

Virginia Military Institute  
Request for Qualifications  
RFP# V211-24-023  
ON-DEMAND TRADES POOL  
Project Values up to \$50k

Bridgestone Construction, LLC

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**Organizational Chart** (*Section VII, Part B, Paragraph 1a*): Provide an organization 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.

Gary Keppel, Managing Member, Estimator & Project Manager

Mark Senger, Member, Project Manager and Superintendent  
General Contractor's License #2705107507

Gary Simmons, Carpenter and Site Superintendent

Jan White, Administrative Assistant

**General Experience** (*Section VII, Part B, Paragraph 1b*): Describe the offerors general experience in providing construction of the nature the institute seeks.

Broad experience as a general contractor conducting projects consisting of excavation, foundation construction, concrete assemblies, steel erection, general carpentry, and oversight of subcontractor assistance.

**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. 17 Years  
5 Months

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

**CURRENT ACCOUNTS:**

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
James Madison University Tim Shantz, Project Manager Facilities Management, 540-564-5909 181 Patterson St, Univ Serv Bldg Harrisonburg, VA 22807	17 years	\$500,000 estimated per year
Blue Ridge Community College Matthew Rodgers, Blds & Grnds Supervisor, 540-453-2277 1 College Ln Weyers Cave, VA 24486	4 years	\$300,000 estimated per year
Mary Baldwin University Reggie Slaughter, AVP of Facilities & Capital Planning, 540-887-7201 101 Frederick St; Staunton, VA 24401	1 year	\$400,000 estimated per year

**LOST ACCOUNTS:**

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

**Methodology** (*Section VII, Part B, Paragraph 2a*): Provide a complete and detailed description of the offeror's methodology and plan for providing the services described herein.

Review and respond to requests providing detailed work direction per plans made known for work request description.

**Commitment to the Institute** (*Section VII, Part B, Paragraph 2b*): Describe the offeror's commitment to the institute in terms of resources, personnel, investment, etc.

Commit resources and personnel as necessary to fulfill contract commitment.

**List of Subcontractors** (*Section VII, Part B, Paragraph 2c*): Provide a list of subcontractors the offeror would use to provide subcontracting.

Bridgestone Construction, LLC takes steps to use SWaM Certified subcontractors as much as possible. These subcontractor's include excavators, masons, concrete work, steel erection, carpentry, cabinetry, insulators, roofers, siding installers, glazing, storefronts, drywallers, acoustic ceiling installers, flooring installers, painting, specialty subcontractors to include: elevators, or other specialized equipment, plumbers, HVAC installers, electricians and specialty electrical work.

**Representation of Prices** (*Section VII, Part B, Paragraph 2d*): Provide a 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.

Bridgestone Construction, LLC prices materials and labor at cost plus 15% mark up for all clients. Payment terms of 30 days post project completion or per monthly billing of partial completion. Work is warrantied (labor) for a period of one year post completion and warranties equipment or services provided by others at the specified warranty documentation provided therein.

**Bonding** (*Section VII, Part B, Paragraph 2d*): 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.

Bridgestone Construction, LLC is willing to provide Performance and Labor and Material Payment Bonds whenever requested.

## 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: Bridgestone Construction, LLC

Preparer Name: Gary Keppel 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: 651940 Certification Date: 11/06/2023  
Expiration Date: 11/06/2028

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 D

RFP# V211-24-023

REFERENCES

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

CLIENT: James Madison University

ADDRESS: Procurement Services, Wine-Price Bldg, 752 Ott St; Harrisonburg, VA 22807

CONTACT  
PERSON/PHONE#: Tim Shantz, 540-568-5909

APPROXIMATE DOLLAR VOLUME PER YEAR: \$500,000 per year

PROJECTS/DATES/DESCRIPTION: Numerous classroom and office remodels and minor repairs

CLIENT: Mary Baldwin University

ADDRESS: 101 Frederick St; Staunton, VA 24401

CONTACT  
PERSON/PHONE#: Reggie Slaughter, 540-887-7201

APPROXIMATE DOLLAR VOLUME PER YEAR: \$400,000 per year

PROJECTS/DATES/DESCRIPTION: Apartment and office remodels and minor repairs. Repairs to  
historical buildings.

CLIENT: Blue Ridge Community College

ADDRESS: 1 College Ln; Weyers Cave, VA 22486

CONTACT  
PERSON/PHONE#: Matthew Rodgers, 540-453-2277

APPROXIMATE DOLLAR VOLUME PER YEAR: \$300,000 per year

PROJECTS/DATES/DESCRIPTION: Office, restroom and classroom remodels and minor repairs

Please use a separate sheet of paper for additional references.

**Geographic Location** (*Section VII, Part B, Paragraph 5*): Provide information regarding the locations of company offices relative to this proposal.

Bridgestone Construction, LLC has only one company office located in Harrisonburg.



**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 SBSD Certified SWaM VENDORS ONLY - - Limited to Area 103

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

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

Commodity Code: 91200 – Construction Services, General

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

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

Proposals should be uploaded to eVA for electronic receipt, mailed or hand-delivered to the Issuing Agency shown above.

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

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

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

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

Name and Address Of Firm:  
Bridgestone Construction, LLC

Date: 11/30/2023

PO Box 1948

By:   
(Signature in Ink)

Harrisonburg, VA Zip Code: 22801

Name: Gary Keppel  
(Please Print)

Title: Managing Member

EVA Vendor ID or DUNS number VS0000005711

Phone: ( 540 ) 434-3773

E-mail: gkeppel@comcast.net

Fax: ( 540 ) 434-0660

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: Bridgestone Construction, LLC

ADDRESS: PO Box 1948

CITY/STATE: Harrisonburg, VA 22801

TELEPHONE NUMBER: 540-434-3773

FEDERAL ID NUMBER(FIN): 20-4803005

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 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

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.

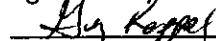
Contractor's employees who appear to be under the influence of alcohol or other substance shall not be permitted on VMI property.

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:



Gary Keppel

Bridgestone Construction, LLC

11/30/2023

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	x
Asbestos Remediation	
Asphalt Repair	
Casework/Millwork	x
Concrete Work	
Demolition	x
Disaster Recovery	
Dry Wall Installation/Finishing	
Electrical	
Elevator Inspections	
Excavation/Grading	
Exterior Waterproofing	x
Fencing	x
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	x
OTHER: (Describe)	