



CCFV

REQUEST FOR QUALIFICATIONS
PROJECT #V211-24-023

ON-DEMAND TRADES POOL
Rolling Enrollment
Project Values up to \$50k

November 17, 2023

VIRGINIA ASSOCIATION
OF STATE COLLEGE &
UNIVERSITY PURCHASING
PROFESSIONALS

VASCUPP



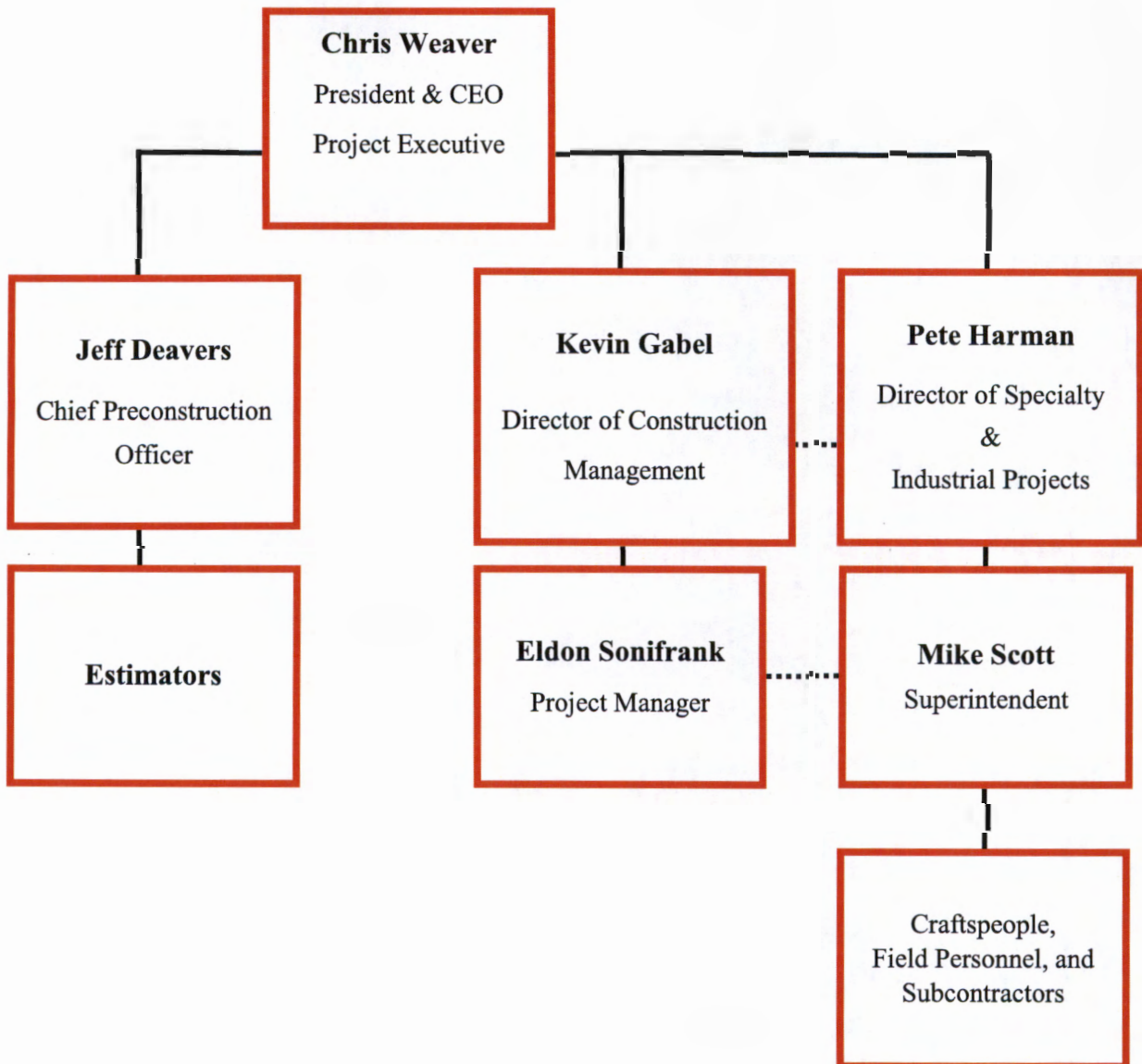
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Section 1 - Qualifications and Experience

a. Provide an organizational chart indicating which individuals or positions would have knowledge of an agreement with the Institute, and the degree to which each person would be responsible to an Institute account, including names of project managers and construction superintendents. Include proof of required trade certifications.





Section 1 - Qualifications and Experience

a. Provide an organizational chart indicating which individuals or positions would have knowledge of an agreement with the Institute, and the degree to which each person would be responsible to an Institute account, including names of project managers and construction superintendents. Include proof of required trade certifications.

As project executive for all VMI on-demand construction projects, Chris Weaver would routinely coordinate with Kevin Gabel, Pete Harman, Jeff Deavers (each also serving in an executive capacity), and Project Manager Eldon Sonifrank. All would be fully engaged in all aspects of the project progression from preconstruction /estimating to final close out.

During the preconstruction phase, Jeff Deavers and his team of estimators would play a major role in securing and organizing our subcontractor partners and ensuring that Lantz provides VMI with prompt and reliable estimates on all on-demand projects.

As Project Manager for the VMI on-demand construction contract, Eldon Sonifrank would provide on- and off-site coordination for all construction projects. His responsibilities include owner/architect/engineer relations, administration of subcontracts, scheduling project activities, coordinating subcontractors, tracking and processing project submittals, change order management, monitoring and updating job costs, dispute resolution, subcontractor and trade management, project purchasing and materials expediting, material and equipment scheduling, preparation of owner billings and process subcontractor billings, job site safety compliance and project close-out.

As superintendent for the on-demand construction contract, Mike Scott would manage subcontractors, craftsmen and material suppliers on the project site. He would also ensure that all required materials, equipment, etc. are available to support the project and oversee the total construction effort to ensure the project is executed in accordance with the design, the budget and the CPM schedule. Lastly, as superintendent, Mike would supervise and coordinate with various subcontractors to ensure that their contracts are fulfilled and to maintain quality control.

Please see the following pages for resumes of these qualified and talented individuals as well as a list of all Lantz Superintendents.

Section 1 - Qualifications and Experience



Chris Weaver
President & CEO

Start (Industry): 2005 | Start (Lantz): 2008
Start (Current Position): 2015

Responsibilities

Overall Company Management • Oversees Preconstruction, Operations, and Finance & Administration Divisions • Unique Problem-solving • Strategic Planning • Policy-making • Contract Negotiations • Business Development • Community Outreach

Industry Experience

- ◆ President & Chief Executive Officer
- ◆ Executive Vice President
- ◆ Director of Preconstruction Services
- ◆ Chief Administrative Officer
- ◆ Special Project Coordinator

Education

- ◆ Juris Doctor, Washington & Lee University School of Law (Lexington, VA), 1999
- ◆ BS, Summa Cum Laude, Economics (major), Mathematics and Political Science (minors), JMU, 1999

Professional / Civic Experience

Current

- ◆ Lantz Construction Board of Directors (BOD) President and ESOP Trustee
- ◆ Harrisonburg Electric Commission (HEC)
- ◆ RMH Foundation Advisory Board
- ◆ JMU and SHD Community Air Service Taskforce
- ◆ Shenandoah Valley Partnership (SVP), Lead Generation Committee and Board of Directors
- ◆ AGCVA Legislative Committee
- ◆ Virginia State Bar, Associate Member (inducted October 1999)

Past

- ◆ Broadway Hometown Partnership, BOD
- ◆ Frederick (MD) Chamber of Commerce, Public Policy Committee Chairman, BOD, Executive Committee
- ◆ Greater Augusta Regional Chamber of Commerce (GARCC), BOD
- ◆ Habitat for Humanity of Frederick County, BOD & Site Development Committee Chairman
- ◆ Harrisonburg-Rockingham Chamber of Commerce Board of Directors, Executive Committee, Treasurer
- ◆ Home Builders' Association of Washington County, BOD
- ◆ Land Use Council of Frederick County Builders Association (FCBA), Vice President, BOD
- ◆ Leadership Hagerstown, Class of 2006

Hosting a Lantz TV segment filmed at new hangar site for SHD Aviation Technology Park (2023)



Visiting with the Broadway Storm girls' softball team (2018)



Massanutten Technical Center Donor of the Year award (2017)



Luray Caverns Access Tunnel project site (2017)



Highland Medical Center Groundbreaking (2013)



50-Year Membership award from Harrisonburg-Rockingham Chamber of Commerce (2012)



BUILDING OUR COMMUNITIES

Section 1 - Qualifications and Experience



Kevin Gabel
Director of Construction
Management

Start (Industry): 1989 | Start (Lantz): 1993
Start (Current Position): 2015

Responsibilities

Oversees Operations Office Division (PMs and PEs) • Overall construction management of large/complex projects • Scheduling • Subcontractor coordination • Job cost monitoring • Dispute resolution • Coordinates with owners, architects, and engineers • Coordinates developmental phases of design-build projects • Assists in developing procedures and training for project managers

Industry Experience

- ◆ Director of Construction Management
- ◆ Senior Project Manager
- ◆ Project Manager/Supervisor
- ◆ Project Engineer

Education

- ◆ BS, Construction Management, Ferris State University (MI), 1989

Training / Certifications

- ◆ LEED Accredited Professional
- ◆ ASHE Healthcare Certificate (2004)
- ◆ AGC Project Management Course (2000)

Professional / Civic Experience

Current

- ◆ Lantz Construction Board of Directors (BOD) and Leadership Team

Past

- ◆ Society of Port Republic Preservationists BOD

Notable Project Experience

AUTOMOTIVE / AIRLINE

Luray Caverns Airport T-Hangars Building
Staunton Valley Subaru Renovation
Valley Chrysler-Dodge-Ram-Jeep Dealership

COMMERCIAL

Bluestone Vineyard Wine Storage & Tasting Facility
Highway Motors Addition and Renovation
Holtzman Oil Port Road 7-Eleven Convenience Store
Luray Caverns Access Tunnel
Scion Group, LLC – Northview, Stonegate, and Southview Clubhouses
Speyside Bourbon Cooperage Stave Mill Facility
University Center Building Shell

FIRE & RESCUE

Harrisonburg Fire Stations 2 & 3 Additions
McGaheysville Volunteer Fire Company Addition and Renovation

HEALTHCARE

Department of Behavioral Health CCC&A Expansion
Sentara Martha Jefferson Hospital: Roof Patio • MRI Outpatient Center • Oncology, MRI, and Physicians' Offices Renovations
Skyline Terrace Nursing Home Addition

HISTORIC

Historic Taylor Hotel Demolition & Stabilization
Town of Elkton Historic Jennings House Renovation

INDUSTRIAL

Klockner Pentaplast TDO Building and Facility Expansion
Euro Composites Corp Hall #5 Building Addition
Newell Rubbermaid Shipping Addition

RETIREMENT COMMUNITIES

Sunnyside Highland Interior Renovations
Virginia Mennonite Retirement Community (VMRC) Townhomes
Westminster-Canterbury Monticello Corridor Renovation

SCHOOLS / UNIVERSITIES

Bridgewater College: President's House Renovation • Ninger Hall Addition & Renovations • Athletic Training Facility & Dugout • Kline Campus Center Renovations • Bowman Hall Renovation
Harrisonburg City Schools One Court Square Renovation
Rockingham Co. Public Schools:
Fulks Run & John C. Meyers
Elementary Schools Renovations
& Additions

OTHER

Broadway Community Pool
Renovation



Bluestone Vineyard Meeting House
NEW BUILD • 13,750 sq. ft. • \$1,527,750

BUILDING OUR COMMUNITIES

Section 1 - Qualifications and Experience



Pete Harman

Director of Specialty
& Industrial Projects

Start (Industry): 1987 | Start (Lantz): 2003
Start (Current Position): 2016

Responsibilities

Overall construction management of all Lantz specialty and industrial projects •
Preconstruction • Manpower management •
Scheduling • Support of Lantz Project Managers and Specialty & Industrial PMs •
Collaboration with industrial clients and engineers • Business Development

Industry Experience

Director of Specialty & Industrial Projects,
Specialty & Industrial Projects Coordinator,
Project Manager, Superintendent

Education

Massanutten Technical Center, Electrical
Program (1987)

Training/Certification

- ◆ OSHA 10-Hour Course
- ◆ HRCC Leadership Program (2012-2013)
- ◆ AGC Project Management Course (2007)



Professional / Civic Experience

- ◆ Lantz Construction Board of Directors (BOD) and Leadership Team
- ◆ Represents Lantz at multiple various industry-related career/job fairs and work expos each year
- ◆ Rockingham County Fair volunteer judge for annual Carpentry Skills Competition

Notable Project Experience

Multiple projects for clients such as:

Bowman-Andros Products, LLC
Bridgewater College
Broadway Fire Department
Broadway Rescue Squad
Cargill
CBRE
City of Harrisonburg
Cushman & Wakefield, Inc.
Danone North America (formerly WhiteWave Foods)
Darling Ingredients (formerly Valley Proteins, Inc.)
Euro-Composites Corporation
First Bank & Trust Company
Flint Group, Inc.
Friendship Industries
George's Chicken, LLC (formerly Rocco Farm Foods)
Hershey Chocolate of Virginia, Inc.
Howell Metal Company
IAC Strasburg
James Madison University
Jones Lang LaSalle Americas, Inc.
Kerry Foods (formerly Ariake USA, Inc.)
Klockner Pentaplast
Knauf Insulation, Inc.
Kontoor Brands, Inc. (formerly VF Jeanswear)
Kraft Foods
Merck & Co. Inc.
New Market Poultry
Newell Rubbermaid
NIBCO
PCi Tec (Panamerica Computers, Inc.)
PE Hydro South / Eagle Creek Renewable Energy
Perdue Farms Inc.
Pilgrim's Pride Corporation
Rockingham Poultry
Shenandoah Products, Inc.
Shenandoah's Pride
Southern Thermal Solutions, Inc.
Steven Nissan
Steven Toyota
Sysco Virginia, LLC
Virginia Eagle Distributing
Virginia Poultry Growers Cooperative, Inc.
Wildlife Center of Virginia

Aspen Dental / Sleep Number Build-out
RENOVATION ◆ 6,425 sq. ft. ◆ \$1,102,226



Bridgewater College Cole Hall Assessment & Renovation
RENOVATION ◆ 4,900 sq. ft. ◆ \$307,584



BUILDING OUR COMMUNITIES

Section 1 - Qualifications and Experience



Jeff Deavers

Chief Preconstruction Officer

Start (Industry): 1991 | Start (Lantz): 2012
Start (Current Position): 2015

Responsibilities

Management of Preconstruction Team
Estimating • Business Development
Marketing • Design • Value Engineering

Industry Experience

- ◆ Chief Preconstruction Officer
- ◆ Director of Estimating
- ◆ Senior Estimator
- ◆ Project Manager
- ◆ Estimating Manager

Education

- ◆ BS, Business Administration, Bridgewater College
- ◆ Management & Organizational Development, EMU

Training / Certifications

- ◆ LEED Accredited Professional
- ◆ OSHA 10-Hour
- ◆ BB&T Leadership Program (2019)
- ◆ HRCC Leadership Program (2015-2016)
- ◆ ASHE Healthcare Construction Certificate (2016)

Professional / Civic Experience

Current

- ◆ Lantz Construction Board of Directors (BOD) and Leadership Team
- ◆ Massanutten Technical Center Foundation Board
- ◆ AGCVA Valley District President and Executive Committee member

Past

- ◆ Assistant Scout Master, Troop 124
- ◆ Cub Master, Pack 1
- ◆ Coach, VP, BOD, Broadway Community Little League
- ◆ Member, Heritage Hills Architectural Review Committee

Notable Project Experience / Clients

AUTOMOTIVE / AIRLINE

Carter Myers Automotive, Charlie Obaugh, Flow Automotive, Shenandoah Valley Regional Airport

HEALTHCARE

Sentara Healthcare, Valley Health, Valley Urgent Care

INDUSTRIAL

Bowman Andros, Daikin Applied, Danone North America (formerly WhiteWave Foods), Euro-Composites, Friendship Industries, George's Foods, Harrisonburg-Rockingham Regional Sewer Authority, Hershey Chocolate of Virginia, Holtzman Oil, Howell Metal, Klockner Pentaplast, Merck & Co., Newell Rubbermaid, New Market Poultry, Pilgrim's Pride Corporation, Region VIII Solid Waste Authority, Rivanna Water & Sewer Authority, SVO/Farmer Focus

PROFESSIONAL OFFICES

Harrisonburg-Rockingham Community Services Board (HRCSB), Insurance Institute for Highway Safety, LEYO (Jeff Stowers), People Places

SCHOOLS / UNIVERSITIES

Albemarle County School Board, Blue Ridge Community College, Bridgewater College, City of Charlottesville, James Madison University, Rockingham County Public Schools, University of Virginia, Virginia Military Institute, Virginia School for the Deaf and the Blind

COMMERCIAL

Bluestone Vineyard, Christian Light Publications, Gift & Thrift, G.L. Eavers, LLC, Highway Motors, Luray Caverns, Shentel, Speyside Bourbon Cooperage

Danone Dubois PA Plant Addition

ADDITION/RENO ♦ 30,000 sq. ft. ♦ \$5,407,760



SVO / Farmer Focus Processing Facility

NEW BUILD ♦ 75,000 sq. ft. ♦ \$22,644,200



Bridgewater College's Nininger Hall

ADDITION/RENOVATION ♦ 77,855 sq. ft. ♦ \$8,000,000



BUILDING OUR COMMUNITIES

Section 1 - Qualifications and Experience



Will Tinnell
Estimator

Start (Industry): 2000 | Start (Lantz): 2017

Responsibilities

Analyzes blueprints, project specs, and site conditions to accurately determine cost and schedule • Prepares project cost estimates, budgets, and proposals/bids • Monitors job cost records • Assists with preparation/presentation of negotiated project sales, Design-Build proposals, and value engineering • Collaborates with project managers, engineers, architects, clients, and trade partners

Industry Experience

Estimator, City of Harrisonburg Maintenance Tech II, RCPS Facilities Maintenance, Project Foreman, Tradesperson

Education

- ◆ MTC Blueprint Reading & Schematics Certification (2006)
- ◆ Blue Ridge Comm. College (1998-2000)
- ◆ Bridgewater College (1996-1997)

Training/Certifications

- ◆ HRCC Leadership Program (2018-2019)
- ◆ AGCVA Young Construction Leaders Educational Program (2017-2018)

Notable Project Experience

SCHOOLS / UNIVERSITIES

Bridgewater College Kline Campus Dish Room Renovation
Broadway High School Renovation & Addition
Bridgewater College Bowman Hall and Wakeman Hall Renovations
Virginia Military Institute (VMI): Smith Hall Renovation • Bluestone Pavers at NEB Plaza • Carroll Hall Psych Department Renovation • King Hall Modifications • Third Barracks Shower Renovation Phases 1-3 • RCPS Elementary Schools: John C. Myers Renovation & Addition • Fulks Run ES Renovation & Addition
City of Charlottesville—Walker Upper Elementary School Breezeway

AUTOMOTIVE / AIRLINE

Criswell Chrysler Dodge Woodstock Dealership Renovation
Criswell Ford Renovation-Phase 2
Valley Proteins Inc. (VPI) Aircraft Hangar Addition

BANKS

Farmers & Merchants Bank Woodstock Branch Renovation
ValleyStar Credit Union Renovation

HEALTHCARE

Sentara Rockingham Memorial Hospital Ortho MRI Interior Modifications
Valley Health Shenandoah Memorial Hospital Pharmacy Relocation & Interim Inpatient Rehab

OTHER

Augusta County Government Center Renovations • Christ Central Church Sanctuary Renovation • City of Harrisonburg: Grandview Wastewater Treatment Facility Improvements, Parkview Pump Station • East Market Street Retail Center & Potbelly Sandwich Shop Build-out • Harrisonburg-Rockingham Community Services Board New Office Building • Historic Jennings House Renovation & Addition • Pendleton Community Care Addition • Rockbridge Area Relief Association (RARA) Renovations • Westminster Canterbury of the Blue Ridge Catered Living Carpet Replacement & Monticello Corridor Renovation

RCPS John C. Myers Elementary School Renovation & Addition RENOVATION ♦ 30,255 sq. ft. ♦ \$11,860,900



VPI (now Darling Ingredients) Aircraft Hangar Addition RENOVATION ♦ 14,950 sq. ft. ♦ \$973,975



BUILDING OUR COMMUNITIES

Section 1 - Qualifications and Experience



Eldon Sonifrank
Project Manager

Start (Industry): 1987 | Start (Lantz): 2019

Responsibilities

Overall management of assigned construction projects • Scheduling • Job cost monitoring • Dispute resolution • Collaboration with owners, subcontractors, architects, and engineers • Jobsite safety compliance • Project submittals • Project close-out

Industry Experience

Project Manager, Project Superintendent

Education

Massanutten Technical Center

Training/Certifications

- ◆ OSHA-30
- ◆ Master Electrical License (VA & WV)
- ◆ NFPA 70E Training (Electrical Safety in the Workplace)



Notable Project Experience

SCHOOLS / UNIVERSITIES

Eastern Mennonite University: Cedarwood, Elmwood, & Maplewood Dormitories • University Commons Renovation • Science Center Renovations
Frederick County Public Schools Transportation Center
James Madison University: Bluestone Gateway Signage • Bridgeforth Stadium Counter • Champions Parking Deck • Festival Center Renovations • Lakeview Hall Classroom Renovation • Wayland Hall Renovation
Rockingham County Public Schools Broadway High School Addition & Renovations
Virginia Military Institution (VMI): Smith Hall Renovation • Barracks Stoops Concrete Repair • Carroll Hall Psych Department Renovation • Old Barracks Stoops Renovation • Bluestone Pavers at NEB Plaza • Third Barracks Shower Renovations (Phases 1-2)
Virginia School for the Deaf and the Blind Elevated Walkway

HEALTHCARE

Bath County Hospital Addition & Renovations
Faquier Hospital: Addition & Renovations • Emergency Room Addition & Renovations
Novant Healthcare Outpatient Imaging Culpoper
Sentara Rockingham Memorial Hospital Hybrid OR Addition

OTHER

BARC Electric Cooperative Office Renovations • Harrisonburg-Rockingham Community Services Board New Office Facility • InterChange Warehouse Facilities (multiple) • Interstate Battery Facility • Lantz Construction Breakroom Renovation • Rockingham Petroleum Cooperative Broadway Convenience Store • Shenandoah Assembly of God Church Facility • Shenandoah Valley Airport (SHD) Hangers 6 & 7 • SRI Research Facility • Stonewall Jackson Hotel Renovation (now Hotel 24 South) • SVO/Farmer Focus New Processing Facility • Wastewater Treatment Facility • Timberville Nazarene Church Improvements • VA Dept. of Behavioral Health Commonwealth Center for Children & Adolescents (CCCA) Renovations

VMI Smith Hall Renovation

RENOVATION ♦ 5,575 sq. ft. ♦ \$466,640



SVO / Farmer Focus Processing Facility

NEW BUILD ♦ 75,000 sq. ft. ♦ \$22,644,200



SVO / Farmer Focus New Processing Facility

NEW ♦ 75,000 sq. ft. ♦ \$22,644,283



BUILDING OUR COMMUNITIES

Section 1 - Qualifications and Experience



Mike Scott
Superintendent

Start (Industry): 1981 | Start (Lantz): 2007

Responsibilities

Overall management of project site • Manages subcontractors, material suppliers, craftspeople, and tradespeople • Ensures required materials and equipment are available to support the project • Oversees total construction effort • Ensures project progresses and completes in accordance with design, budget and CPM schedule • Ensures subcontractor contracts are fulfilled • Maintains quality control.

Industry Experience

Superintendent, Craftsperson, Foreman

Training/Certifications

- ◆ OSHA 30-Hour Course
- ◆ CPR/First Aid Certified



VMI Smith Hall Renovation
RENOVATION ♦ 5,575 sq. ft. ♦ \$466,640



Notable Project Experience

SCHOOLS / UNIVERSITIES

Blue Ridge Community College Life Safety Improvements
Virginia Military Institution (VMI): Smith Hall Renovation • Barracks Stoops Concrete Repair • Carroll Hall Psych Department Renovation • King Hall Modifications • Old Barracks Stoops Renovation • Third Barracks Shower Renovations (Phases 1-3)
Virginia School for the Deaf and the Blind Bradford Hall Renovation

AUTOMOTIVE

Flow Audi Porsche Showroom Renovation & Expansion
Obaugh KIA Dealership Renovation

INDUSTRIAL

Klockner Pentaplast TDO Building Renovation
Danone North America (formerly WhiteWave Foods) Facility Renovations

OTHER

BARC Electric Cooperative Office Renovation • The Cheese Shop Addition & Renovation • Explore More Discovery Museum Second & Third Floor Build-outs • Ferguson Enterprises Showroom Tenant Upfit • First Russian Baptist Church Addition & Renovation • Frontier Community Bank Renovation • Historic Highland Center Renovation • Klockner Pentaplast TDO Building • RBI Sheet Metal Shop Facility • Rockbridge Area Relief Association (RARA) Office Renovation • Scion Group LLC Southview and Stonegate Clubhouse Renovations • Speyside Bourbon Cooperage Stave Mill Facility • VA Department of Behavioral Health Commonwealth Center for Children and Adolescents (CCCA) Expansion & Renovation • Wildlife Center of Virginia Storm Damage Repairs



VMI Third Barracks Shower Renovation (Phase 2)
RENOVATION ♦ 3,025 sq. ft. ♦ \$361,429



BUILDING OUR COMMUNITIES

Section 1 - Qualifications and Experience

a. Provide an organizational chart indicating which individuals or positions would have knowledge of an agreement with the Institute, and the degree to which each person would be responsible to an Institute account, including names of project managers and construction superintendents. Include proof of required trade certifications.

Superintendents

Senior Superintendents



Kelly Spitzer



Kyle Cash



Mike Knight



Scott Moyers

Superintendents



Anthony Barone



Barry Polk



Bob Painter



Bobby Shawkey



Brian Folmar



Carl Allen



Greg Funk



Jeremy Folmar



Section 1 - Qualifications and Experience

a. Provide an organizational chart indicating which individuals or positions would have knowledge of an agreement with the Institute, and the degree to which each person would be responsible to an Institute account, including names of project managers and construction superintendents. Include proof of required trade certifications.

Superintendents



Kenny Cline



Kevin Goode



Mark Silvius



Mark Stables



Mike Scott



Preston Alt



Tommy Goolsby



Tony McMillan

Superintendent-in-Training



Josh Clarke

Field Resource Coach



Randy Doolan



Section 1 - Qualifications and Experience

b. Describe the offerors general experience in providing construction of the nature the Institute seeks.

Lantz Construction Company is grateful for the opportunity to provide a response to VMI for the On Demand Services Request for Qualifications. We are a "Class A" general contracting firm licensed in Virginia and West Virginia. Lantz brings to the table not only extensive experience in both remodeling and new construction for higher education facilities such as JMU, VMI, UVA and Bridgewater College, but also a broader range of experience including professional offices, retail business, banks, schools, health care facilities, medical offices, military installations, recreational projects, agricultural construction, and government projects. Our company's industrial experience is equally extensive, including plant maintenance, plant remodeling and additions, warehouses, demolition, food processing projects, freezer and cooler construction, equipment installation, and water and wastewater treatment facilities.

Spanning this experience over the last sixty-three years has provided our company with the ability to meet our mission of delivering quality construction and design-build services of the highest value. We have been able to achieve this by treating our employees, clients, and business partners with fairness and integrity. By doing this we have attained a bonding capacity of \$50,000,000 for a single project and \$70,000,000 total. As a testament to our financial stability please see the attached Bonding Letter. Our financial stability has allowed Lantz the opportunity to deliver projects of a vast range in size, further expanding our capabilities and making us a proficient candidate for the on demand projects.



Section 1 - Qualifications and Experience

c. Provide a list of all the offeror's clients comparable to the Institute's indicating length of contract and the nature of each project. The Institute may contact and/or visit any of these clients.

Client:	James Madison University
Address:	181 Patterson Street, Suite 201 MSC7008 Harrisonburg, VA 22807
Owner Contact:	Clark Driver (540) 568-6720

Completed projects:

Project:	D-HUB Library Swing Space Renovation
Contract Amount:	\$859,750
Start Date: 1/2023	Completion Date: 5/2023

Project:	Starbuck's Reno at Mr. Chips
Contract Amount:	\$71,279
Start Date: 7/2023	Completion Date: 8/2023

Project:	Rose Library Storage Room
Contract Amount:	\$11,402
Start Date: 1/2023	Completion Date: 1/2023

Project:	Hill Side Hall & Shenandoah Hall Mockup Dorm Rooms
Contract Amount:	\$145,845
Start Date: 7/2022	Completion Date: 9/2022

Project:	D-HUB Fire System Repairs
Contract Amount:	\$123,495
Start Date: 9/2020	Completion Date: 9/2020

Project:	Memorial Hall Window/Door Replacement & Plumbing Repairs
Contract Amount:	\$249,100
Start Date: 5/2020	Completion Date: 8/2020



Section 1 - Qualifications and Experience

c. Provide a list of all the offeror's clients comparable to the Institute's indicating length of contract and the nature of each project. The Institute may contact and/or visit any of these clients.

Project:	East Campus Power Plant Facade Demo & Renovation
Contract Amount:	\$619,097
Start Date: 2/2020	Completion Date: 4/2020

Project:	Photo Studio Renovation
Contract Amount:	\$32,469
Start Date: 2/2018	Completion Date: 4/2018

Project:	Stadium Handrail
Contract Amount:	\$8,922
Start Date: 9/2017	Completion Date: 10/2017

Project:	Parking Lot & Amphitheater
Contract Amount:	\$455,823
Start Date: 3/2017	Completion Date: 10/2017

Project:	Physics Vault Door
Contract Amount:	\$32,371
Start Date: 7/2017	Completion Date: 8/2017

Project:	UREC Insulation
Contract Amount:	\$32,371
Start Date: 7/2017	Completion Date: 8/2017

Project:	Wilson Hall Sound Booth
Contract Amount:	\$7,864
Start Date: 4/2017	Completion Date: 4/2017

Project:	Madison Hall Renovations
Contract Amount:	\$167,658
Start Date: 12/2015	Completion Date: 2/2017

Project:	UREC Bike Shelter
Contract Amount:	\$34,630
Start Date: 6/2016	Completion Date: 7/2016



Section 1 - Qualifications and Experience

c. Provide a list of all the offeror's clients comparable to the Institute's indicating length of contract and the nature of each project. The Institute may contact and/or visit any of these clients.

Project:	Power Plant Reroof
Contract Amount:	\$451,614
Start Date: 6/2016	Completion Date: 8/2016
Project:	Duke Hall Projection Screen Install
Contract Amount:	\$13,295
Start Date: 8/2015	Completion Date: 9/2015
Project:	Rose Library Renovation
Contract Amount:	\$13,295
Start Date: 5/2015	Completion Date: 6/2015
Project:	Forbes Center Covered Walkway
Contract Amount:	\$399,885
Start Date: 4/2015	Completion Date: 9/2015

Client:	Bridgewater College
Address:	402 E. College Street Bridgewater, VA 22812
Owner Contact:	Ethan McBryde (EDC/Owners Rep) (804) 369-0830

Completed projects:

Project:	Kline Campus Center Dish Room Renovation
Contract Amount:	\$363,814
Start Date: 6/2023	Completion Date: 9/2023
Project:	Rebecca Hall Quad Improvements
Contract Amount:	\$1,123,488
Start Date: 1/2023	Completion Date: 4/2023
Project:	Band PEMB Pavilion
Contract Amount:	\$246,747
Start Date: 8/2021	Completion Date: 10/2021



Section 1 - Qualifications and Experience

c. Provide a list of all the offeror's clients comparable to the Institute's indicating length of contract and the nature of each project. The Institute may contact and/or visit any of these clients.

Project:	Cole Hall Assessment & Renovation
Contract Amount:	\$447,514
Start Date: 12/2020	Completion Date: 1/2021

Project:	President's House Renovation
Contract Amount:	\$112,180
Start Date: 5/2018	Completion Date: 10/2018

Project:	Kline Campus Center Renovation
Contract Amount:	\$2,343,940
Start Date: 5/2017	Completion Date: 1/2018

Project:	Locker Room Doors
Contract Amount:	\$10,687
Start Date: 12/2014	Completion Date: 1/2015

Project:	New Training Facility & Dugout
Contract Amount:	\$291,188
Start Date: 12/2013	Completion Date: 2/2014

Client:	University of Virginia
Address:	1000 Ednam Center Suite 100 Charlottesville, VA
Owner Contact:	Dave Paley (434) 982-2853

Completed projects:

Project:	New Landscape Shop
Contract Amount:	\$70,382
Start Date: 3/2012	Completion Date: 10/2013

Project:	Blandy Farm Field Lab
Contract Amount:	\$948,248
Start Date: 10/2011	Completion Date: 5/2013



Section 1 - Qualifications and Experience

d. Provide a list of all clients lost within the last three years which includes: a) a contact name and telephone number, b) length of contract and c) reason for the loss.

From the best of Lantz Construction Company's actual knowledge, we have not "lost" any clients in the past three years. Lantz Construction Company is not aware of any past or present clients who are not willing to work with us on future construction projects.



Section 2 - Plan For Providing Services

a. Provide a complete and detailed description of the offeror's methodology and plan for providing the services described herein.

Lantz Construction Company's methodology and plan for providing services to Virginia Military Institute includes successful project delivery based on a thorough examination of each individual project. Each of VMI's on-demand projects will most likely differ in complexity. These complexities may include structural and/or safety issues which Lantz Construction Company will take into careful consideration when determining the best plan of action for providing successful project delivery. Therefore, Lantz Construction Company will utilize all members of the on-demand construction team (including key project management, safety, estimating and administrative staff) in order to determine the best possible avenue for project completion.

In addition to utilizing all members of the on-demand construction team during the evaluation of the project, Lantz also recognizes that successful project delivery relies heavily on good relationships between us and our subcontractors. Treating our clients and business partners with respect, honesty and integrity has always been the foundation of our business relationships. It is this fair treatment of subcontractors and our prompt payment policy to which we owe a great part of our success.

Over 63 years of experience in the construction industry has developed our ability to pre-qualify experienced and capable subcontract firms. We select from an extensive list of both local and regional firms. We do not select our subcontractors strictly based upon the lowest bid. Rather, we evaluate many factors in addition to the bid amount before making our selection, including: annual volume of work, current amount of work under contract, bonding capability, size and effectiveness of workforce, prior experience in the type of construction being considered, prior experience working for our firm, financial strength and general reputation in the industry.



Section 2 - Plan For Providing Services

b. Describe the offeror's commitment to the Institute in terms of resources, personnel, investment, etc.

Lantz Construction Company has a deep commitment to Virginia Military Institute. As an operating business in the Shenandoah Valley since 1960, Lantz Construction Company recognizes how important VMI is to the Shenandoah Valley and is committed to continuing the Institute's success. Lantz hopes to be able to build a long lasting and positive relationship with the Institute's on-demand construction contract. In addition, the Lexington area has been a pivotal part of Lantz's service area over the past 63 years and we hope to continue to build our positive reputation in the area.



Section 2 - Plan For Providing Services

c. Provide a list of the subcontractors the offeror would use to provide subcontracting.

Lantz Construction Company's subcontractor database includes more than 2,900 geographically located subcontractors with 130 subcontractors that are SWaM and or SBSD certified. We will use this database to actively solicit historically disadvantaged subcontractors, including Virginia SBSD*-certified small, woman-owned and minority-owned businesses as well as firms that are qualified for this on-demand contract. Since this RFP is not job-specific, it is non-viable to list specific subcontractors at this time.

d. Provide representation that the prices, terms, warranties and benefits specified in the proposal are comparable to or better than the equivalent terms being offered by the offeror to any present customer.

Lantz Construction Company has several self-perform capabilities, such as, demolition, concrete work, masonry, steel erection, rough framing, finish carpentry, etc. These self perform capabilities allows Lantz to provide competitive pricing equal to or below market comparison. In addition, Lantz will competitively seek out multiple subcontractor and supplier proposals in order to present VMI the most cost effective and best value bid proposal.

Lantz's focus is working with qualified licensed and insured subcontractors with the direct supervision of one of our seasonal superintendents. This approach is to not only build a quality and timely project, but to also limit the amount of call backs and warranty claims.

e. Comment on your willingness to furnish Commonwealth of Virginia Standard Performance and Labor and Material Payment Bonds for some projects when requested by the Institute.

Lantz Construction Company is completely willing and capable of providing Commonwealth of Virginia Standard Performance and Labor and Material Payment Bonds whenever requested by Virginia Military Institute.

**Section 3 - Small, Women-owned and
Minority-owned Business(SWAM):**

COMMONWEALTH OF VIRGINIA



DEPARTMENT OF SMALL BUSINESS & SUPPLIER DIVERSITY

101 N. 14th Street, 11th Floor
Richmond, VA 23219

LANTZ CONSTRUCTION COMPANY

Is a certified Small.

**Business meeting all the requirements set forth under the Code of Virginia Section 2.2-16.1 et seq.
and Administrative Code 7VAC 13-20 et seq.**

Certification Number: 8730

Valid Through: Sep 30, 2024

Accordingly Certified

A handwritten signature in blue ink, appearing to read "Tracey G. Wiley".

Tracey G. Wiley, Director





Section 4 - References

Four (4) recent references, either educational or governmental, for whom you have provided the type services described herein. Include the date(s) the services were furnished, the client name, address and the name and phone number of the individual the Institute has your permission to contact. (See Attachment D)



Section 5 - Financial Stability

Submit a copy of the offeror's most recent financial statements or other evidence of financial stability.

January 5, 2023

RE: Lantz Construction Company – Statement of Surety Qualifications

To Whom It May Concern:

Lantz Construction Company (Lantz) is a valued client of McGriff Insurance Services, Inc. (McGriff) and Zurich American Insurance Company and/or its subsidiary, Fidelity & Deposit Company of Maryland (Zurich). The management team of Lantz demonstrates excellence and added value to the projects they undertake. Lantz currently has the ability to bond projects in excess of \$50,000,000, while maintaining overall capacity of approximately \$70,000,000. Should the company's surety bonding needs exceed these parameters, the surety will give consideration provided it is satisfied with the prevailing underwriting conditions.

If Lantz is awarded a contract for the referenced project and requests that we provide the necessary performance and/or payment bonds, we will be prepared to execute the bonds subject to the surety's acceptable review of the contract terms and conditions, bond forms, appropriate contract funding and any other underwriting considerations at the time of the request. Consideration and issuance of bonds is a matter solely between Lantz and the surety, and we assume no liability to third parties or to you by the issuance of this letter. Zurich is listed on the U.S. Treasury Departments list of acceptable sureties. Zurich is rated "A+" by A. M. Best.

Without question, we highly recommend Lantz for your upcoming project. We trust that this information meets with your satisfaction. If there are further questions, please feel free to contact me.

Sincerely,

Christopher Brandon Pulliarn

Vice President - McGriff Insurance Services, Inc.

Attorney-in-Fact for Zurich American Insurance Company/Fidelity & Deposit Company of Maryland



Section 6 - Geographic Location

Provide information regarding the locations of company offices relative to this proposal.

Lantz Construction Company is a general contracting firm specializing in commercial design-build construction. The corporation was founded in 1960 and is licensed as a "Class A" general contracting firm in both Virginia and West Virginia. The company has one office and is located at:

539 South Main Street
Broadway, VA 22815



**Section 7 - The return of General Information Form
and Addenda, if any, signed and filled out as required.**

Acknowledgment of Addendum: #1 10/31/2023

Virginia Military Institute
Lexington, Virginia 24450-0304

REQUEST FOR QUALIFICATIONS

RFP# V211-24-023

Issue Date: 16 October 2023

Title: On-Demand Trades Pool for Renovation and Repair Services
SET-ASIDE FOR SBSO Certified SWaM VENDORS ONLY -- Limited to Area 103

Questions Due: 2 November 2023 at 2:00 PM EST

Due Date: 16 November 2023 at 2:00 PM EST (mailed or hand-delivered to VMI Procurement

Services) Commodity Code: 91200 -- Construction Services, General

Issuing Agency: Virginia Military Institute
Procurement Services
330 Parade, Avenue
Smith Hall, Room 314
Lexington, VA 24450

Period of Contract: Date of Award through 31 December 2024, with four (4) optional renewals. VMI will also solicit for new vendors to add to the contract annually during an open enrollment period.

Proposals should be mailed or hand-delivered directly to the Issuing Agency shown above.

IDENTIFICATION OF BID ENVELOPE: The signed bid should be returned in a separate envelope or package, sealed and identified as instructed in Section XII, paragraph H. The envelope should be addressed as directed in the heading of this Page of the solicitation. No other correspondence or other bids should be placed in the envelope.

PRE-PROPOSAL CONFERENCE- No pre-proposal conference will be held for this solicitation.

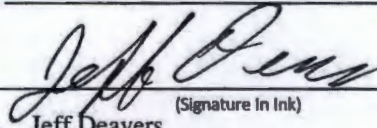
All Inquiries for Information Should Be Directed To: LTC Lynn W. Carmack, VMI Procurement Services at carmacklw@vmi.edu. The Understanding of Requirement Form (Attachment A) must be used for questions concerning specifications or statement of needs.

In Compliance With This Request for Qualifications And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiation.

Name and Address Of Firm:

Lantz Construction Company
539 South Main Street
Broadway, VA Zip Code: 22815

Date: 11/17/2023

By: 
(Signature In Ink)

Name: Jeff Deavers
(Please Print)

Title: Vice President & Chief Preconstruction Officer

EVA Vendor ID or DUNS number EV A002-E4910

Phone: (540) 896-8911

E-mail: jdeavers@lantzcc.com

Fax: (540) 896-6502

Note: This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.



Section 8 - Attachments

Attachment B - Conflict of Interest Statement

Attachment C - Contractor Data Sheet

Attachment D - References

Attachment E - Small Business Certification

Attachment F - VMI Contractor/Vendor Standard of Conduct

Attachment G - Trade Consideration

CONFLICT OF INTEREST STATEMENT

Ensure that the solicitation is thoroughly read and completed. Complete, sign and return the information requested below with your proposal. FAILURE TO FURNISH THIS DATA MAY RESULT IN REJECTING YOUR PROPOSAL.

NAME: Lantz Construction Company

ADDRESS: 539 South Main Street

CITY/STATE: Broadway, VA 22815

TELEPHONE NUMBER: 540-896-8911

FEDERAL ID NUMBER(FIN): 54-0679259

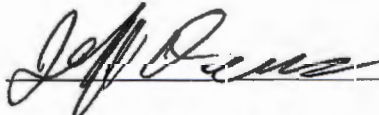
THE ABOVE FIRM IS A: (CHECK, AS APPLICABLE)

- | | |
|--|---|
| <input checked="" type="checkbox"/> SMALL BUSINESS | <input type="checkbox"/> INDIVIDUAL BUSINESS |
| <input type="checkbox"/> WOMAN-OWNED BUSINESS | <input type="checkbox"/> SOLE PROPRIETORSHIP |
| <input type="checkbox"/> MINORITY-OWNED BUSINESS | <input type="checkbox"/> PARTNERSHIP |
| <input type="checkbox"/> SHELTERED WORKSHOP | <input checked="" type="checkbox"/> CORPORATION |

RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA:

IS ANY MEMBER OF THE FIRM AN EMPLOYEE OF THE COMMONWEALTH OF VIRGINIA WHO HAS A PERSONAL INTEREST IN THIS CONTRACT PURSUANT TO THE CODE OF VIRGINIA, SECTION 2.1-639.1-639.24? ☐ YES ☒ NO

IF YES, EXPLAIN:



SIGNATURE OF OFFEROR

11/17/2023

DATE

Please tell us how you received this solicitation:

- ☐ It was mailed to you directly.
☐ You requested a copy through the Virginia Business Opportunities.
☐ You obtained a copy from the Virginia Department of Small Business and Supplier Diversity
☒ Other (please specify) eVA

QUALIFICATIONS OF OFFEROR: Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirement.

Indicate the length of time you have been in business providing this type of service. 63 Years
7 Months

Provide a list of current references, either college, Educational Institutions, and/or other companies that your firm is servicing. Include the length of service, dollar volume, year contract was entered into, and the name and address of the person the State has your permission to contact. Such listing shall be comprehensive of your firm's customer base and can be formatted as follows:

CURRENT ACCOUNTS:

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
Danone North America 6364 S Valley Pike Mt. Crawford, VA 22841 Chris Tate (540) 292-7155	2012-Present	\$3,900,000
Merck 2778 S E Side Hwy Elkton, VA 22827 Eric Reese (540) 383-5993	2015-Present	\$2,700,000
Bridgewater College 402 E College Street Bridgewater, VA 22812 Ethan McBryde (EDC/Owners Rep) (804) 369-0830	1981-Present	\$4,000,000

LOST ACCOUNTS:

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
None		

ATTACHMENT D

RFP# V211-24-023

REFERENCES

Please list at least three references for whom you have performed each applicable category of service specified herein and within the past five years.

CLIENT: James Madison University

ADDRESS: 181 Patterson Street, Suite 201, MSC 7008, Harrisonburg, VA 22807

CONTACT

PERSON/PHONE#: Clark Driver (540) 568-6720

APPROXIMATE DOLLAR VOLUME PER YEAR: \$1,300,000

PROJECTS/DATES/DESCRIPTION: D-HUB Library Swing Space Renovation(1/2023-5/2023)

Starbuck's Reno at Mr. Chips (7/2023-8/2023), Rose Library Storage Room (1/2023-1/2023)

Hill Side Hall & Shenandoah Hall Mockup Dorm Rooms (7/2022-9/2022)

CLIENT: Bridgewater College

ADDRESS: 402 E. College Street, Bridgewater, VA 22812

CONTACT
PERSON/PHONE#: Ethan McBryde (EDC/Owners Rep)
(804) 369-0830

APPROXIMATE DOLLAR VOLUME PER YEAR: \$4,000,000

PROJECTS/DATES/DESCRIPTION: Kline Campus Center Dish Room Renovation (6/2023-9/2023)

Rebecca Hall Quad Improvements (1/2023-4/2023), Band PEMB Pavilion (8/2021-10/2021)

Cole Hall Assessment & Renovation (12/2020-1/2021)

CLIENT: Sentara RMH

ADDRESS: 2010 Health Campus Drive, Harrisonburg, VA 22801

CONTACT

PERSON/PHONE#: Rob Lynch (434) 981-3327

APPROXIMATE DOLLAR VOLUME PER YEAR: \$2,900,000

PROJECTS/DATES/DESCRIPTION: Advanced Imaging Center Addition & Renovation (11/2022-7/2023)

Staunton Primary Care Clinic Renovations (02/2022-8/2022, CT Room 1460 Renovation (3/2022-6/2022

Nuclear Med CT Replacment (3/2022-6/2022)

Please use a separate sheet of paper for additional references.

REFERENCES

Please list at least three references for whom you have performed each applicable category of service specified herein and within the past five years.

CLIENT: Danone North America

ADDRESS: 6364 S Valley Pike, Mt. Crawford, VA 22841

CONTACT

PERSON/PHONE#: Chris Tate (540) 292-7155

APPROXIMATE DOLLAR VOLUME PER YEAR: \$3,900,000

PROJECTS/DATES/DESCRIPTION: Warehouse Expansion Lyft BP4 (4/2022-5/2023)

Wastewater Reclaim Filtration Pits Installation (11/2022-01/2023), Ramp & Canopy (8/2022-11/2022)

Lyft BP2 New Guardhouse & Truck Traffic Improvements (11/2022-5/2023)

Small Business Certification

Definitions

Small Business: "Small business " means an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Note: This shall not exclude SBSB-certified women- and minority-owned businesses when they have received SBSB small business certification.

Women-Owned Business: Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

Minority-Owned Business: Minority-owned business means a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

All small businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSB) by the due date of the solicitation to participate in the SWaM program. Certification applications are available online at www.sbsd.virginia.gov.

Offeror Name: Lantz Construction Company

Preparer Name: Jeff Deavers

Date: 11/17/2023

Instructions

- A. Businesses certified by the Department of Small Business and Supplier Diversity (SBSB) as a small business must complete Section A of this form.

Section A

CERTIFICATION TYPE (check only one below):

☒ X Small Business

☐ Small and Women-owned Business

☐ Small and Minority-owned Business

Certification Number: 8730 Certification Date: 9/30/2021

Expiration Date: 9/30/2024

NOTE: It is your responsibility to ensure that your certification is renewed and does not lapse. Should your certification expire, you will no longer be eligible to receive awards under this contract.

ATTACHMENT F

VMI CONTRACTOR / VENDOR STANDARDS OF CONDUCT

The contractor shall be responsible for controlling employee conduct, for assuring that its employees are not boisterous or rude, and are not engaging in any destructive or criminal activity.

Foul language of any kind will not be tolerated. Engaging in verbal or physical behavior that causes distress to cadets, faculty, staff and/or employees will result in immediate removal from the job site.

All employees of the contractor and subcontractors shall wear uniforms or other appropriate Institute approved attire at all times to designate their affiliation with the contractor.

Brandishing a firearm, whether threatening or non-threatening, will result in immediate removal from the job site.


Contractor's employees who appear to be under the influence of alcohol or other substance shall not be permitted on VMI property.

Contractor's employees shall not use VMI owned equipment without the distinct permission of the Director of Physical Plant or Director of Construction or their designees. This equipment includes but is not limited to telephones and computers, hand tools and operable equipment.

The contractor is also responsible for insuring that its employees do not disturb papers on desks, or open desk drawers, cabinets or briefcases, or use the Institute equipment and the like, except as authorized in the preceding paragraph.

Smoking is not permitted on Post or at other VMI owned property except in designated areas as indicated by **General Order 45**. Tobacco use in VMI-owned or leased buildings, covered walkways, temporary enclosed structures, trailers, and tents as well as structures placed on state-owned property by contractors or vendors is prohibited. Tobacco use in VMI provided vehicles is prohibited. Outside smoking or tobacco use will not be permitted within 50 feet of building entrances or exits. Smoking will not be permitted in outside areas identified as hazardous areas.

Agreed to by:

	SIGNATURE
Jeff Deavers	PRINTED NAME
Lantz Construction Company	COMPANY
11/17/2023	DATE

TRADE CONSIDERATION

Contractor Pool for Non-Capital Construction, Renovation and Repair Services for projects valued at less than \$50k

Check all trades for which your firm is proposing:

TRADE:	CHECK ALL THAT APPLY FOR CONSIDERATION
General Construction	X
Asbestos Remediation	
Asphalt Repair	
Casework/Millwork	
Concrete Work	X
Demolition	X
Disaster Recovery	
Dry Wall Installation/Finishing	
Electrical	
Elevator Inspections	
Excavation/Grading	
Exterior Waterproofing	X
Fencing	
Fire System Services	
Flooring Installation/Refinishing	
Guttering	
HVAC	
Insulation services	
Masonry	X
Mechanical	
Metal Fabrication	X
Mold Remediation	
Painting	
Plumbing	
Roofing	
Solar Panel Services	
Tile and Grout Work	
Water Mitigation	
Welding	X
Window & Door Repair/Replacement	X
OTHER: (Describe)	