

**FINANCIAL & BUSINESS
SOLUTIONS**

**Authorized Federal Supply Schedule
Price List**

Contract Number: GS-23F-0403K



Meridian Management Advisors, Inc.

Revised: August 25, 2015

GENERAL SERVICES ADMINISTRATION
Federal Supply Service (FSS)
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 are available through *GSA Advantage!*, a menu-driven database system. The INTERNET address for *GSA Advantage!* is: GSAAAdvantage.gov.

Schedule Title: Financial & Business Solutions
FSC Group 520
Contract Number: GS-23F-0403K

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract Period: August 25, 2015 to August 24, 2020

Contractor: Meridian Management Advisors, Inc.
Benedum Trees Building
223 Fourth Avenue, Suite 1000
Pittsburgh, PA 15222-1713
Phone: (412) 232-0113
Facsimile: (412) 232-0502

Contract Administration: Margaret Good
Thomas Von Lehman

Business Size: Small, Women-Owned

Prices Shown Herein are Net (discount deducted)



CUSTOMER INFORMATION

- 1a. Awarded Special Item Numbers:
- | | | |
|------------|---|--------|
| SIN 520-1 | Program Financial Advisor Services | Page 6 |
| SIN 520-2 | Transaction Specialist | Page 6 |
| SIN 520-5 | Loan Servicing & Asset Management | Page 7 |
| SIN 520-11 | Accounting | Page 7 |
| SIN 520-12 | Budgeting | Page 8 |
| SIN 520-13 | Complementary Financial Management Services | Page 8 |
- 1b. Pricing Schedules (all SINs) Page 19
- 1c. Labor Category Descriptions Page 16-18
2. Maximum Order Limitation: \$1,000,000 (for all SINs)
3. Minimum Order: \$100 (for all SINs)
4. Geographic Coverage (Delivery Area): United States Only
5. Point(s) of Production (city, county, and State or foreign country): Pittsburgh, PA
6. Discount From List Prices: N/A
7. Quantity Discounts: N/A
8. Prompt Payment Terms: Net 30 Days
- 9a. Government Purchase Card Accepted Below the Micropurchase Threshold: Yes
- 9b. Government Purchase Card Accepted Above the Micropurchase Threshold: Yes
10. Foreign items: N/A
- 11a. Time of Delivery: Specified on Task Order
- 11b. Expedited Delivery: Items Available for Expedited Delivery are Noted in this Price List.
- 11c. Overnight and 2-Day Delivery: Contact Contractor for Rates for Overnight and 2-Day Delivery.



CUSTOMER INFORMATION (cont.)

- 11d. Urgent Requirements: Contact Contractor to Discuss Effecting a Faster Delivery.
12. F.O.B. Points: Destination
- 13a. Ordering Address: Same As Contractor
- 13b. Ordering Procedures: For Supplies & Services, the ordering procedures, information on Blanket purchase Agreements (BPAs), and sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14. Payment Address: Same As Contractor
15. Warranty Provision: N/A
16. Export Packing Charges: N/A
17. Accept Government Commercial Credit Card: Yes
18. Terms and Conditions of Rental, Maintenance, and Repair: N/A
19. Terms and Conditions of Installation: N/A
20. Terms and Conditions of Repair parts Indicating Date of Parts Price Lists and Any Discounts From List Prices: N/A
- 20a. Terms and Conditions for any Other Services: N/A
21. List of Service and Distribution Points: N/A
22. List of Participating Dealers: N/A
23. Preventive Maintenance: N/A
- 24a. Environmental Attributes: N/A
- 24b. Section 508 Compliance: N/A
25. Data Universal Number System (DUNS) Number: 927886549
26. Notification Regarding Registration in SAM: Active in SAM



OVERVIEW OF MERIDIAN MANAGEMENT ADVISORS

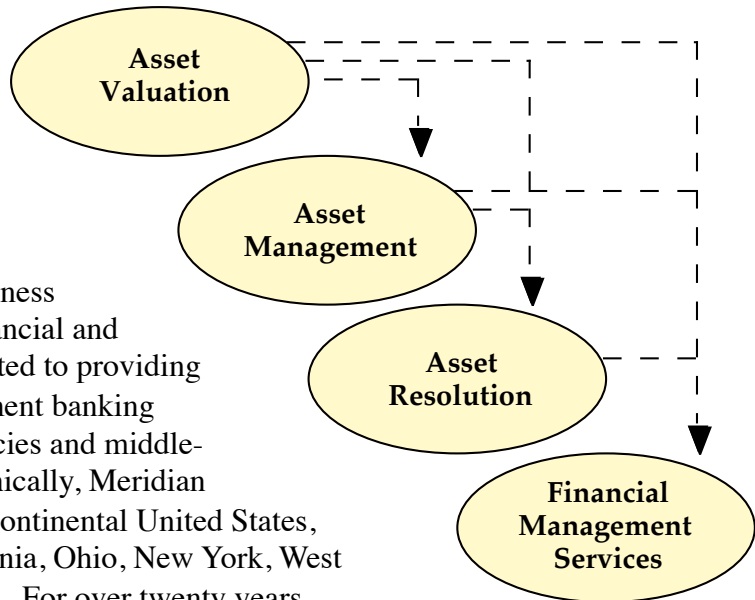
MERIDIAN MANAGEMENT ADVISORS

is a small woman-owned business comprised of senior-level financial and business professionals dedicated to providing expert consulting and investment banking services to Government agencies and middle-market companies. Geographically, Meridian provides services within the continental United States, primarily covering Pennsylvania, Ohio, New York, West Virginia and Washington D.C. For over twenty years, Meridian has successfully developed and managed numerous asset resolution programs. Meridian prides itself on providing an innovative approach in executing an asset resolution or financial advisory transaction. Furthermore, Meridian has been working under a government contract with the Federal Motor Carrier Safety Administration for approximately twelve years to analyze the financial health of transportation companies. We have consistently rated in the top category for excellence in service.

Meridian's success results from a few important elements. Strategically, Meridian has concentrated on delivering high quality consulting services, using our core base of knowledge and expertise in the financial and accounting fields to set us apart from our competitors. Companies in our market niche, although diverse from an industry perspective, consistently need our guidance in financial and accounting matters. We respond quickly to our client's demands and, because of this, are selective in the projects we undertake.

At Meridian, we develop a partnership with our clients in which we become an integral part of the process and their ensuing successes. We have earned a reputation for achieving superior results through an intense loyalty to our partnerships and a shared vision of our client's goals.

Whether you intend to develop an asset resolution program, wish to obtain a valuation of an asset, or need assistance in analyzing financial results, Meridian offers expertise, coupled with an expansive umbrella of advisory services, that you will find critical to achieving your objectives.



MERIDIAN'S QUALIFICATIONS

SIN 520-1/RC Program Financial Advisor Services

Meridian has the requisite skill sets, technology and experience to aid agencies in the development and management of an asset resolution program. By taking a global view of an agency's asset portfolio, Meridian will evaluate, develop and implement a plan, and assist with the management, disposition and resolution of various assets. Meridian will provide guidance and insight as well as identify financial concerns in order to achieve optimal execution. Some of the services provided by Meridian include:

- Develop and Manage an Asset Resolution Program
- Asset Sales
- Develop, Manage, and/or Implement an Origination Program
- Marketing and Asset Resolution Support
- Post Sale Analysis and Resolution Support

SIN 520-2/RC Transaction Specialist

The objective of a task order under this SIN is to provide the technical services needed to value and/or dispose of various assets. Meridian can provide the following list of services:

- Valuation of an Asset or Group of Assets
- Development of a Recommended Sales Strategy
- Implementation of a Recommended Sales Strategy
- Conduct Transactions
- Budget and Budget Analysis
- Marketing and Pre/Post Asset Resolution Support



MERIDIAN'S QUALIFICATIONS (cont.)

SIN 520-5/RC Loan Servicing and Asset Management

Meridian is uniquely qualified and positioned to provide asset management services to monitor and maintain government held loans/assets; refinance government-held loans/assets; avert defaults; and/or monitor loans and other asset guarantees. This may include, but is not limited to the following:

- Assist in assessment and improvement of current asset management processes related to cash management, inventory management, Government property, plant and equipment, adequacy of controls, policies, procedures, loan servicing practices, and review of opinions on financing and refinancing.
- Workout or restructure troubled loans.

SIN 520-11/RC Accounting

Meridian's qualifications in accounting cover a broad range of activities over a variety of industries, where distinct accounting policies and procedures are used. Meridian's strong background in accounting and treasury functions include, but are not limited to the following:

- Analyze, Process and Summarize Transactions
- Assist in Devising New or Revised Accounting Policies and Procedures
- Classify Accounting Transactions
- Perform Special Studies to Improve Accounting Operations
- Resolve Accounting Issues and/or Implement Audit Findings
- Improve Operating Efficiency and Effectiveness



MERIDIAN'S QUALIFICATIONS (cont.)

SIN 520-12/RC Budgeting

Meridian is uniquely qualified and positioned to provide budgeting services, which include, but are not limited to the following:

- Assess and Improve the Budget Formulation and Execution process
- Conduct Special Reviews of Budget Formulation or Execution Issues
- Review Budgetary Controls

SIN 520-13/RC Complementary Financial Management Services

The objective of a task order under this SIN is to provide the technical services needed to provide a wide array of financial management services. This may include, but is not limited to the following:

- Assess and Improve Financial Reporting and Analysis
- Develop New Reporting Formats and Pro-forma Financial Reports
- Assist in Improving and Streamlining Reporting and Analysis Processes
- Perform Cost-benefit or Other Special Financial Analyses
- Assist With Strategic and Operational Financial Planning
- Assist with Devising and Implementing Performance Measures and Related Processes and Systems
- Assist in Financial Policy Formulation and Development



PROFESSIONALS OF MERIDIAN

Margaret M. Good, President, CTP

Margaret Good is the President and founder of Meridian Management Advisors, a company established in 1988 to provide investment banking and financial consulting services to governmental agencies and middle-market companies. Ms. Good has over twenty-five years of financial management experience that encompasses treasury and corporate controller responsibilities, as well as financial reporting, cost accounting, financial and investment analysis, planning and budgeting, banking/creditor/investor relations, personnel management, and acquisition and divestiture negotiations.

As President of Meridian, she has completed many engagements. Her strengths include a broad knowledge of the financial and operational issues currently impacting businesses; an ability to gain cooperation and understanding from many parties with diverse perspectives; highly-effective communications skills; and a capacity to identify issues early and develop creative solutions.

Before she established Meridian, Ms. Good was the Vice President of Finance for Bradford Services, Inc., a company with \$50 million in revenue and twenty operating units across the United States. In this position, she was responsible for the corporation's finance, accounting, MIS, tax, legal, real estate, and acquisition/divestiture activities.

Before joining Bradford, Ms. Good was the Treasurer of the Pittsburgh and Lake Erie Railroad Company, which at that time was the 17th largest railroad in the U.S. As Treasurer, she managed the corporate finance, cash management and tax departments. Shortly after she joined the Railroad, it suffered a \$30 million annual loss and defaulted on over \$350 million in secured debt obligations. Ms. Good, with the assistance of outside counsel and financial consultants, developed and negotiated a financial restructuring plan to avert bankruptcy.

She has served as President of the Pittsburgh Chapters of the Financial Executives Institute, the Association for Corporate Growth and the Turnaround Management Association. Ms. Good is a graduate of Ohio State University, holds an M.B.A. in Finance from Pace University and is a Certified Turnaround Professional.



PROFESSIONALS OF MERIDIAN (cont.)

Thomas M. Von Lehman, PhD

Dr. Von Lehman is a seasoned executive with over 30 years of management experience in a variety of manufacturing and service industries. In addition to general management, he has an extensive background in a broad array of functional areas including purchasing and distribution, corporate planning, research and development, commercial development and international marketing. The engagements that Dr. Von Lehman has led for Meridian include companies involved in construction, engineering services, alternative energy, and security.

Before consulting, Dr. Von Lehman was Vice President, Specialty Chemicals, for PPG Industries, Inc. from 1996 to 2001. In this capacity, he was responsible for the overall direction and operations of three global strategic business units with revenues approaching \$700 million. These businesses conducted operations in china, Brazil, Australia, Taiwan, Japan, throughout Europe, and in the United States.

Prior to this role, Dr. Von Lehman was Vice President, Purchasing and distribution for PPG on a global basis from 1994 to 1996. In this capacity, he had overall responsibility for a purchasing budget of nearly \$3 billion.

From 1993 to 1994, he was Director of Corporate Planning for PPG with responsibility for managing the long range and annual planning process for the individual strategic business units as well as the corporation as a whole. As part of the position, he developed the company's portfolio planning process, basing it on earnings growth, return on capital and cash flow generation.

From 1988 to 1993, he led the research and development efforts of PPG's Flat Glass Products strategic business unit. Prior to that, from 1980 to 1988, Dr. Von Lehman progressed through a series of roles within PPG's Chemicals Division.

Dr. Von Lehman has an undergraduate degree in chemistry from Thomas More College and his doctorate in chemistry from the University of Cincinnati, with a year post-doctoral appointment at the University of Michigan.



PROFESSIONALS OF MERIDIAN (cont.)

Michael T. Von Lehman

Michael T. Von Lehman is a Financial Analyst/Consultant with Meridian Management Advisors. He began his work at Meridian as a summer intern in 2001. Impressed by his work ethic, ability to adapt and innovative solutions Meridian brought him on as a full-time employee in August 2005.

As an Financial Analyst/Consultant Mr. Von Lehman has worked with dozens of companies in multiple industries, providing each client with in-depth analyses aimed at creating more efficient and profitable companies. He has also worked on several receivership teams including a manufactured home park and a plastic molding company. He played an integral role in the receivership of a national telecommunications company, for which Meridian is investigating practices by previous management that may have led to \$40 million in “missing” funds.

Michael is a graduate of the University of Colorado with a BS degree in Economics.



PROFESSIONALS OF MERIDIAN (cont.)

Anne E. Kutsikovich, MBA, JD

Anne Kutsikovich enhances Meridian's real estate, financial and legal acumen via her experience in real estate and other M&A transactions. Ms. Kutsikovich has provided legal counsel on large multi-state hotel acquisitions through REIT formations. She also has expertise in both traditional and non-traditional financing opportunities, including New Market Tax Credits, and has provided legal counsel on numerous private placements and Regulation D offerings.

Prior to joining Meridian, Ms. Kutsikovich worked for Apperson Cump PLC for five years. She has been admitted to the bar in Tennessee and Ohio.

Her education includes a Master in Business Administration and a Juris Doctor from The Ohio State University and a Bachelor of Science in Business Administration from Case Western Reserve University.



LABOR CATEGORY DESCRIPTIONS

President

This individual shall be the President of Meridian Management Advisors. The minimum education level is a master's degree in finance, accounting or business administration, and appropriate accreditation in his or her respective field. The minimum level of experience required for this position includes being a principal of the firm or a senior-level professional plus twenty years of work history in finance or accounting. This person will also be required to have proven managerial skills. Furthermore, this person must have at least three years of expertise in working with government contracts. This individual will be required to provide executive advice and guidance to managers and consultants on engagements as well as training to subordinates. He or she will facilitate each engagement by over-viewing the process and ensuring that the established procedures and targets are in line with the tasks associated with the program. This person will manage the senior consultants and provide leadership and direction on all project assignments. This person must have experience in developing and implementing quality assurance programs so that all processes are monitored to ensure that all prescribed standards and quality control reviews are maintained. The responsibilities for this person include final authority over all engagements, final review of all due diligence and full responsibility for the work product and reports provided to the Contracting Officer, Government Technical Representative or COTR.

Senior Director

This person shall be a senior-level manager with the firm. At a minimum, he or she must have over twenty years of business experience, with at least 15 years in finance or accounting and 10 years in managerial positions. Educationally, this individual must have, at minimum, a bachelor's degree in either finance, accounting or business administration. A master's degree is preferred, as is experience with government contracts. This individual will bring business as well as technical skills to each engagement. He or she will be responsible for the overall management of the engagement and will supervise all work performed at the task assignment levels. This person will develop and implement a program, individually designed for each engagement, that will monitor and ensure that proper quality assurance programs are being monitored and adhered to. He or she will also be responsible for the allocation of work assignments, and will provide advice and guidance as well as training to subordinates. This professional will be responsible for the planning and execution of projects as well as the review of financial memorandums and recommendations.



LABOR CATEGORY DESCRIPTIONS (cont.)

Project Director

The minimum educational requirement for this position is a bachelor's degree in finance, accounting or business administration. Experience should include at least 10 years in general financial management and six years of specialized experience in financial analysis, financial reporting and financial assessments. This individual will be responsible for managing the day-to-day aspects of an engagement. He or she will conduct financial reviews, analyze budgets, assess accounting methodologies and systems, and develop the procedures, along with the Senior Director, that will be used in completing the requirements of the engagement. He or she will be on-site as required in the engagement. This person will organize, direct, coordinate and implement all aspects of the engagement. Reports will be prepared by this person, and most analysis will be conducted by or with the oversight of this person. This individual will provide business as well as technical advice to the project and have daily responsibility for insuring that the quality control program is being adhered to. He or she will formulate and execute task order objectives to ensure that all deliverables are made in a timely manner and meet all prescribed quality standards.

Project Manager

The minimum educational requirement for this position is a bachelor's degree in finance, accounting or business administration. Experience should include at least five years in general financial management and three years of specialized experience in financial analysis, financial reporting and financial assessments. This individual will support the Project Director and will serve in this role in the Project Director's absence. He or she will conduct financial reviews, analyze budgets and assess accounting methodologies and systems. He or she will be on-site as required in the engagement. Reports will be prepared by this person, and analysis will be conducted by this person. He or she will execute task order objectives to ensure that all deliverables are made in a timely manner and meet all prescribed quality standards.



LABOR CATEGORY DESCRIPTIONS (cont.)

Consultant Analyst

Qualifications for this individual is a minimum of five years of experience in general finance or accounting management. The minimum education requirement is a bachelor's degree in finance, accounting or business management. This person will define and direct technical specifications and tasks to be performed by team members. He or she will provide financial analysis as well as develop financial information for reporting purposes. Duties for this person include information development, analysis and monitoring of required conditions for the engagement. Minimum job qualifications include: (a) an extensive knowledge of financial analysis and computer modeling; (b) excellent written and oral communication skills with the ability to interface well with management and client base; and (c) banking or financial accounting background demonstrating an ability to evaluate financial and credit granting issues from a risk reward prospective.

Junior Analyst/Administrative Support

Performs high level secretarial work as well as bookkeeping work under the general supervision of a manager. Types and proofreads correspondence, reports and documentation. Enters raw data into computer programs for financial analysis. Maintains filing system for department. Answers telephones, responds to routine questions/requests, schedules meetings and makes travel arrangements. Background includes at least an Associate Degree in accounting or equivalent and 5 years of work experience.



PRICE LIST

Meridian – Pricing for Years 2015 - 2020

Hourly Rates:

SIN	Labor Category	Option Period 3				
		Year 16	Year 17	Year 18	Year 19	Year 20
520-1/RC, 2/RC, 5/RC, 11/RC, 12/RC & 13/RC	President	\$301.23	\$307.25	\$313.40	\$319.66	\$326.06
520-1/RC, 2/RC, 5/RC, 11/RC, 12/RC & 13/RC	Senior Director	\$268.84	\$274.22	\$279.70	\$285.30	\$291.00
520-1/RC, 2/RC, 5/RC, 11/RC, 12/RC & 13/RC	Project Director	\$245.11	\$250.02	\$255.02	\$260.12	\$265.32
520-1/RC, 2/RC, 5/RC, 11/RC, 12/RC & 13/RC	Project Manager	\$205.58	\$209.69	\$213.89	\$218.16	\$222.53
520-1/RC, 2/RC, 5/RC, 11/RC, 12/RC & 13/RC	Consultant Analyst	\$133.64	\$136.31	\$139.04	\$141.82	\$144.66
520-1/RC, 2/RC, 5/RC, 11/RC, 12/RC & 13/RC	Junior Analyst	\$43.86	\$44.74	\$45.63	\$46.54	\$47.48

Asset Sales Basis Points:

SINs	Asset Sales Basis Points (bp)
520-1/RC, 520-2/RC, 520-5/RC, 520-11/RC, 520-12/RC, 520-13/RC	74.8 - 99.8 basis points in the first \$100 million
520-1/RC, 520-2/RC, 520-5/RC, 520-11/RC, 520-12/RC, 520-13/RC	49.9 - 84.8 basis points on the second \$100 million
520-1/RC, 520-2/RC, 520-5/RC, 520-11/RC, 520-12/RC, 520-13/RC	39.9 - 64.8 basis points over \$200 million in sales proceeds



A SAMPLING OF PAST PROJECTS

FINANCIAL ADVISORY SERVICES

<i>Client</i>	<i>Activity</i>	<i>Industry</i>
Architectural and Aluminum Specialties, Inc.	Consulting	Metal & Construction
Beaver Valley Builder's Supply	Consulting	Construction
Blumcraft, Inc.	Consulting	Metal & Construction
Bizet and Company, Ltd.	Financing & Consulting	Service
CMS Mid-Atlantic, Inc.	Financing & Consulting	Cemetery Services
Chapman Corporation	Financing	Construction
The CloWhite Company	Consulting	Cleaning Products Manufacturer
DPAI	Consulting	Computer Services
Columbia Architectural Metals Company	Consulting	Construction
Delaware Fabricating Corporation	Consulting	Equipment Manufacturer
Edgewater Steel Corporation	Consulting	Steel
Fagen's, Inc.	Financing & Consulting	Retail Lumber & Hardware
Federal Motor Carrier Safety Administration	Consulting	Trucking And Public Transit
Hempfield Foundries Company	Consulting	Gray Iron Foundry
KeyBank, NA	Consulting	Construction
The Levinson Steel Corporation	Financing	Steel Distribution
Litton Industries	Consulting	Transportation
Mac Plastics, Inc.	Consulting	Plastics
Merit Construction	Consulting	Construction
Morgantown Machine Company	Consulting	Mining Machinery
Neville Chemical Company	Financing	Chemical
New Warwick Mining ESOP Committee	Consulting	Mining
W.W. Patterson Company	Consulting	Barge
RTN, Inc.	Consulting	Healthcare & Management Distance Training
Shane Felter Industries, Inc.	Consulting	Metal & Construction
Uni-Marts, Inc.	Consulting	Convenience Stores
V. P. Energy	Financing & Consulting	Natural Gas Distribution
World Class Processing, Inc.	Financing	Steel
A Nine-Bank Consortium	Consulting	Steel
National City Corporation	Consulting	Manufacturing
Heartland Steel, Inc.	Liquidation	Steel
PNC Bank, N.A.	Consulting & Asset Sale	Construction & Steel
Specialty Transportation Services	Liquidation & Asset Sale	Transportation
Mellon Bank, N.A.	Consulting	Transportation



A SAMPLING OF PAST PROJECTS (cont.)

MERGER AND ACQUISITION TRANSACTIONS

<i>Seller</i>	<i>Buyer</i>	<i>Industry</i>
Allegheny River Mining	Allegheny River Land Holdings Corporation	Coal and Land
Auxier-Scott Supply Company	Carter-Waters Corporation	Steel
Benke Motors, Inc.	Millstein Industries, Inc.	Car Dealership
Cartridge Ribbon Company	Rittenhouse, Inc.	Office Supplies
Franklin Industries, Inc.	Private Investor Group	Steel
Hurley Ribbon Company	Rittenhouse, Inc.	Office Supplies
Items International, Inc.	Sunrise Capital Partners, LP	Athletic Footwear & Apparel
Kleiber & Schulz, Inc.	B & U Corporation	Specialized Sheet Metal
Mahoning Valley Aggregates Company	Russell Minerals (Pennsylvania), Inc.	Natural Resources
Mountain Laurel Railroad Company	Genesse & Wyoming, Inc.	Railroad
Ohiopyle Prints	Partner	Screen Printer
P&S Coal Company	Stanford Coal Company	Coal Brokerage
Pittsburg & Shawmut Railroad Company	Genesse & Wyoming, Inc.	Railroad
Shawmut Development Corporation	Sithe Energies, Inc.	Natural Gas Wells
The Solar Group	Gibraltar Steel Supplies	Building Supplies
Trost Manufacturing Company, Inc.	Chalmers Suspension International, Inc.	Sheet Metal Products
CloWhite Corporation	Kik Corporation	Household Cleaning Products

