



Makah Consulting provides a variety of solutions designed to help our clients meet their strategic needs

CORPORATE PROFILE

Name of Firm: Makah Consulting
Point of Contact: Teresa Kenney, CEO
Co. Web Site: <http://makahconsulting.com>
Phone: (425) 276-5946
Email: Admin@Makahconsulting.com
DUNS: 180035573
Cage Code: 351X2
Areas of Operation: Washington State
Federal Certs: DBE
Non-Federal Certs: SCS, MWBE/SBE
Accepts credit cards: Yes

ABOUT MAKAH CONSULTING

Since 2005 we have offered strategic, financial and operational management planning services to clients throughout Washington State. Our broad range of skills and expertise enable us to quickly provide clients with a focus toward, improved operations, assured compliance and enhanced profitability. Makah strives to provide practical assistance that produces an immediate bottom-line impact. Whether our engagement involves developing strategic plans, conducting feasibility studies, implementing new services, or evaluating operations, Makah's concern is to assist clients in providing high quality services

NAICS CODES

541611 - Administrative Management and General Management Consulting Services
541618 - Other Management Consulting Service
541219 - Other Accounting Services
541620 - Environmental Consulting Services
541690 - Other Scientific and Technical Consulting Services
561210 - Facilities Support Services

Areas of Expertise: Environmental, Engineering, Construction, Security & Safety, Commercial, Merchandising

Industries of Interest: Public Sector and Government Consulting, Environment, Management Services, Energy & Resources

CORE COMPETENCIES

Business Process Improvement

Qualitative and Quantitative Business Process Analysis and Improvement

Environmental Consulting

Environmental Permitting, Compliance and NEPA

Project Management and Cost Controls

Develops, manages, and reports on the scope, budget, and quality of projects

Finance, Tax, Accounting

Efficient Management of Business Finances including Payroll, Tax, Financial Statement, Retirement and Daily Operations

Human Resource Management

Operational and Strategic Human Resource Management, Staff Development and Training, Development Programs for Increased Productivity

DIFFERENTIATORS

- ❖ Repeat Client track record of delivering exceptional support services based on being dependable, accountable and by delivering as promised
- ❖ Understands project needs and the clients' motivators, and quickly learns processes and procedures to ensure compliance to execute work directives.
- ❖ Trained personnel who can flex knowledge base to create a seamless team on projects.
- ❖ Certification in meeting Federal small business regulations in **DBE, WOSB** and non-Federal government certifications in **SCS, MWBE** and **SBE**.

PUBLIC AGENCY CLIENTS & REFERENCES

- ❖ **Damark Corporation**, Mark Larsen CEO/Owner, Mlarsen@eclipseengineering.net
- ❖ **Cascadia Executive Services**, Scott Crouse, CEO/Owner, Scott@CascadiaPro.com
- ❖ **Monterey County Water Resources Agency**, Brent Buche, Deputy General Manager, bucheb@co.Monterey.ca.us
- ❖ **U.S. Fish and Wildlife Services Nevada Fish & Wildlife Office**, Jeri Kruger, habitat Conservation Planning Coordinator, JeriKrueger@fws.gov
- ❖ **Enco Group**, Juan Jaime Sifuentes, Senior Vice President, juanjaime@encogroup.com.mx
- ❖ **Acrisis, LLC.**, Mark Hodges, Founder & Chairman, mark.hodges@acrisis.com
- ❖ **Summit Marketing & Associates**, Christine Gibbs, CEO, christine@gibbsdomain.com
- ❖ **Cisco Systems**, Brian Jackson, Service Delivery Executive, brjack3@cisco.com

Completed Project List

Project Management & Cost Controls

MC252 Deepwater Horizon (>3 years) - B.P. America Inc. (ENTRIX Inc.)

- ❖ Developed logistical plan to address the rapid on boarding of project hires
- ❖ Provided Execution of Health & Safety training programs
- ❖ Developed database capability for management of huge data inputs
- ❖ Creation for Internal Deployment Analysis and Internal and External Schedule of Fees
- ❖ Performed Logistics Coordination for all Affiliate Staff
- ❖ Performed all Contract Administration for Affiliate Staff
- ❖ Key Contributor in Policy & Procedures formation for largest accidental marine oil spill in the history of the petroleum industry

Project Backlog Reporting (on-going) - Cardno ENTRIX, Cardno Latin America

- ❖ Monthly Preparation and Analysis of firm-wide Backlog Report to define value of contract commitments yet to be executed to include: Secured Work in Hand (work currently under contract); Highly Probable Add-on's (>80% probability that it will be approved by the client); Opportunities (unsecured work for which a proposal has been written and assigned a probability of success)
- ❖ Preparation of Monthly Division Managers Report for Board of Directors
- ❖ Key Contributor on Monthly Backlog Revenue Projection Process Guidelines

Business Transformation and ERP Selection and Implementation (>8 years) - ISG (formerly TPI)

- ❖ The project included business transformation of operations in the US, UK, France, Germany, Sweden, the Netherlands, India, Singapore, Australia and Japan.
- ❖ Selection and Implementation of a Pan-European Oracle (formerly Peoplesoft) ERP System across all those countries.
- ❖ The project was executed in record time and that meant reduction in administrative costs that resulted in a substantial improvement in profitability and response time.

Merger & Acquisition Projects – Latin American Operations (on-going) - Cardno International

- ❖ Pre-Post Merger Integration Team Participant
- ❖ Responsible for Facilitating and Coordinating the Orderly Flow of Information (Financial And Otherwise) from the Subsidiaries in Latin America to the Home Office in the U.S. and from the U.S. to Latin America Subsidiaries
- ❖ Coordination of Financial and Accounting Matters, working with the Accounting Teams In-Country and in the U.S. to Continuously Improve the Existing Business Processes, Facilitate the Integration Of Merger Partners
- ❖ Responsible For Identifying, Assessing And Defining All Operational Business Process Of New Merger Partners working with local Management and Accounting Teams in Latin America to thoroughly Document Operational Business Processes and Assess Strengths, Weakness and Gaps or Overlaps in Current Processes, Develop Roadmap for Process-Integrations Strategies and Frameworks to Best Support Key End to End Business Processes while creating a streamlined and standardized process to be used in future integrations
- ❖ Key Contributor in the Development and Implementation of Organizational Strategies, Policies and Practices to Increase the Effectiveness and Efficiency of Business Process and Organizational Planning
- ❖ Works in Collaboration with the Latin America Director in Planning, Directing and Coordinating the Latin American Operations to Ensure and Improve Performance, Productivity, Efficiency and Profitability of the Division. Formulates Best Practices and Monitor Adherence o Policy and Procedures.
- ❖ Preparation and Compilation of Monthly Analysis and Commentary of Financial Data to Executive Vice President of Latin America Division. Oversees Monthly and Quarterly Assessments and Forecasts of Divisional Financial Performance against Budget, Financial and Operational Goals.

Business Process Improvement

GSA Contract Renewal and Extension (>6 months) - GSA, Management Services Center, Auburn WA./GSA/FAS CONT MGMT DIV (4PQ) (ENTRIX Inc.)

- ❖ Document creation to increase rates and lengthen escalation clause
- ❖ Provided Strategic Analysis for Commercial MFC Price Comparison Schedules
- ❖ Creation of Updated Labor Category Descriptions
- ❖ Creation of Updated Price Reduction Clause (revising basis of award pricelist, granting more favorable discounts).

Overhead Desk Review and Audit Adjustments (>12 months) – Martha Roach (Retired) Washington State Department of Transportation (ENTRIX Inc.)

- ❖ Liaison and Key contributor to establish proper preparations for overhead desk review
- ❖ Liaison and Key contributor to establish proper Bonuses and incentive compensation compliant with 48 CFR 31.205-6(f) Federal Acquisition Regulation and AASHTO Uniform Audit & Accounting Guide
- ❖ Liaison and Key contributor to establish proper Auto Allowance Schedules compliant with 48 CFR 31.201-4. And 48 CFR 31.201-3.

- ❖ Liaison and Key contributor to establish proper Payment for Overtime Premiums according to 48 CFR 22.103-1, 22-103.4(g)
- ❖ Liaison and Key contributor to establish proper policy for Marketing, Employee Welfare, Travel & Meals etc. according to FAR Regulations

Strategic Operation Update Latin America Division (>12 months) - Cardno Latin America Inc.

- ❖ Performed Internal Business Process Analysis to gain understanding of current business processes to evaluate and develop a roadmap for continued growth strategy.
- ❖ Performed Analysis of Current State of Operations
- ❖ Performed Business Analysis and Creation of Future State of Operations
- ❖ Performed Business Analysis and Creation of Current Objectives
- ❖ Performed Business Analysis and Creation of Integration needs
- ❖ Performed Business Analysis and Creation of Integration Plan

Business Process Improvement and Shared Services Implementation (>7 years) - Cardno ENTRIX

- ❖ Comprehensive mapping of all business support processes for the purpose of streamlining service delivery and cost.
- ❖ Creation and implementation of a shared services organization combining all corporate support functions so they would blend with operation in a seamless basis.
- ❖ This was crucial in the successful execution by Cardno ENTRIX of the MC252 Deepwater Horizon Project.

Review and Assessment of Cardno's Presence in The Philippines (>5 months) - Cardno International

- ❖ The review included the development of a growth strategy that included:
 - Cost efficiencies in service delivery
 - Streamlining operations to leverage personnel in the Philippines and Australia, and
 - Expand its reach across the region in countries like Vietnam, Cambodia and Laos
- ❖ The project included an evaluation of Cardno's Philippines business operations in Manila
- ❖ The creation of a low cost engineering center
- ❖ The creation of a shared services organization to provide corporate business services from Manila

Finance, Tax & Accounting

South American Benchmark Analysis (3 months) - Cardno Caminosca/Cardno SAS

- ❖ Develop Benchmark Basis and Results of Key Financial Metrics to determine how Company performs financially when compared to similar Architecture, Engineering, Planning and Environmental Consulting firms.
- ❖ Provide Recommendations to Executive Management on Report Findings

Annual Budgeting and Business Planning (> 5 years) – Cardno Western Division, Cardno Latin America Division

- ❖ Financial Forecast Design and Creation - Utilization Rate, Calculated Multipliers, Standard Bill Rates, Staff Levels, Estimated Hours, Overhead Factor, Target Profit Percentage, Net Multiplier and Effective Multiplier target
- ❖ Annual Budget Design and Analysis – Profit and Loss, Backlog and Forecast of Projects balancing to Net Revenue Capacity
- ❖ Intra-Firm Analysis – Divisional, Departmental, Office and Profit Center

Oversee Accounting Operations for Corporate Entity and Subsidiary – (>6 years) Eclipse Engineering (Tukwila, WA and Union City, CA)

- ❖ Establish/Standardize Accounting Principles, Practices and Procedures
- ❖ Financial Analysis and Reports to Management
- ❖ Production of Financial Statements and Reports
- ❖ Monthly, Quarterly and Annual Corporate Tax preparation and filing
- ❖ Maintenance of accounting records and controls to mitigate risk, enhance accuracy of financial results and ensure results comply with Generally Accepted Accounting Principles or International Financial Reporting Standards
- ❖ Benefits Administration
- ❖ Management of Budgeting and Forecasting
- ❖ Manage and guarantee bi-weekly disbursement of multi-state payroll
- ❖ Ensure the processing of new hires, temporary workers, transfers and promotions and terminations is accurate and timely
- ❖ 401k Corporate Filing and Benefit Administration

Independent Forensic/Accounting Audit to Establish Complete view of Entity Finances 2011-2015 (>6 months) – Cascadia Executive Services, LLC

- ❖ Reconstruction of all accounting records and financial statements
- ❖ Vouching and tracing transactions and validation of supporting documentation
- ❖ Construction and Analysis of all Federal, State and Local Tax Liabilities and reports
- ❖ Analysis and Review Balance Sheet and Income Statement Income and Expenditures
- ❖ Analysis of Financial Results
- ❖ Payroll Forensic Audit
- ❖ Due Diligence Review
- ❖ Assume Responsibility for on-going financial and operational related responsibilities

Environmental Compliance and Permitting

Permitting for Phillips 66 Freeport LPG Export Terminal Project, Freeport, TX (2 years) – NRG, LLC

- ❖ Permit acquisition at the Federal and state level for the expansion of Phillips 66's existing petrochemical processing, storage, and transportation facilities in southern Brazoria County, Texas.
- ❖ Development of a permittee responsible mitigation plan.
- ❖ Agency consultation and coordination.

Environmental Report for Enbridge Energy's Line 67 Project, Superior, WI (3 years) – NRG, LLC.

- ❖ Preparation of the Environmental Report to accompany Enbridge's amended August 2009 Presidential Application to the Department of State to operate its Line 67 pipeline (999-mile, 36-inch crude oil pipeline from Enbridge's facilities in Hardisty, Alberta, Canada, to Enbridge's terminal and tank farm facility in Superior, Wisconsin) at its full design capacity.
- ❖ Senior technical review of amended permit application and project-related materials.

Salinas River Channel Management Program Environmental Impact Report (EIR), Monterey, CA (over 5 years) – Cardno ENTRIX

- ❖ Preparation of an EIR pursuant to California Environmental Quality Act (CEQA) on behalf of the Monterey County Water Resources Agency for the Salinas River Channel Management/Maintenance Program to control vegetation and sandbar morphology on approximately 92 miles of the Salinas River to minimize the loss of flood flow capacity.
- ❖ Development of a stakeholder outreach program.

Coyote Springs Investment Multi-Species Habitat Conservation Plan (MSHCP), Lincoln County, NV (over 3 years) – ENTRIX, Inc.

- ❖ Endangered Species Act Section 7 and Section 10 consultation.
- ❖ Preparation of a Biological Assessment pursuant to Section 7.
- ❖ Preparation of a joint MSHCP and Environmental Impact Statement (EIS) for issuance of a permit to allow incidental take
- ❖ National Environmental Policy Act (NEPA) compliance.
- ❖ Agency consultation and coordination.

Human Resources

Training and Development Program Creation (>5 months) – Summit Marketing Associates

- ❖ Creation, implementation and training on performance review program
- ❖ Increased retention of key employees (97%) and decreased turnover to (3%)
- ❖ Decreased employee turnover from 36% to 3%
- ❖ Increased employee satisfaction to (97%)

Employee Engagement Survey (3 months) - Cardno Americas Inc.

- ❖ Performed Firm-wide Qualitative and Quantitative Survey Result Analysis and Provided Recommended Changes

Employee Engagement Survey (2 months) – Continuant, Inc.

- ❖ Performed Companywide Qualitative and Quantitative Survey Result Analysis and Provided Recommended Changes

Recruitment and Retention Project Plan = Wild Waves Theme Park

- ❖ Develop and oversee action plan
- ❖ Design evaluation plan to measure project success
- ❖ Communicate plans objectives and tasks to key stakeholders
- ❖ Monitor resources and provide support to team members
- ❖ Report and Communicate Outcome

Salary Surveys (>3 months) – Summit Marketing Associates

- ❖ Determine Benchmark jobs and Fundamentals of Competitive Pay.
- ❖ Conduct comparison of pay rates for benchmark jobs in different geographic areas.
- ❖ Review data to determine any outliers and calculate the measures of central tendency.
- ❖ Determine regression equation and predict pay rates for jobs through statistical analysis.
- ❖ Reveal statistical techniques used to analyze survey data and recommendations to stakeholders.

Employee Handbook Creation (>4 months) – Smart Energy Today

- ❖ Liaison and key contributor to establish Company practices and procedures.
- ❖ Responsible for creation and Company implementation.

Payroll Integration (>5 months) – Continuant, Inc.

- ❖ Responsible for coordinating and facilitating negotiations and timelines.
- ❖ Liaison and Key contributor to establish proper preparations, selection and implementation of ADP.

- ❖ Conduct training for executives, management team and employees.
- ❖ Execution of integration was seamless and reduced administrative costs resulting in improvements in people management and profitability.