

# ORIGINAL



REQUEST FOR QUALIFICATIONS  
PROJECT #V211-24-030

ON-DEMAND CONSTRUCTION  
Project Values \$50k - \$500k

**Set-Aside for Small, Woman- and Minority-Owned Business**

November 30, 2023

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*"We do honest work, and we do quality work. To this day, the company is well respected." - Wallace Hatcher, Lantz's Founder*



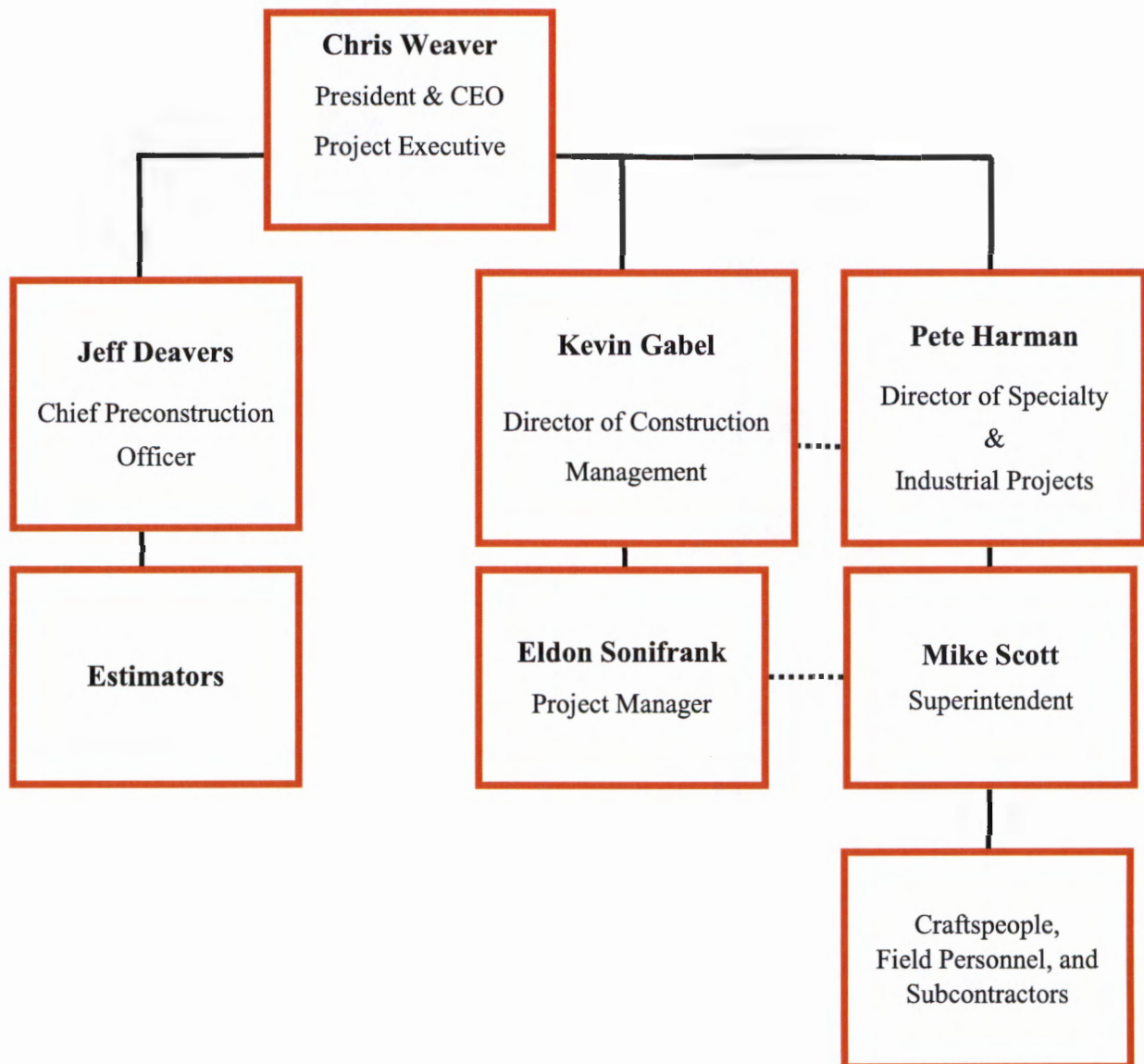
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## Section 1 - Qualifications and Experience

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 • Nininger 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



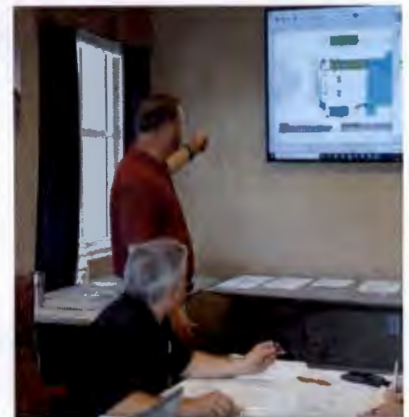
#### SVO / Farmer Focus Processing Facility

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



#### Bridgewater College's Nining 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 Culpeper  
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

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# 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**





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# 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 and 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

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Client:	<b>Bridgewater College</b>
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: 5/2020	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

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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 seasoned superintendents. This approach is not only to build a quality project in a timely manner 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.

### Consolidated Balance Sheets

December 31, 2022 and 2021

Assets	2022	2021
<b>Current Assets</b>		
Cash	\$ 7,208,136	\$ 12,428,674
Contract receivables	5,663,456	7,838,529
Inventories	749,886	451,795
Securities, trading, at fair value	9,425,649	9,151,235
Contract assets	1,648,996	3,214,828
Prepaid expenses and other receivables	42,709	74,937
Total current assets	<u>24,738,832</u>	<u>33,159,998</u>
<b>Other Assets</b>		
Cash surrender value, life insurance	559,767	560,765
Goodwill, net of accumulated amortization	--	68,333
Right of use asset - operating lease	292,974	--
Interest rate swap agreement	65,175	--
Patronage equities	1,682	1,682
Deposits	<u>5,351</u>	<u>11,476</u>
Total other assets	<u>924,949</u>	<u>642,256</u>
<b>Property and Equipment</b>		
Construction equipment	1,879,025	1,897,637
Automotive equipment	2,413,561	2,227,291
Office furniture and equipment	<u>255,048</u>	<u>264,387</u>
	4,547,634	4,389,315
Less accumulated depreciation	<u>(3,521,514)</u>	<u>(3,601,473)</u>
	<u>1,026,120</u>	<u>787,842</u>
	<u>\$ 26,689,901</u>	<u>\$ 34,590,096</u>

See Notes to Consolidated Financial Statements.



## Section 5 - Financial Stability

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

<b>Liabilities and Stockholders' Equity</b>	<b>2022</b>	<b>2021</b>
<b>Current Liabilities</b>		
Accounts payable	\$ 6,057,312	\$ 9,117,496
Accrued expenses	1,231,341	4,302,447
Contract liabilities	1,020,176	3,059,606
Operating lease liability - current portion	30,870	- -
Current maturities of long-term debt	<u>356,004</u>	<u>349,038</u>
Total current liabilities	<u>8,695,703</u>	<u>16,828,587</u>
<b>Long-Term Obligations</b>		
Long-term debt, less current maturities	979,426	1,335,430
Operating lease liability - net of current portion	264,123	- -
Interest rate swap agreement	- -	23,172
Deferred compensation	<u>3,520,736</u>	<u>3,558,996</u>
Total long-term obligations	<u>4,764,285</u>	<u>4,917,598</u>
<b>Stockholders' Equity</b>		
Common stock, no par value; authorized shares 200,000; outstanding shares 101,473 for 2022 and 2021	12,684	12,684
Additional paid-in capital	1,879,179	1,386,507
Retained earnings	11,735,085	12,135,528
Accumulated other comprehensive income (loss)	65,175	(23,172)
Unreleased ESOP shares	<u>(462,210)</u>	<u>(667,636)</u>
	<u>13,229,913</u>	<u>12,843,911</u>
	<u>\$ 26,689,901</u>	<u>\$ 34,590,096</u>





## 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 Pulliam

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 11/24/2023

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

REQUEST FOR QUALIFICATIONS

RFP# V211-24-030

Issue Date: 31 October 2023

Title: On-Demand Construction, Renovation and Repair Services  
SET-ASIDE FOR SBSO Certified SWaM VENDORS ONLY

Questions Due: 14 November 2023 at 2:00 PM EST

Due Date: 30 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 one-year renewals.

Proposals should be mailed or hand delivered to Virginia Military Institute, Procurement Services, 330 Parade Avenue, Smith Hall – Room 314, Lexington, VA 24450.

IDENTIFICATION OF BID ENVELOPE: The signed bid should be returned in a separate envelope or package, sealed and identified as instructed in Section XI, paragraph N. 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.

All Inquiries for Information Should Be Directed To: LTC Lynn 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 Proposal 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: 11/30/2023

By:   
(Signature In Ink)  
Name: Jeff Deavers  
(Please Print)  
Title: Vice President & Chief Preconstruction Officer

EVA Vendor ID or DUNS number EV A002-F4910

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**

## 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 type="checkbox"/> CORPORATION         |

RELATIONSHIP WITH THE COLLEGE 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

11/30/2023  
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



## CONTRACTOR DATA SHEET

**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		

## REFERENCES

Please list at least four 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 four 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 SBSD-certified women- and minority-owned businesses when they have received SBSD 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 (SBSD) 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: Lantz Construction Company

Preparer Name: Jeff Deavers

Date: 11/30/2023

## Instructions

- A. Businesses certified by the Department of Small Business and Supplier Diversity (SBSD) 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.