work)	144	HR		$ 3,186.23
0002AE	Supplemental tour and special events programming subject to approval by the Contracting Officer Representative based upon demonstrated need	322	HR		$ 7,124.76
	TOTAL OPTION YEAR 1				**$ 114,189.82**
0003 Option Year 2	Provide all labor, transportation and equipment necessary to operate Regional Visitor Center and Interpretive Tour Program. Hiram M. Chittenden Locks, Seattle, WA in accordance with the attached statement of Work for for the period 1 November 2006 through 31 October 2007.				
003AA	Program Director (See Part I. Statement of Work)	1975	HR		$ 56,536.91
003AB	Park Attendant (See Part I. Statement of Work)	2098	HR		$ 48,046.35
003AC	Training Hours, Information Desk. (See Part II. Statement of Work)	128	HR		$ 2,931.33
0003AD	Training Hours, Tour Guides. (See Part II. Statement of Work)	144	HR		$ 3,297.75
0003AE	Supplemental tour and special events programming subject to approval by the Contracting Officer Representative based upon demonstrated need	322	HR		$ 7,374.13
	TOTAL OPTION YEAR 2				**$ 118,186.47**

8. GOVERNMENT ESTIMATE						
7A. ITEM NUMBER	7B. DESCRIPTION OF OFFERED ITEM	7C. EST QTY	7D. UNIT			7F. AMOUNT
		NTE				
0004 Opt Year Three	Provide all labor, transportation and equipment necessary to operate Regional Visitor Center and Interpretive Tour Program. Hiram M. Chittenden Locks, Seattle, WA in accordance with the attached statement of Work for for the period 1 November 2007 through 31 Oct 2008					
004AA	Program Director (See Part I. Statement of Work)	1975	HR			$ 58,515.70
004AB	Park Attendant (See Part I. Statement of Work)	2098	HR			$ 49,727.98
004AC	Training Hours, Information Desk. (See Part II. Statement of Work)	128	HR			$ 3,033.93
0004AD	Training Hours, Tour Guides. (See Part II. Statement of Work)	144	HR			$ 3,413.17
0004AE	Supplemental tour and special events programming subject to approval by the Contracting Officer	322	HR			$ 7,623.23
	TOTAL OPTION YEAR 3					**$ 122,314.01**
0005 Option Year Four	Provide all labor, transportation and equipment necessary to operate Regional Visitor Center and Interpretive Tour Program. Hiram M. Chittenden Locks, Seattle, WA in accordance with the attached statement of Work for for the period 1 November 2006 through 31 October 2007.					
005AA	Program Director (See Part I. Statement of Work)	1975	HR			$ 60,563.75
005AB	Park Attendant (See Part I. Statement of Work)	2098	HR			$ 51,486.46
005AC	Training Hours, Information Desk. (See Part II. Statement of Work)	128	HR			$ 3,140.12
0005AD	Training Hours, Tour Guides. (See Part II. Statement of Work)	144	HR			$ 3,532.63
0005AE	Supplemental tour and special events programming subject to approval by the Contracting Officer Representative based upon demonstrated need	322	HR			$ 7,899.35
	TOTAL OPTION YEAR 4					**$ 126,622.31**

	Bid SUMMARY		
CLIN	DESCRIPTION	CLIN TOTAL	
0001	Base Year		$110,328.34
0002	Option Year 1		$114,189.82
0003	Option Year 2		$118,186.47
0004	Option Year 3		$122,314.01
0005	Option Year 4		$126,622.31
	Total		$591,640.95

Orange shading indicates amount is different from amount submitted

9. OFFERS

NO. 1

A. Salmon Bay Educational Services
2606 NW 58th Ste Apt 41
Seattle, WA 98107
206-297-6880

B. Bid Security
Type/Amt. /BUS Size (Indicate below)
NA **Bid Bond /** SB

C. Amendments Acknowledged:

D. ITEM NO.	7C. EST QTY		F. AMOUNT
BASE ITEMS NTE			
0001			
001AA	1975	$ 23.24	$ 45,899.00
001AB	2098	$ 22.98	$ 48,212.04
001AC	128	$ 22.98	$ 2,941.44
0001AD	144	$ 22.98	$ 3,309.12
0001AE	322	$ 22.98	$ 7,399.56
TOTAL BASE YEAR			**$ 107,761.16**
0002 OPTION YEAR 1			
0002			
002AA	1975	$ 23.24	$ 45,899.00
002AB	2098	$ 22.98	$ 48,212.04
002AC	128	$ 22.98	$ 2,941.44
0002AD	144	$ 22.98	$ 3,309.12
0002AE	322	$ 22.98	$ 7,399.56
TotaL OPTION YEAR 1			**$ 107,761.16**
0003 OPTION YEAR 2			
0003			
003AA	1975	$ 23.24	$ 45,899.00
003AB	2098	$ 22.98	$ 48,212.04
003AC	128	$ 22.98	$ 2,941.44
0003AD	144	$ 22.98	$ 3,309.12
0003AE	322	$ 22.98	$ 7,399.56
Total OPTION YEAR 2			**$ 107,761.16**
0004 OPTION YEAR 3			
0004			
004AA	1975	$ 23.24	$ 45,899.00
004AB	2098	$ 22.98	$ 48,212.04
004AC	128	$ 22.98	$ 2,941.44
0004AD	144	$ 22.98	$ 3,309.12
0004AE	322	$ 22.98	$ 7,399.56
Total OPTION YEAR 3			**$ 107,761.16**
0005 OPTION YEAR 4			
0005			
005AA	1975	$ 23.24	$ 45,899.00
005AB	2098	$ 22.98	$ 48,212.04
005AC	128	$ 22.98	$ 2,941.44
0005AD	144	$ 22.98	$ 3,309.12
0005AE	322	$ 22.98	$ 7,399.56
Total OPTION YEAR 4			**$ 107,761.16**

	Bid SUMMARY	
CLIN	DESCRIPTION	CLIN TOTAL
0001	Base Year	$ 107,761.16
0002	Option Year 1	107761.16
0003	Option Year 2	107761.16
0004	Option Year 3	107761.16
0005	Option Year 4	107761.16
	Total	$ 538,805.80

9. OFFERS

NO. 2

A. Northwest Interperetive Association
909 First Ave, Ste 630
Seattle, WA 98104-3627
206-220-4140 Fax 220-4143 nwpublic.ands.com

B. Bid Security
Type/Amt. /BUS Size (Indicate below)
NA **Bid Bond /** did not indicate

C. Amendments Acknowledged: 1

D. ITEM NO.	7C. EST QTY		F. AMOUNT
BASE ITEMS NTE			
0001			
001AA	1975	$ 29.71	$ 58,677.25
001AB	2098	$ 19.41	$ 40,722.18
001AC	128	$ 19.41	$ 2,484.48
0001AD	144	$ 19.41	$ 2,795.04
0001AE	322	$ 19.41	$ 6,250.02
TOTAL BASE YEAR			**$ 110,928.97**
0002 OPTION YEAR 1			
0002			
002AA	1975	$ 29.71	$ 58,677.25
002AB	2098	$ 19.41	$ 40,722.18
002AC	128	$ 19.41	$ 2,484.48
0002AD	144	$ 19.41	$ 2,795.04
0002AE	322	$ 19.41	$ 6,250.02
TotaL OPTION YEAR 1			**$ 110,928.97**
0003 OPTION YEAR 2			
0003			
003AA	1975	$ 29.71	$ 58,677.25
003AB	2098	$ 19.41	$ 40,722.18
003AC	128	$ 19.41	$ 2,484.48
0003AD	144	$ 19.41	$ 2,795.04
0003AE	322	$ 19.41	$ 6,250.02
Total OPTION YEAR 2			**$ 110,928.97**
0004 OPTION YEAR 3			
0004			
004AA	1975	$ 29.71	$ 58,677.25
004AB	2098	$ 19.41	$ 40,722.18
004AC	128	$ 19.41	$ 2,484.48
0004AD	144	$ 19.41	$ 2,795.04
0004AE	322	$ 19.41	$ 6,250.02
Total OPTION YEAR 3			**$ 110,928.97**
0005 OPTION YEAR 4			
0005			
005AA	1975	$ 29.71	$ 58,677.25
005AB	2098	$ 19.41	$ 40,722.18
005AC	128	$ 19.41	$ 2,484.48
0005AD	144	$ 19.41	$ 2,795.04
0005AE	322	$ 19.41	$ 6,250.02
Total OPTION YEAR 4			**$ 110,928.97**

	Bid SUMMARY	
CLIN	DESCRIPTION	CLIN TOTAL
0001	Base Year	$ 110,928.97
0002	Option Year 1	110928.97
0003	Option Year 2	110928.97
0004	Option Year 3	110928.97
0005	Option Year 4	110928.97
	Total	$ 554,644.85

Orange shading indicates amount is different from amount submitted