

COPY

**MVE**  
**Mid Valley Electric, Inc.**

Residential, Commercial, and Industrial Contractors  
1180 South High St. Suite 100, Harrisonburg, VA 22801  
(540)433-6815 Fax (540)433-5599  
VA Contractors License: 2705-036312A DCIS ID No 11-10005

**Virginia Military Institute**  
**Lexington VA 24450**  
**RFQ# V211-24-023**

Request for Qualification Table of Contents

Page :	Title:
1	Request for Qualification Signature Page
2-3	Section VIII – Organizational Chart – Section B, 1a
4	Section VIII – General Experience – Section B, 1b
5	Section VIII – List of Clients and Lost Accounts (Attachment C) – Section B, 1c & 1d
6	Section VIII – Methodology – Section B, 2a; Commitment – Section B, 2b; Subcontracting List – Section B, 2c; Prices, Terms, Warranties – Section B, 2d; Bonds – Section B, 2e
7-8	Section VIII – SWAM Certification (Attachment E) – Section B, 3
9-10	Section VIII – References (Attachment D) – Section B, 4
11-13	Section VIII – Financial Stability – Section B, 5
14	Section VIII – Geographic Location – Section B, 6
15	Section VIII – Conflict of Interest (Attachment B)
16	Section VIII – Vendor Standards of Conduct (Attachment F)
17	Section VIII - Trade Consideration ( Attachment G)

**Virginia Military Institute**  
Lexington, Virginia 24450-0304

REQUEST FOR QUALIFICATIONS

RFP# V211-24-023

Issue Date: 28 November 2023

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

Questions Due: 13 December 2023 at 2:00 PM EST

Due Date: 20 December 2023 at 2:00 PM EST (accepting electronic responses in eVA, mailed or delivered proposals)

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 uploaded to eVA for electronic receipt, mailed or hand-delivered 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.

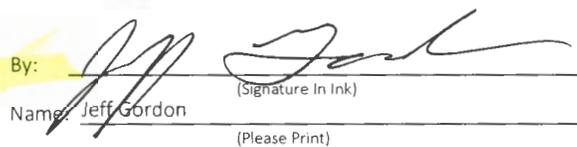
All Inquiries for Information Should Be Directed To: LTC Lynn W. Carmack, VMI Procurement Services at [carmacklw@vmi.edu](mailto:carmacklw@vmi.edu). The Understanding of Requirement Form (Attachment A) must be used for questions concerning specifications or statement of needs.

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:

Mid Valley Electric, Inc  
1180 South High Street Suite 100  
Harrisonburg VA, 22801

Date: December 20, 2023

By:  \_\_\_\_\_  
(Signature In Ink)

Name: Jeff Gordon  
(Please Print)

Title: President

EVA Vendor ID or DUNS number 144196524

Phone: 540-433-6815

E-mail: jgordon@midvalleyelectric.net

FAX: 540-433-5599

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.

## **Organizational Chart Key Members**

### **Jeff Gordon – Principal In Charge**

- President-2018-Present
- Vice President-Sec/Treasurer of Mid Valley Electric Inc. 1996-2017
- Branch Manager – Eck Supply Company (Harrisonburg) 1988-1995
- Purchasing Agent/Commercial Sales – Lighthouse Electric Supply, Harrisonburg (sold to Eck Supply) 1986-1988
- Master Electrician License – 1988
- DCJS License # 99-400066

### **Nick Burgess – Senior Estimator/ Project Manager**

- Estimator/Project Manager Mid Valley Electric 2009-Current
- Project Superintendent 2007-2009
- Electrical Foreman 2002-2007
- Electrical Mechanic 2000-2002
- DCJS License # 99-400062
- Master Electrician

### **Daniel Gordon- Project Manager**

- Estimator/Project Manager Mid Valley Electric 2023
- Project Superintendent 2018-2022
- Electrical Foreman 2012-2018
- Electrical Mechanic 2007-2012

### **Eugene Bussard – Project Superintendent**

- Project Superintendent/Foreman - Mid Valley Electric 1996-Current
- Foreman – D&L Electric 1992-1995
- Foreman – Cannon Electric 1988-1992
- Electrical Mechanic – Cannon Electric 1984-1988
- Master Electrician License – 1988
- DCJS License # 99-400063

### **Jeremy Crummett – Project Superintendent**

- Project Superintendent/Foreman – Mid Valley Electric 2008-Current
- Foreman – Graves Electric 2004-2008
- Electrical Mechanic – Mid Valley Electric 1996-2004

### **Terry Spitzer –Project Superintendent**

- Project Superintendent/Foreman –Mid Valley Electric 2015-Current
- Foreman –Broadway Electric 2000-2015
- Electrician Apprentice/Apprentice Leadsman –1996-2000
- Master Electrician License
- WVA Master Electrician License
- DCJS License # 99-126085

Mid Valley Electric, Inc. was founded in June 1996. MVE is a full-service electrical contractor dedicated to providing professional high-quality work for our clients throughout western and central Virginia.

We are a Class A Electrical Contractor dedicated to meeting the various needs of our customers from Federal, State, Municipalities, Universities, Industrial, Commercial or Communication clients. We have expanded our services over the years to include full-service communications, data installations, cameras and other systems.

We have performed electrical single contracts up to six million dollars and typically have yearly income between 10-12 million in installation values.

Our services include:

- Industrial Electrical Installations
- Commercial Electrical Installations
- Residential Electrical Installations
- Design-Build Services
- Custom Panel Building
- Excavation and Trenching Services
- Bucket Truck Services
- Communication and Network Cabling
- Fiber Optic Cabling Installations, terminations and splicing
- CCTV and Security Installations (DCJS Certified)

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. 27 Years, 6 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
James Madison University - Jared Combs 540-568-6580	27	500,000 - 1.5 Million
Dynamic Aviation- Tyler Beiler 540-478-2034	27	250,000 - 2 Million
Target Distribution - Katherine Johnson 540-932-3733	24	50,000 - 1 Million
Washington and Lee -Tracy Huffer 540-810-5930	15	1 Million - 4 Million
Whites Travel Center - Mark Dudley 540-319-1528	9	100,000 - 1 Million
Mary Baldwin University - Mark Miller 540-476-1147	12	20,000 - 100,000
Shenandoah Valley Electric - Gabe Roach 540-383-1671	10	100,000 - 500,000
_____	_____	_____
_____	_____	_____

LOST ACCOUNTS:

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
<u>N A</u> _____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

**Reference: Section VIII – Section B, 2a. Methodology**

Request for services received are assigned to Estimator or Project Manager for quotation as required. If awarded, project manager would assign Superintendent or Foreman to project and schedule all manpower and associated procurement of materials as required. Project Manager would follow project until completed with all close-outs as applicable. Project Manager will coordinate invoicing with accounting department.

**Reference: Section VIII– Section B, 2b. Commitment and Resources**

Mid Valley Electric, Inc., will provide appropriate personnel, project manager, and resources applicable for the project at hand to meet schedules provided. With our team of experienced forces we will always aim to exceed your expectations.

**Reference: Section VIII – Section B, 2c. Subcontractors**

Johnson Controls (Simplex) if applicable for the Fire Alarm subcontracts.  
Harrisonburg Construction if general construction/carpentry work would be required.  
Templeton-Vest if alternate fire alarm work is required that Simplex does not service on campus.

**Reference: Section VIII – Section B, 2d. Prices, Terms, and Warranties**

Mid Valley Electric, Inc. asserts the prices provided for services will be per our standard rates we offer to all of our clients. Our terms are net 30 days with one (1) year warranty provided on material and labor we provide.

**Reference: Section VIII – Section B, 2e. Bonds**

We are fully capable of providing Bonds for projects as requested up to \$8 Million on a single contract.

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](http://www.sbsd.virginia.gov).

Offeror Name: Mid Valley Electric, Inc.

Preparer Name: Jeff Gordon Date: 12/19/2023

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):

- Small Business
- Small and Women-owned Business
- Small and Minority-owned Business

Certification Number: 10606 Certification Date: 03-31-2020  
Expiration Date: 03-31-2025

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.

# MID VALLEY ELECTRIC, INC.

JEFF GORDON  
1180 SOUTH HIGH STREET SUITE 100  
Harrisonburg, VA 22801  
Phone (540) 433-6815  
Fax (540) 433-5599  
JGordon@midvalleyelectric.net

Certification Number: 10606

## SWaM Certification Type:

Small Start Date: 03-31-2020

SWaM Expiration Date: 03-31-2025

NIGP Code and Description:

91438 Electrical

Pcard: N

Business Category: Construction

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 St, Harrisonburg VA 22801

CONTACT  
PERSON/PHONE#: Jared Combs (540) 568 6580

APPROXIMATE DOLLAR VOLUME PER YEAR: \$200,000 - \$1 Million

PROJECTS/DATES/DESCRIPTION: Site Lighting 2023, AT&T Project 2023, Wireless Access 2023, Site Lighting Replacement (December 2019) Site Lighting Replacement Phase II (Dec 2019-Jan 2020)

CLIENT: Washington & Lee University

ADDRESS: 204 West Washington St, Lexington VA 24450

CONTACT  
PERSON/PHONE#: Tracy Huffer (540) 810-5930

APPROXIMATE DOLLAR VOLUME PER YEAR: \$1 Million - \$4 Million

PROJECTS/DATES/DESCRIPTION: Currently - Williams School of Business, Service Upgrades  
Previously - Indoor Athletic Facility (2018 - 2020) New underground utilities to Several Buildings

CLIENT: Whites Travel Center

ADDRESS: 2440 Raphine Rd, Raphine VA 24472

CONTACT  
PERSON/PHONE#: Mark Dudley (540) 319-1528

APPROXIMATE DOLLAR VOLUME PER YEAR: \$400,000 - \$1.2 Million

PROJECTS/DATES/DESCRIPTION: Petro Destination Station (2015) Complete Electrical, Fire Alarm, Data, Camera Systems, and Generator. Carillion Health Center (2019) Complete Electrical for Health Center.

Please use a separate sheet of paper for additional references.

Reference – Section VII – Proposal Preparation and Submission – Section 4 – References:  
RFP# V21124-023

Additional References:

CLIENT: Shenandoah Valley Electric

ADDRESS: 180 Oakwood Drive Rockingham VA 22801

CONTACT PERSON/PHONE#: Gabe Roach – 540-383-1671

APPROXIMATE DOLLAR VOLUME PER YEAR: \$500,000 - \$1.4 Million

PROJECTS/DATES/DESCRIPTIO: Complete electrical for new Corporate Headquarters, warehouse and equipment shop. Work completed for customer thru Harman Construction.

CLIENT: Horizons Edge Sports Campus

ADDRESS: 325 Cornerstone Lane, Harrisonburg VA 22802

CONTACT PERSON/PHONE#: Dave Huber – (304) 992-6243

APPROXIMATE DOLLAR VOLUME PER YEAR: \$200,000 - \$1 Million

PROJECTS/DATES/DESCRIPTIO: Complete electrical, Fire Alarm, Communications, Sound Systems for new Sports Complex consisting of interior athletic basketball, soccer, volleyball courts and support areas. Completed December 2019.

**Reference: Section VIII – Section B6 – Geographic Locations:**

Home Office is located at 1180 South High St., Ste 100 Harrisonburg VA, 22801

Our primary service area is from Winchester VA, to Lexington VA, and East to Charlottesville and Green County. We have multiple facilities that we service from Winchester to the North Carolina border and over to Richmond, VA.

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: Mid Valley Electric, Inc

ADDRESS: 1180 South High Street, Suite 100

CITY/STATE: Harrisonburg, VA 22801

TELEPHONE NUMBER: (540) 433 6815

FEDERAL ID NUMBER(FIN): 54-1809480

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

- SMALL BUSINESS
- WOMAN-OWNED BUSINESS
- MINORITY-OWNED BUSINESS
- SHELTERED WORKSHOP
- INDIVIDUAL BUSINESS
- SOLE PROPRIETORSHIP
- PARTNERSHIP
- 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

12/19/2023  
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 Posting

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 Gordon*

Printed Name: Jeff Gcrdon

Title: President

Company: Mid Valley Electric, Inc.

Date: 12/19/2023

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	
Asbestos Remediation	
Asphalt Repair	
Casework/Millwork	
Concrete Work	
Demolition	
Disaster Recovery	
Dry Wall Installation/Finishing	
Electrical	x
Elevator Inspections	
Excavation/Grading	
Exterior Waterproofing	
Fencing	
Fire System Services	
Flooring Installation/Refinishing	
Guttering	
HVAC	
Insulation services	
Masonry	
Mechanical	
Metal Fabrication	
Mold Remediation	
Painting	
Plumbing	
Roofing	
Tile and Grout Work	
Solar Panels	
Water Mitigation	
Welding	
Window & Door Repair/Replacement	
OTHER: (Describe) Communication Cabling & Terminations	x