

your area that regularly hire archaeologists or review contract reports, including local museums, your state's Historic Preservation Office, city and county planning agencies, and those colleges and universities in your area which engage in contract archaeology.

## GOVERNMENT CONTRACTS AND JOBS =====

Finding the federal agencies that hire archaeologists is easy--any public agency which manages public land will occasionally need to do cultural resources studies. On the federal level, this includes all lands managed by such agencies as the Army, Navy, Forest Service, Bureau of Land Management, and Corps of Engineers. You will not deal directly with Washington, however, but with the land managers for particular areas; hence you communicate with the supervisors of individual parcels (parks, military reservations, reservoir areas, etc.) or you inquire for the regional office in charge of cultural resource management and contact those people. Usually the former will refer you to the latter, but you need the cooperation of both to get contract work. The same pattern applies to State, County, and local agencies, all of which manage land-holdings of varying size. Some private agencies such as utility companies employ full-time archaeologists to handle the problems of cultural resources; these archaeologists will resolve as many of the problems as they can with their own resources, but since they are primarily office employees they may find it necessary to hire external archaeologists for research programs which require a field crew.

Even with this effort at publicity, you still have to get a job in competition with others who already have experience and a record of accomplishment. Most of the museums and universities that engage in contract work have their own employees and are competing for their own contract work, and they will not lightly employ people who are not known to them. The same is true for government agencies, most of which employ archaeologists and do a lot of their environmental impact

particularly if it results in the contract being awarded to someone else who can do the job for less (see "Efficiency and Cost-Effectiveness" below). Items normally included in a budget for cultural resource studies include:

*LABOR.* Labor rates are often fixed and take into account the level of training of the individuals hired. Budgets have to be fairly close to the established wage rates in a given area. Labor expense may include not only the digging labor, but also excavation supervisors, laboratory workers (washers, catalogers), and specialists like surveyors and field photographers. For field projects which are too distant from home to permit commuting to work, labor costs may also require:

*LIVING EXPENSES IN THE FIELD.* These include the cost of feeding and housing the labor force. They may be budgeted by a per diem allowance of a fixed amount per man-day, given to the workers if they do their own cooking and house-keeping, or kept by the project to pay



for a cook and necessary food and supplies. Such expenses can be fairly