

Copy

Virginia Military Institute
Lexington, Virginia 24450-0304

REQUEST FOR QUALIFICATIONS

RFP# V211-24-023

Issue Date: 16 October 2023

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

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

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

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

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

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

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

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

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

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

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

Name and Address Of Firm:

ATS Acoustical Thermal Spray Inc

Date: 11/16/2023

541 Camilla Avenue SE

By: 

Name: Rivers Kelley

(Signature In Ink)

(Please Print)

Roanoke, VA

Zip Code: 24014

Title: President

EVA Vendor ID or DUNS number E47773 / 145285404

Phone: (540) 382-6532

E-mail: rivers@atspray.com

Fax: () n/a

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.

ATS *Acoustical Thermal Spray, Inc.*
541 Camilla Avenue SE, Roanoke, VA 24014
VA Class A 2705 185046A SWaM # 6827
Office Phone: 540-382-6532
www.atspray.com



To: VMI Procurement Services
Date: 11/16/2023
Subject: On-Demand Trades Pool

From: Rivers Kelley
540-676-5778
rivers@atspray.com

Please accept our proposal to become an On-Demand Contractor for Fireproofing, Firestopping, and/or Acoustical & Thermal Spray Insulation. We provide these services for new construction and renovations/repairs.

We have been performing these services at VMI and other colleges/universities, K-12 schools, hospitals, government buildings, and commercial buildings for the past 20 years.

We are located in Roanoke, VA and operate with four crews in the western Virginia region so we will be able to quickly and effectively service your fireproofing, firestopping, or spray insulation needs.

Our company leadership is comprised of:

Chief Executive Officer – Sarah Kelley (overall company vision & direction)
President – Rivers Kelley (preconstruction & project management)
Operations Manager – Jerry Jackson (field operations management)
Superintendents/Foremen – As assigned per job

Please find attached:

- Flyer with a description of our services and map of our service area
- RFP attachments A, B, C, D, E, F, & G
- Class A Contractor's License
- City of Lexington Business License
- SWaM Small/Micro Certificate
- 2023 Q3 Financial Statements

Thank you for your consideration and should you have any questions and/or concerns, please feel free to contact me by phone or email listed above.

Sincerely,

Rivers Kelley
ATS Acoustical Thermal Spray Inc

ATS

Acoustical Thermal Spray, Inc.



Acoustical Treatment



Thermal Insulation



Fireproofing



Featuring:



Our spray-on acoustical and thermal insulation treatment systems are the solution to your acoustical, thermal, lighting, and design problems in the Mid-Atlantic region! (VA, WV, MD, DC, NC, SC, & TN)

Available in a variety of colors and textures, these environmentally friendly products are cost-effective in both renovations and new construction

The Featured K-13 Spray-On Systems can fulfill the project requirements for:

- Thermal Insulation
- Noise Reduction
- Condensation Control
- Durability
- Color
- Texture and Aesthetics

ATS is a licensed applicator for all International Cellulose Corporation products!

- K-13
- SonaSpray "fc"
- SonaKrete
- Ure-k
- Celbar

We are also the only licensed applicator for SonaKrete in the VA, DC, MD, & NC Market.

*We also offer Monoglass & Sonoglass by Monoglass Incorporated, as well as TC-417 & AF90 by ThermoAcoustic.

Contact Us:



(540) 382-6532



info@ATSpray.com



www.ATSpray.com



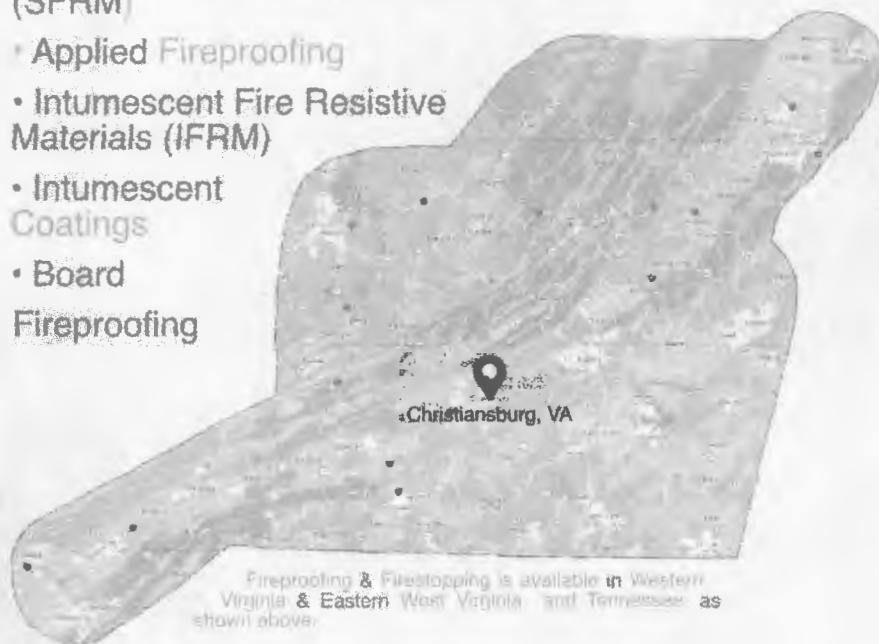
541 Camilla Ave SE,
Roanoke, VA 24014



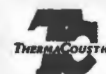
Fireproofing:

Fireproofing services include:

- Conventional Sprayed Fire Resistant Materials (SFRM)
- Applied Fireproofing
- Intumescent Fire Resistant Materials (IFRM)
- Intumescent Coatings
- Board Fireproofing



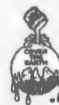
Fireproofing & Firestopping is available in Western Virginia & Eastern West Virginia and Tennessee as shown above.



gcp applied technologies



**Specified
STI.** Technologies Inc.



SHERWIN-WILLIAMS.

OFFEROR: ATS Acoustical Thermal Spray IncRFP#: RFP #V211-24-023Date: 11/16/2023

The following question concerns specifications, Section (number) _____

Paragraph _____, page _____.

No questions.

All responses to questions may be made by Addendum.

Questions not submitted on this form WILL NOT BE ANSWERED.

Questions Submitted by: Rivers Kelley

NAME

ATS Acoustical Thermal Spray Inc

ORGANIZATION

540-382-6532

PHONE

rivers@atspray.com

EMAIL

This may be FAXED to: (540) 464-7669 or E-Mail to: carmacklw@vmi.edu, LTC Lynn W. Carmack

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: ATS Acoustical Thermal Spray Inc

ADDRESS: 541 Camilla Avenue SE

CITY/STATE: Roanoke, VA 24014

TELEPHONE NUMBER: 540-382-6532

FEDERAL ID NUMBER(FIN): 59-3782830

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

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

RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA:

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

IF YES, EXPLAIN:

SIGNATURE OF OFFEROR

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 Leads Summary e-mail.

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. 19 Years
11 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: We do not have any repetitive/ongoing service contracts in place, but we have many repeat customers that we have worked with regularly for many years. Some of them are listed below. Services and volume varies year to year depending on the job/s.

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
Virginia Tech - Contact: Jos Barna 540-944-8512		
LewisGale Medical Center - Contact: Tim Moran 540-776-4000		
WM Jordan - Contact: Scott Baxter 804-233-6921		
Whiting-Turner - Contact: Dennis Menton 540-266-4453		
Skanska - Contact: William Spencer 540-537-6623		
MB Contractors - Contact: Ken Graham 540-342-6758		
Kesler Contracting - Contact: Matthew Kesler 540-380-8500		
Branch Builds - Contact: Berton Austin 540-989-5215		
Avis Construction - Contact: Mark Karnes 540-982-3558		

LOST ACCOUNTS:

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

ATTACHMENT D

RFP# V211-24-023

REFERENCES

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

CLIENT: LewisGale Medical Center

ADDRESS: 1900 Electric Road, Salem, VA 24153

CONTACT
PERSON/PHONE#: Tim Moran 540-776-4000

APPROXIMATE DOLLAR VOLUME PER YEAR: \$12,500 in 2023 contracted directly with LewisGale.
(~\$150k through GCs on various projects)

PROJECTS/DATES/DESCRIPTION: Fireproofing of various types and ratings, new construction & patching of existing.

CLIENT: Virginia Tech

ADDRESS: 230 Sterrett Drive Blacksburg, VA 24061

CONTACT
PERSON/PHONE#: Henry "HC" Price 540-231-9908

APPROXIMATE DOLLAR VOLUME PER YEAR: \$3,000 in 2022

PROJECTS/DATES/DESCRIPTION: Firestopping of a mechanical room to bring the wall ratings up to code.

CLIENT: Berglund Center

ADDRESS: 710 Williamson Road, Roanoke, VA 24016

CONTACT
PERSON/PHONE#: Tyler Johnson 540-853-5803

APPROXIMATE DOLLAR VOLUME PER YEAR: \$33,795 in 2021

PROJECTS/DATES/DESCRIPTION: Acoustical spray insulation in banquet hall.

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 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.

Offeror Name: ATS Acoustical Thermal Spray Inc

Preparer Name: Rivers Kelley Date: 11/16/2023

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: 6827 Certification Date: 4/3/2023
Expiration Date: 4/3/2028

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:



Rivers Kelley

ATS Acoustical Thermal Spray Inc

11/16/2023

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	
<i>Dry Wall Installation/Finishing</i>	
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	
Water Mitigation	
Welding	
Window & Door Repair/Replacement	
OTHER: (Describe)	
Fireproofing	X
Firestopping	X
Acoustical & Thermal Spray Insulation	X

COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

9960 Mayland Drive, Suite 400, Richmond, VA 23233

Telephone: (804) 367-8500

EXPIRES ON

10-31-2024

NUMBER

2705185046

BOARD FOR CONTRACTORS
CLASS A CONTRACTOR
CLASSIFICATIONS CBC RBC



ATS ACOUSTICAL THERMAL SPRAY INC
541 CAMILLA AVE SE
ROANOKE, VA 24014

DPOR

Dorcas J. Miller
Dorcas J. Miller, Director

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

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

DPOR-LIC (02/2017)

(DETACH HERE)



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation

CLASS A BOARD FOR CONTRACTORS
CONTRACTOR

CLASSIFICATIONS CBC RBC

NUMBER: 2705185046 EXPIRES: 10-31-2024

ATS ACOUSTICAL THERMAL SPRAY INC
541 CAMILLA AVE SE
ROANOKE, VA 24014



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

DPOR-PC (02/2017)

2023 City of Lexington Business License

Karen T. Roundy, Commissioner of the Revenue, City of Lexington
300 E Washington St, Lexington, VA 24450
Phone: 540.462.3701 <http://www.lexingtonva.gov>

ATS ACOUSTICAL THERMAL SPRAY
541 CAMILLA AVE SE
ROANOKE, VA 24014-1802



Account Number: 19950
Business Name: ATS ACOUSTICAL THERMAL SPRAY
Trade Name: ATS ACOUSTICAL THERMAL SPRAY
Business Location: 541 CAMILLA AVE SE
ROANOKE, VA 24014
Tax Period: 2023
License Number: 19950-2023
License Class(es): Outside Contractor

April 19, 2023

Dear Taxpayer:

This is your 2023 City of Lexington Business License. The bottom portion of this page is perforated to allow you to tear off and post the business license in your establishment.

If you paid for your business license via check, please be aware that if your check is not honored by your financial institution, this business license shall be invalid.

As with all taxes, our goal is to administer Business License taxes fairly and in accordance with Commonwealth and Locality code. Our staff strives to provide professional assistance and quality customer service. Your satisfaction is important to us and your comments are always welcome.

If you have any questions regarding this letter, please visit <http://www.lexingtonva.gov> or contact my office via phone at 540.462.3701.

Sincerely,

Karen T. Roundy, Commissioner of the Revenue, City of Lexington
300 E Washington St, Lexington, VA 24450
Phone: 540.462.3701 <http://www.lexingtonva.gov>

KEEP THIS LETTER FOR YOUR RECORDS.

2023 City of Lexington Business License

Master Commissioner of the Revenue, City of Lexington, 300 E Washington St, Lexington,
VA 24450

This license has been issued by the City of
Lexington Master Commissioner of the
Revenue and is granted to:

ATS ACOUSTICAL THERMAL SPRAY
541 CAMILLA AVE SE
ROANOKE, VA 24014

Account Number: 19950
Business Name: ATS ACOUSTICAL THERMAL SPRAY
Trade Name: ATS ACOUSTICAL THERMAL SPRAY
Business Location: 541 CAMILLA AVE SE
ROANOKE, VA 24014
Tax Period: 2023
License Number: 19950-2023
License Class(es): Outside Contractor

COMMONWEALTH OF VIRGINIA



DEPARTMENT OF SMALL BUSINESS & SUPPLIER DIVERSITY

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

ATS ACOUSTICAL THERMAL SPRAY, INC.

is a certified Small, Micro Business meeting all the eligibility 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: 6827
Valid Through: Apr 3, 2028

Accordingly Certified

Willis A. Morris

Willis A. Morris, Director

CERTIFIED

SWaM Small,
Women and
Minority-Owned

Supplier Diversity Strengthens the Commonwealth
by the Virginia Department of Small Business & Supplier Diversity