



SOUTHERN ENVIRONMENTAL SERVICES, INC.

• *SPECIALTY CONTRACTOR*

PROPOSAL FOR  
VIRGINIA MILITARY INSTITUTE  
REQUEST FOR QUALIFICATIONS  
RFP #218672402

FOR

ON-DEMAND TRADES POOL  
Rolling Enrollment  
Project Values up to \$50k

November 15, 2024

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November 15, 2024

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

RE: RFP# V211-24-023-1  
On-Demand Trades Pool for Renovation and Repair Services

To the Evaluation Committee:

### **Section VIII.C.1 – Qualifications and Experience:**

#### **Section VIII.C.1.a    Contract Organizational Chart**

Primary Contact: Keith F. Cronan, Estimator/Project Manager 804-400-9367 mobile  
(Asbestos Supervisor license 3302000003 – 3rd person in Virginia)  
(Asbestos Project Designer license 3305000008 – 8th in Virginia)  
(Asbestos Inspector license 3303000073)  
(Lead Abatement Supervisor license 3353000008 – 8th in Virginia)  
(Lead Project Designer license 3357000005 – 5th in Virginia)  
(OSHA 30-hour card 36-601463042)

Alternate Contact: David A. Chandler, President 804-400-9709 mobile  
(Asbestos Supervisor license 3302011656)

Field Superintendent: Michael Skinner, 12 years experience 804-397-7603 mobile  
(Asbestos Supervisor license 3302010902)  
(OSHA 30-hour card 36-601459162)

Field Supervisor: Darryl Glover, 36 years experience 804-852-7862 mobile  
(Asbestos Supervisor license 3302000984)  
(OSHA 30-hour card 14-600977281)

Field Supervisor: Hector Espana, 25 years experience 804-400-1329 mobile  
(Asbestos Supervisor license 3302007695)  
(Lead Worker license 3351000875)  
(OSHA 10-hour card 18-006046671)

Field Supervisor: Roman Hernandez, 25 years experience 804-888-1530 mobile  
(Asbestos Supervisor license 3302007697)  
(Lead Worker license 3351004130)  
(OSHA 30-hour card 18-602020257)



**Section VIII.1.a – Contract Organization Chart (continued)**

Field Supervisor:	Tony Teo, 10 years experience (Asbestos Supervisor license 3302011248) (OSHA 30-hour card 18-602020255)	804-610-4077 mobile
Field Supervisor:	Daheem Stephens, 4 years experience (Asbestos Supervisor license 3302013150)	718-419-9532 mobile
Field Supervisor:	Dumontrel Burse, 4 years experience (Asbestos Supervisor license 3302013149)	804-943-6746 mobile
Field Supervisor:	Julian Chambers, 4 years experience (Asbestos Supervisor license 3302013046)	754-801-2397 mobile

**Section VIII.1.b      Offeror's General Experience**

Southern Environmental Services has been in business for thirty-six (36) years, and is a well-respected specialty contractor focusing on asbestos abatement, lead paint abatement, HAZWOPER activities, mold remediation, and selective demolition services. We are proud of our ability to successfully complete projects on time and within budget for our customers. We are known within the industry for consistently meeting or beating the project schedules, and have the capabilities in manpower and financial stability to fully staff all of the projects we undertake. In the history of the firm, we have completed thousands of projects of similar size and scope that would be administered under this Contract.

**Section VIII.1.c      List of Offeror's Clients**

Southern Environmental Services, Inc. currently has a VASCUPP contract with James Madison University that is in its ninth out of possible nine renewal periods. Under the VASCUPP umbrella, we are one of only four firms prequalified for asbestos abatement projects at the University of Virginia. Using the VASCUPP contract, we have done work for other colleges and some municipalities. In the past, we have completed hundreds of asbestos abatement projects at other colleges including but not limited to the Virginia Military Institute (Scott Shipp Hall window abatement in 2019 and 2021), University of Virginia, Virginia Tech, William and Mary, Radford University, Liberty University, Longwood University, Hampden-Sydney, Roanoke College, University of Mary Washington, and Richard Bland College, working directly for the institutions or as a subcontractor to a General Contractor. In addition, Southern Environmental Services, Inc. has asbestos maintenance contracts with the University of Richmond and Virginia Commonwealth University.

**Section VIII.1.d      List of Clients Lost**

Southern Environmental Services, Inc. has not lost any clients.



**Plan for providing services:**

Our approach to this project would be similar to other projects of this type in that we will insure proper staffing, equipment, and materials in order to safely and efficiently complete the projects in a timely manner and which is consistent with the project specifications. Most abatement projects encountered require specific, individual requirements that would need to be addressed in planning and execution. Site visits will typically be made in order to provide pricing to the Institute. Our terms, warranties, and pricing to the Virginia Military Institute will be comparable to that we provide to all our clients.

Southern Environmental Services, Inc. owns and maintains dozens of negative air machines, eight manometer pressure recorders, dozens of powered air-purifying respirators, eight box trucks, two dump trucks, portable generators, floor buffers, needle peen guns, and numerous mechanical tools.

Southern Environmental Services, Inc. considers the safety and the health of our clients and our employees to be the number one priority. Circle Safety & Health, LLC was retained to help develop our written company safety manual years ago. The manual is updated frequently as the regulations change, including the recent revisions to the Hazard Communication standard.

Keith F. Cronan has 38 years experience estimating and managing asbestos and lead abatement projects, and was appointed to by Virginia Governor Timothy Kaine as a Member of the Virginia Board for Asbestos, Lead, and Home Inspectors for the Virginia Department of Professional and Occupational Regulation (2006 – 2010). Reappointment to the Board was made by Virginia Governor Robert McDonnell for a second consecutive term (2010 – 2014), and Mr. Cronan served as Board Chairman (2009 – 2014).

David A. Chandler (President) has 36 years experience estimating and managing abatement projects, with 30 years at Southern Environmental Services, Inc.

Southern Environmental Services, Inc. has seven Virginia-licensed asbestos supervisors with at least four years of experience, and over 50 workers on job sites at this time. All field supervision employees have current First Aid/CPR/AED training cards and Mobile Equipment Work Platform cards. Most employed Asbestos Workers have Mobile Equipment Work Platform cards. We have a relationship with several environmental labor staffing firms that provide us with additional certified and licensed workers as needed on a temporary basis for large projects. Therefore, Southern Environmental Services, Inc. can commit the necessary personnel and resources to Virginia Military Institute for this contract work.

Southern Environmental Services, Inc.'s Virginia license numbers with DPOR are as follows:

Class A Contractor	2701034008
Asbestos Contractor	3306000157
Lead Abatement Contractor	3358000071

Southern Environmental Services, Inc. is registered as an S Corp in the Commonwealth of Virginia.

**Plan for providing services (continued):**

Southern Environmental Services, Inc. has subcontracted scaffold erection to Scaffolding Solutions for projects at the University of Virginia as well as other private commercial properties.

Southern Environmental Services, Inc. can provide Commonwealth of Virginia Standard Performance, Payment, and Bid Bonds when requested by the Institute. Please refer to the attached Surety Letter from our bonding company indicating our large capacity for performance and payment bonds.

**Section VIII.2      Small, Women-owned and Minority Business (SWaM)**

Southern Environmental Services, Inc. is a certified SWaM Small Business. The certification number with the Virginia Dept. of Small Business and Supplier Diversity is 659064 and it is valid until August 8, 2027.

**Section VIII.3      References**

Refer to Attachment D for additional information.

Andrew Richmond (UVA Office of Environmental Health & Safety) [asr6nt@virginia.edu](mailto:asr6nt@virginia.edu)

Gary Shears (Executive Director, Facilities and Construction) [shearsgd@jmu.edu](mailto:shearsgd@jmu.edu)

Gary Hobson, P.E. (Capital Outlay Director at University of Mary Washington) [ghobson@umw.edu](mailto:ghobson@umw.edu)

Mike Fanelli (President of S.B. Cox, Inc.) [m.fanelli@sbcoxdemolition.com](mailto:m.fanelli@sbcoxdemolition.com)

**Section VIII.4      Financial Stability**

Please refer to the Banking Reference Letter from our commercial banker at Towne Bank.

**Section VIII.5      Geographic Location**

Southern Environmental Services, Inc. is located in Powhatan, VA which is just west of Richmond. Our office is only 2 hours and 30 minutes from the Virginia Military Institute campus, well within our normal range for estimating and managing projects.

**Section VIII.6**      General Information Form

Attached is Attachment C – Contractor Data Sheet.

If you have any questions, or need additional information, please contact our office and we will respond in an expedient manner. Thank you for consideration of our firm for this contract.

Respectfully submitted,



Keith Cronan  
Estimator/ Project Manager



## 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: Southern Environmental Services, Inc.

ADDRESS: 1438 Anderson Highway

CITY/STATE: Powhatan, VA 23139

TELEPHONE NUMBER: 804-257-7900

FEDERAL ID NUMBER(FIN): 54-1475322

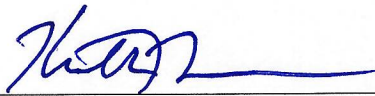
THE ABOVE FIRM IS A: (CHECK, AS APPLICABLE)

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

11/13/24

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 Minority Business Enterprise. ☒ Other (please specify)

eVA email

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. 36 Years  
0 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
1) UVA		
575 Alderman Road		
Charlottesville, VA 22903 434-982-5439	9 years	varies - see attached AR List
2) JMU		
Room 201C, MSC 7004		
Harrisonburg, VA 22807 540-568-2850	9 years	varies - see attached AR List
3) SB Cox, Inc.		
901 Potomac Street		
Richmond, VA 23231 804-222-3500	36 years	over \$1,000,000

LOST ACCOUNTS:

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

## ATTACHMENT D

RFP# V211-24-023-1

## 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: University Services Building, Room 201C, MSC 7004, Harrisonburg, VA 22807  
CONTACT  
PERSON/PHONE#: Gary Shears 540-568-2850  
APPROXIMATE DOLLAR VOLUME PER YEAR: varies - see attached AR Invoice List  
PROJECTS/DATES/DESCRIPTION: Asbestos abatement under VASCUPP contract  
for the past almost 10 years. Also, numerous asbestos abatement jobs  
on Capital Outlay projects as a subcontractor.

CLIENT: University of Virginia  
ADDRESS: 575 Alderman Road, Charlottesville, VA 22903  
CONTACT  
PERSON/PHONE#: Andrew Richmond 434-982-5439  
APPROXIMATE DOLLAR VOLUME PER YEAR: varies - see attached AR Invoice List  
PROJECTS/DATES/DESCRIPTION: Asbestos abatement under Asbestos Maintenance  
Contract. Also, numerous asbestos abatement jobs on  
Capital Outlay projects as a subcontractor.

CLIENT: S.B. Cox, Inc.  
ADDRESS: 901 Potomac Street, Richmond, VA 23231  
CONTACT  
PERSON/PHONE#: Mike Fanelli 804-222-3500  
APPROXIMATE DOLLAR VOLUME PER YEAR: more than \$1,000,000 per year  
PROJECTS/DATES/DESCRIPTION: Hundreds of asbestos abatement projects, including  
VMI Scott Shipp Hall, UVA, JMU, W&M, University of Mary Washington,  
VCU, and Virginia State University.

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

Offeror Name: Southern Environmental Services, Inc.

Preparer Name: Keith Cronan Date: 11/13/24

## 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: 659064 Certification Date: August 8, 2022 Expiration Date: August 8, 2027

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:



Keith Cronan

Southern Environmental Services, Inc.

11/13/24

SIGNATURE

PRINTED NAME

COMPANY

DATE



## TRADE CONSIDERATION

RFP# V211-24-023-1

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





October 29, 2024

RE: Southern Environmental Services, Inc.  
1438 Anderson Hwy  
Powhatan, VA 23139

To Whom It May Concern:

This letter serves as confirmation that Southern Environmental Services, Inc. is a customer in good standing with TowneBank. The Company has a line of credit in the mid-six figures available at this time.

If you have any questions or need anything further, please let me know. I can be reached at 804.801.6319. Thank you.

Sincerely,

*Betsy Lacy*

Betsy Lacy  
Commercial Banking Officer  
TowneBank  
(804) 801-6319



Marsh & McLennan Agency LLC  
4900 Libbie Mill East Boulevard  
Suite 100  
Richmond, VA 23230  
+1 804 780 0611  
[www.mma-midatlantic.com](http://www.mma-midatlantic.com)

October 29, 2024

To Whom It May Concern

**RE: Southern Environmental Services, Inc.  
Prequalification**

To Whom It May Concern:

The above referenced firm is a valued client of Fidelity and Deposit Company of Maryland, which is listed on the United States Department of Treasury, Federal Register, Circular 570 and is licensed to transact business in the Commonwealth of Virginia. F&D is one of the leading bonding companies in the country and has an "A+" Best Rating and Financial Size Category: XV. We have committed to provide Southern Environmental Services, Inc. with \$8,000,000 aggregate capacity in payment and performance bonds with a single project limit of \$3,000,000.

We are prepared to provide bid, performance and payment bonds, subject to the underwriting conditions at the time of bond request. This includes, but is not limited to work on hand, contract terms, bond forms, profitability and bid spread.

We recommend this contractor highly. If I can be of further assistance please feel free to give me a call.

Sincerely,  
*Fidelity and Deposit Company of Maryland*

A handwritten signature in blue ink, appearing to read "Clinton J. Diers".

Clinton J. Diers  
Attorney-in-Fact



# COMMONWEALTH OF VIRGINIA



## DEPARTMENT OF SMALL BUSINESS & SUPPLIER DIVERSITY

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

### SOUTHERN ENVIRONMENTAL SERVICES, INC

is a certified Small 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: **659064**  
Valid Through: **Aug 8, 2027**

Accordingly Certified

A handwritten signature in blue ink that reads "Matthew James".

Matthew James, Director

CERTIFIED

**SWaM**

Small,  
Women and  
Minority-Owned  
Supplier Diversity Strengthens the Commonwealth  
by the Virginia Department of Small Business & Supplier Diversity



# COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation  
9960 Mayland Drive, Suite 400, Richmond, VA 23233  
Telephone: (804) 367-8500

EXPIRES ON  
03-31-2025

NUMBER  
2701034008

BOARD FOR CONTRACTORS  
CLASS A CONTRACTOR  
\*CLASSIFICATIONS\* ASB CIC LAC



SOUTHERN ENVIRONMENTAL SERVICES INC  
1438 ANDERSON HWY  
POWHATAN, VA 23139

DPOR

*Demetrios J. Mela*  
Demetrios J. Mela, Director

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

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

DPOR-LIC (02/2017)  
DPOR-LIC (02/201)

# COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation  
9960 Mayland Drive, Suite 400, Richmond, VA 23233  
Telephone: (804) 367-8500

EXPIRES ON  
08-31-2025

NUMBER  
3358000071

BOARD FOR ASBESTOS, LEAD, AND HOME INSPECTORS  
LEAD ABATEMENT CONTRACTOR LICENSE



SOUTHERN ENVIRONMENTAL SERVICES INC  
1438 ANDERSON HWY  
POWHATAN, VA 23139

DPOR

*Brian H. Williams*  
Brian H. Williams, Director

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

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

DPOR-LIC (02/2017)

# COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation  
9960 Mayland Drive, Suite 400, Richmond, VA 23233  
Telephone: (804) 367-8500

EXPIRES ON  
11-30-2024

NUMBER  
3306000157

BOARD FOR ASBESTOS, LEAD, AND HOME INSPECTORS  
ASBESTOS CONTRACTOR LICENSE



SOUTHERN ENVIRONMENTAL SERVICES INC  
1438 ANDERSON HWY  
POWHATAN, VA 23139

DPOR

*Kishore S. Thota*  
Kishore S. Thota, Director

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