

COPY

ON DEMAND CONSTRUCTION FOR PROJECT VALUES UP TO \$50,000
RFQ# V211-24-023

VIRGINIA MILITARY INSTITUTE

SUBMITTED TO:

**MS. KATHLEEN TOMLIN
VIRGINIA MILITARY INSTITUTE
PROCUREMENT SERVICES
314 SMITH HALL
LEXINGTON, VA 24450**

SUBMITTED BY:

**JMW, INC. dba MW CONSTRUCTION CO.
PO BOX 634
TROUTVILLE, VA 24175**

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This proposal was prepared for and submitted to the Virginia Military Institute for Project #V211-24-023. All information contained herein is in response to this RFP.

I would like to thank you for the opportunity to provide our information to your establishment. If you have any questions or concerns, please feel free to contact me at any time.

Thank you,

Michael D. Williams, President

GENERAL REQUIREMENTS/EXPERIENCE

A. EMPLOYEES

1. Mike Williams, President/Project Manager. 31 Years Experience. Responsible for all project management duties. Including initial contact with VMI, estimate preparation, scheduling, ensuring proper manpower on all jobs, change order submission, and communicating with VMI regarding all aspects of projects.
2. Christopher Williams, Project Manager. 10 Years Experience. Responsible for all project management duties. Including initial contact with VMI, scheduling, ensuring proper manpower on all jobs, change order submission, and communicating with VMI regarding all aspects of projects.
3. Enele P. "Pete" Fau. Jobsite Superintendent. 40 Years Experience. Responsible for completing and/or supervising all projects, completion of punch-lists, communicating with VMI regarding all aspects of projects.
4. We also have 7-10 additional workers with an average of 10-15 years experience each.

All of our employees have sufficient literacy in English and meet all INS Requirements to work in the US legally. Employees are trained in all OSHA safety and First-Aid requirements. All employees that will be on any VMI campus will pass a criminal background check. Our Superintendents can read drawings/details and specifications as required. Our crews are courteous and responsible and clean up daily.

Our employees regularly work in school/college campus environments and will conduct themselves accordingly. All work performed will not adversely affect or render useless any portion of the facility. Disruption to instructional activities will be kept to a minimum and all work will be coordinated with Supervisors to minimize conflicts.

If any changes in personnel must occur, VMI will be notified immediately of these changes.

B. GENERAL EXPERIENCE

MW Construction Company has been licensed, bonded, and insured as a Class "A" General Contractor in the State of Virginia since April of 1999. We are also licensed, bonded, and insured to work in the States of West Virginia and North Carolina.

We are fully equipped with marked company vehicles and tools, and all of our employees are neat in appearance wearing shirts with our company logo.

We are Certified by the United States Environmental Protection Agency to conduct lead-based paint renovations, repairs, & painting activities under the requirements of the Toxic Substances Control Act (TSCA) Section 402.

COMPARABLE CLIENTS

1. Hollins University
PO Box 9584
Roanoke, VA 24020
Gloria Bryant
540-362-6485
Length of Contract: 2005 - Present

We have completed numerous projects for Hollins University since 2005. While most of the projects are small repairs or renovations such as door repairs, siding repairs, porch removal or railing replacements; we have also removed and replaced all of the sidewalks throughout the campus. Hollins University has also used our services to replace the concrete stoops at the apartments used for student housing, as well as repairs to (2) other properties they own off campus. We also replaced the dome ceiling in the Theatre.

2. Hotel Roanoke & Conference Center
110 Shenandoah Ave.
Roanoke, VA 24016
RD Wright
540-985-5900
Length of Contract: 2003 – Present

The Hotel Roanoke & Conference Center has been a loyal customer since 2003. We have completed the 3-Phase repair and painting of the entire exterior of the Hotel two times, which was documented in the Roanoke Times in 2004 and again in 2013. We have renovated the prestigious Pine Room, the Appalachian Room, the Pocahontas Room, the Regency Room, the Fitness Room and Restrooms as well as numerous other rooms within the Hotel. We also constructed a 50' extension of the Hokie Stone Wall with a new archway and columns for the walkway that leads from the Hotel Roanoke to Norfolk & Southern. Many renovations for the Hotel Roanoke include custom woodwork fabrication and repair. We are also at the Hotel's disposal for small time & material projects.

COMPARABLE CLIENTS - Continued

3. Roanoke City Public Schools
250 Reserve Ave.
Roanoke, VA 24016
Eric Thornton
540-853-2851
Length of Contract: 2008 - Present

We have a recurring On-Demand Time & Material Painting contract with Roanoke City Schools to complete painting on an "as needed" basis, and we have completed interior/exterior painting at many schools and associated buildings throughout the City.

4. Roanoke County General Services
1216 Kessler Mill Rd.
Salem, VA 24153
Garry Viar
540-387-6110
Length of Contract: 2004 – Present

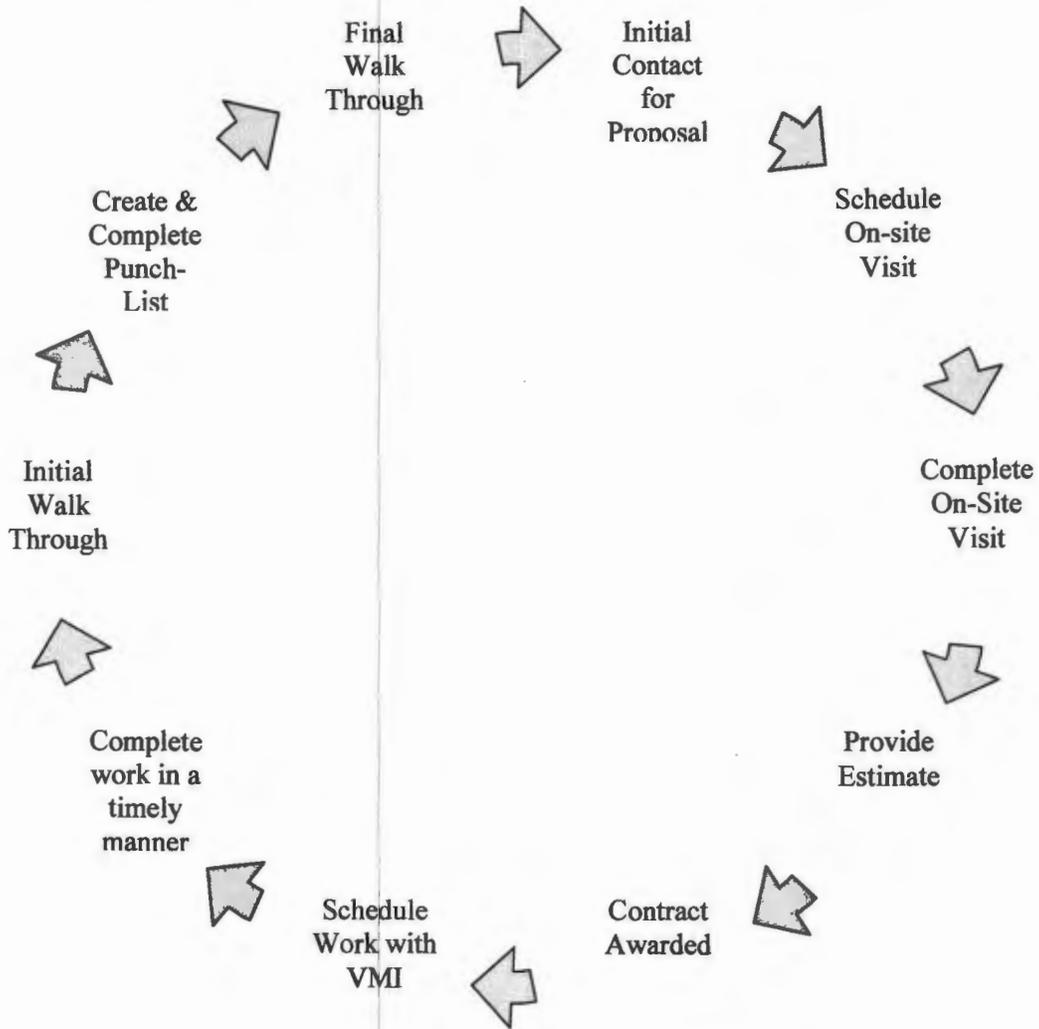
We have completed numerous jobs for the County of Roanoke since 2004. These projects consist of office renovations, interior and exterior painting, concrete repairs and replacements, as well as a tennis court fence removal & replacement. We also renovated the Circuit Court Clerks Office which was a very time critical project. The BB&T Bathroom renovation was also a project that we completed for the County.

LOST CLIENTS

Thankfully, we have not lost any clients in the past three years. Prior to that time frame, any clients that have been "lost" have been due to the companies moving out of state or going out of business. We strive to make all of our customers happy and satisfied with all of our work.

PLAN FOR PROVIDING SERVICES

A. METHODOLOGY & PLAN FOR PROVIDING SERVICES



All phases of services provided will be coordinated with a VMI Facilities Manager.

B. RESOURCES, PERSONNEL. INVESTMENTS

ALL work completed will be in accordance with all Federal, State, and Local laws, ordinances, rules, regulations, manufacturer's recommended procedures, industry standards, and codes. All jobs are supervised daily to ensure these requirements are met.

This includes all General Requirements, Personnel Requirements, Equipment Requirements, Work Estimates, Major Repairs/Services, Work Hours/Procedures, Workmanship & Clean Up Requirements listed in the RFP

Our commitment to VMI is evident in the willingness to have our staff, subcontractors, field supervisors and managers at their disposal at all times.

We have our reputation invested in every job that we do. We make it a common practice to ensure that we provide a great service to all our clients to ensure a very long professional relationship.

Primary person to contact to request estimates/quotes/services:
Mr. Michael Williams, President (540.293.2350)

Primary person to contact for questions regarding invoicing & billing:
Mr. George Williams, Office Manager (540.966.1023)

C. SUBCONTRACTORS

The following Subcontractors may potentially be used on awarded projects:

Beck Electrical (Electrician)
Kreider Mechanical (Plumbing & HVAC)
Fau & Company (Carpentry)

D. PRICING REPRESENTATION

We believe that our pricing is comparable to or better than most other contractors with similar experience. We can provide a time & material breakdown upon request for smaller jobs.

Our normal terms for most customers are Net 30 days.

Our warranty is a standard (1) one year warranty on all labor and workmanship with standard manufacturers warranties on products.

Most clients must provide a 20% down payment on all jobs. VMI will only be required to provide a down payment on projects over \$75,000.00. Progress payments will also not be required on jobs less than \$75,000.00.

E. PERFORMANCE, LABOR, & MAT. PAYMENT BONDS

We are capable and willing to provide all necessary Commonwealth of Virginia Standard Performance & labor & Material Payment Bonds. Our bonding rate is 2.5% for the first \$100,000.00 and 1.5% for jobs up to \$300,000.00. We obtain all bonds through SuretyBonds.com 800-308-4358. We are able to obtain these bonds within (7) business days.

SWAM

A. SWAM CERTIFICATION INFORMATION

We are certified by the Virginia Department of Small Business & Supplier Diversity as a SWAM business. Our Certification number is 679254.

REFERENCES

A. EDUCATIONAL/GOVERNMENTAL REFERENCES

1. Hollins University
PO Box 9584
Roanoke, VA 24020
Gloria Bryant
540-362-6485
Length of Contract: 2005 - Present

1. Roanoke City Public Schools
250 Reserve Ave.
Roanoke, VA 24016
Eric Thornton
540-853-1348
Length of Contract: 2008 - Present

2. Roanoke County General Services
1216 Kessler Mill Rd.
Salem, VA 24153
Garry Viar
540-387-6110
Length of Contract: 2004 – Present

3. Salem City Public Schools
510 S. College Ave..
Salem, VA 24153
Dr. Forest Jones
540-389-0130
Length of Contract: 2018 – Present

GEOGRAPHIC LOCATION

A. OFFICE LOCATION/INFORMATION

Our home office is located in Troutville, VA. We conduct all operations out of this facility. All company vehicles & materials purchased are stored at this location.

FORMS & ADDENDA

**A. MISCELLANEOUS FORMS & APPLICABLE ADDENDA
ATTACHED**

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. 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:

Date: 11/30/23

By: 

Name: Michael Williams
(Signature In Ink)

Title: President
(Please Print)

Phone: (540) 966-1023

Fax: (540) 966-5521

JMW, Inc dba MW Construction Co.
PO BOX 634
Troutville, VA Zip Code: 24175

EVA Vendor ID or DUNS number: 786759709

E-mail: jmwinco@yahoo.com

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.

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: JMW, Inc. dba MW Construction Co.

ADDRESS: P.O. Box 634

CITY/STATE: Teoutville, Va 24175

TELEPHONE NUMBER: (540) 966-1023

FEDERAL ID NUMBER(FIN): 54-1929164

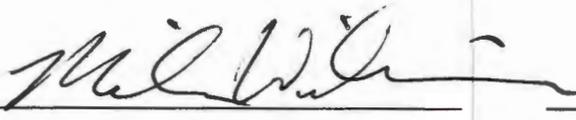
THE ABOVE FIRM IS A: (CHECK, AS APPLICABLE)

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

RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA: Bidder/Supplier/Contractor

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:

 11/30/23

SIGNATURE OF OFFEROR

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) _____.

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 25 Years
_____ 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
<u>LISTED ON ATTACHMENT "D"</u>		
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

LOST ACCOUNTS:

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

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: Hollins University 2005 - Present

ADDRESS: PO Box 9584 Roanoke VA 24020

CONTACT PERSON/PHONE#: Gloria Bryant (540) 362-6485

APPROXIMATE DOLLAR VOLUME PER YEAR: \$75K - \$100K

PROJECTS/DATES/DESCRIPTION: Interior + exterior renovations
including carpentry, painting + concrete

CLIENT: Roanoke County General Services 2007 - Present

ADDRESS: 1216 Kessler Mill Rd. Salem, VA 24153

CONTACT PERSON/PHONE#: Garry Vire (540) 387-6110

APPROXIMATE DOLLAR VOLUME PER YEAR: \$75K

PROJECTS/DATES/DESCRIPTION: Interior + exterior renovations
including carpentry, painting + concrete

CLIENT: Roanoke City Public Schools

ADDRESS: 250 Reserve Ave. Roanoke VA 24016

CONTACT PERSON/PHONE#: Eric Thornton (540) 853-2851

APPROXIMATE DOLLAR VOLUME PER YEAR: \$75K

PROJECTS/DATES/DESCRIPTION: Miscellaneous interior +
exterior painting

Please use a separate sheet of paper for additional references.

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: JMW, Inc. dba MW Construction Co.

Preparer Name: Michael Williams Date: 11/30/23

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: 679254 Certification Date: 4/22/19
Expiration Date: 4/22/24

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:


Michael Williams
JMW, Inc. dba MW Construction Co.
11-20-27

SIGNATURE
PRINTED NAME
COMPANY
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	✓
Asbestos Remediation	
Asphalt Repair	
Casework/Millwork	
Concrete Work	✓
Demolition	✓
Disaster Recovery	
Dry Wall Installation/Finishing	✓
Electrical	
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)	

COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

9960 Mayland Drive, Suite 400, Richmond, VA 23233

Telephone: (804) 367-8500

EXPIRES ON
04-30-2025

NUMBER
2705049683

**BOARD FOR CONTRACTORS
CLASS A CONTRACTOR
CLASSIFICATIONS CIC HIC**



**JMW INC
MW CONSTRUCTION/PROSTAR PAINTING
PO BOX 634
TROUTVILLE, VA 24175**



[Signature]
Commissioner J. Keith, Director

Status can be verified at <http://www.dpor.virginia.gov>

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

DPOR-LIC (02

(DETACH



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation

**CLASS A BOARD FOR CONTRACTORS
CONTRACTOR**

***CLASSIFICATIONS* CIC HIC
NUMBER: 2705049683 EXPIRES: 04-30-2025**

**JMW INC
MW CONSTRUCTION/PROSTAR PAINTING
PO BOX 634
TROUTVILLE, VA 24175**



(FOLD)

Status can be verified at <http://www.dpor.virginia.gov>

DPOR-PC (02/2017)