



VMI RFQ

Project #V211-24-023-1

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Bid Form Signatures

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Virginia Military Institute
Lexington, Virginia 24450-0304

REQUEST FOR QUALIFICATIONS

RFP# V211-24-023-1

Issue Date: 22 October 2024

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

Questions Due: 7 November 2024 at 2:00 PM EST

Due Date: 21 November 2024 at 2:00 PM EST (electronic only)

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 2025, with three (3) optional one-year renewals.

VMI will accept proposals electronically through the eVA Procurement Portal. Proposals must be uploaded to eVA before the electronic solicitation closes at 2:00 PM on Thursday, 21 November 2024 at 2:00 PM. No emailed or late proposals will be accepted

All Inquiries for Information Should Be Directed To: Shana O'Quinn, VMI Procurement Services at equinnsp@vmi.edu. Use of the Understanding of Requirements Form, Attachment D, must be used. No phone calls will be accepted; no emails will be answered. Answers will be posted in the form of an addendum. The closing date and time for questions is Thursday, 7 November 2024 at 2:00 PM.

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

Name and Address Of Firm:

Date: 11/21/2024

Blauch Brothers Inc

911 Chicago Ave.

Harrisonburg, Va. Zip Code: 22802

By: 

(Signature In Ink)

Name: Christopher T. Blauch

(Please Print)

Title: Vice President

EVA Vendor ID or DUNS number 02 376 2578

Phone: (540) 434 2589

E-mail: cblauch@blauchbrothers.com

Fax: (540) 434 3690

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, sexual orientation, gender identity, political affiliation, or veteran status or any other basis prohibited by state law relating to discrimination in employment. Faith-based organizations may request that the issuing agency not include subparagraph 1.f in General Terms and Condition C. Such a request shall be in writing and explain why an exception should be made in that invitation to bid or request for proposal.

this firm/individual and subcontractor are properly licensed for providing the goods/services specified.

- H. CONTRACTOR REGISTRATION: If a contract for construction, removal, repair or improvement of a building or other real property is for one hundred and twenty thousand dollars (\$120,000) or more, or if the total value of all such contracts undertaken by offeror within any 12-month period is seven hundred and fifty thousand dollars (\$750,000) or more, the offeror is required under Title 54.1-1100, *Code of Virginia* (1950), as amended, to be licensed by the State Board of Contractors a "CLASS A CONTRACTOR." If such a contract is for ten thousand dollars (\$10,000) or more but less than one hundred and twenty thousand dollars (\$120,000), or if the total value of all such contracts undertaken by offeror within any 12-month period is between one hundred and fifty thousand dollars (\$150,000) and seven hundred and fifty thousand dollars (\$750,000) or more, the offeror is required to be licensed as a "CLASS B CONTRACTOR." If such a contract is for one-thousand dollars (\$1,000) or more but less than ten thousand dollars (\$10,000), or if the contractor does less than \$150,000 in business in a 12-month period, the offeror is required to be licensed as a "CLASS C CONTRACTOR." The board shall require a master tradesmen license as a condition of licensure for electrical, plumbing and heating, ventilation and air conditioning contractors. The bidder/offeror shall place on the outside of the envelope containing the bid/proposal and shall place in the bid/proposal over his signature whichever of the following notations is appropriate, inserting his contractor license number:

Licensed Class A Virginia Contractor No. 2701006296 A Specialty GFC HVA PLB BACKFLOW
Licensed Class B Virginia Contractor No. _____ Specialty _____
Licensed Class C Virginia Contractor No. _____ Specialty _____

If the bidder/offeror shall fail to provide this information on his bid/proposal or on the envelope containing the bid/proposal and shall fail to promptly provide said contractor license number to the Commonwealth in writing when requested to do so before or after the opening of bid/proposals, he shall be deemed to be in violation of § 54.1-1115 of the *Code of Virginia* (1950), as amended, and his bid/proposal will not be considered.

If the bidder/offeror shall fail to obtain the required license prior to submission of his bid/proposal, the bid/proposal shall not be considered.

- I. CONTRACTOR'S TITLE TO MATERIALS: No materials or supplies for the work shall be purchased by the contractor or by any subcontractor subject to any chattel mortgage or under a conditional sales or other agreement by which an interest is retained by the seller. The contractor warrants that he has clear title to all materials and supplies for which he invoices for payment.
- J. DELIVERY AND STORAGE: It shall be the responsibility of the contractor to make all arrangements for delivery, unloading, receiving and storing materials in the building during installation. The owner will not assume any responsibility for receiving these shipments. Contractor shall check with the owner and make necessary arrangements for security and storage space in the building during installation.
- K. EXCAVATION PERMIT: No digging, boring, or post driving is allowed on Institute property without prior written approval of the Physical Plant Engineering Office and the IT Office. Approval requires obtaining a VMI Excavation Permit with signatures from both offices a minimum of five days prior to excavation. The Permit(s) must be available for inspection at the job site during the excavation process. Failure to comply with these requirements will result in work shutdown, repair of damages by the Contractor, and may result in a fine, contract termination, and/or default.
- L. FINAL INSPECTION: At the conclusion of the work, the contractor shall demonstrate to the authorized owner's representative that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the contractor at the contractor's sole expense prior to final acceptance of the work.

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: Blauch Brothers Inc.

ADDRESS: 911 Chicago Ave.

CITY/STATE: Harrisonburg, Va. 22802

TELEPHONE NUMBER: 540 434 2589

FEDERAL ID NUMBER(FIN): 54-0695169

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:

Chris Blair

SIGNATURE OF OFFEROR

11/21/2024

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).

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: Blauch Brothers Inc.

Preparer Name: Christopher T. Blauch

Date: 11/21/2024

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: 649656 Certification Date: 3/20/2023 Expiration Date: 3/20/2028

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:



Christopher T. Blaich

Blaich Brothers Inc.

11/21/2024

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

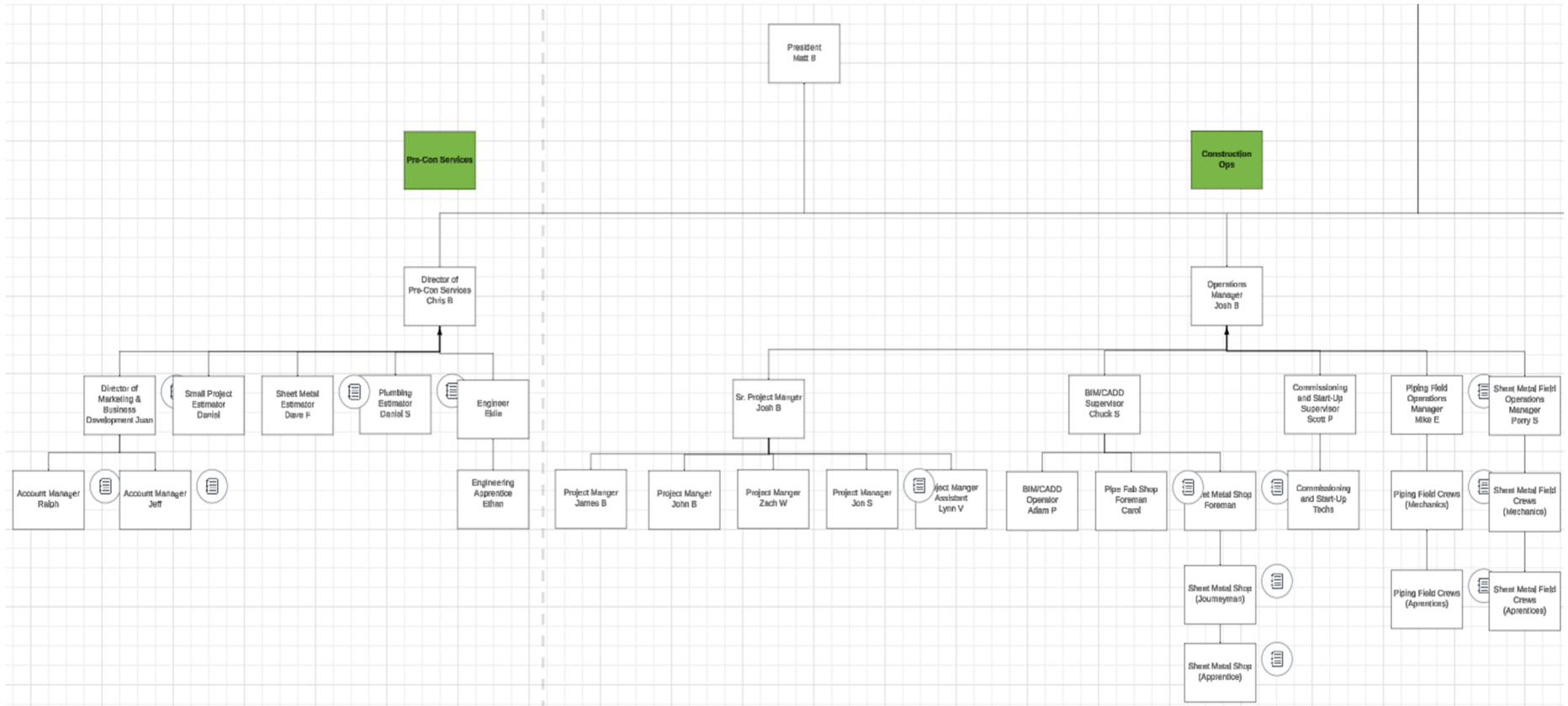
Check all trades for which your firm is proposing:

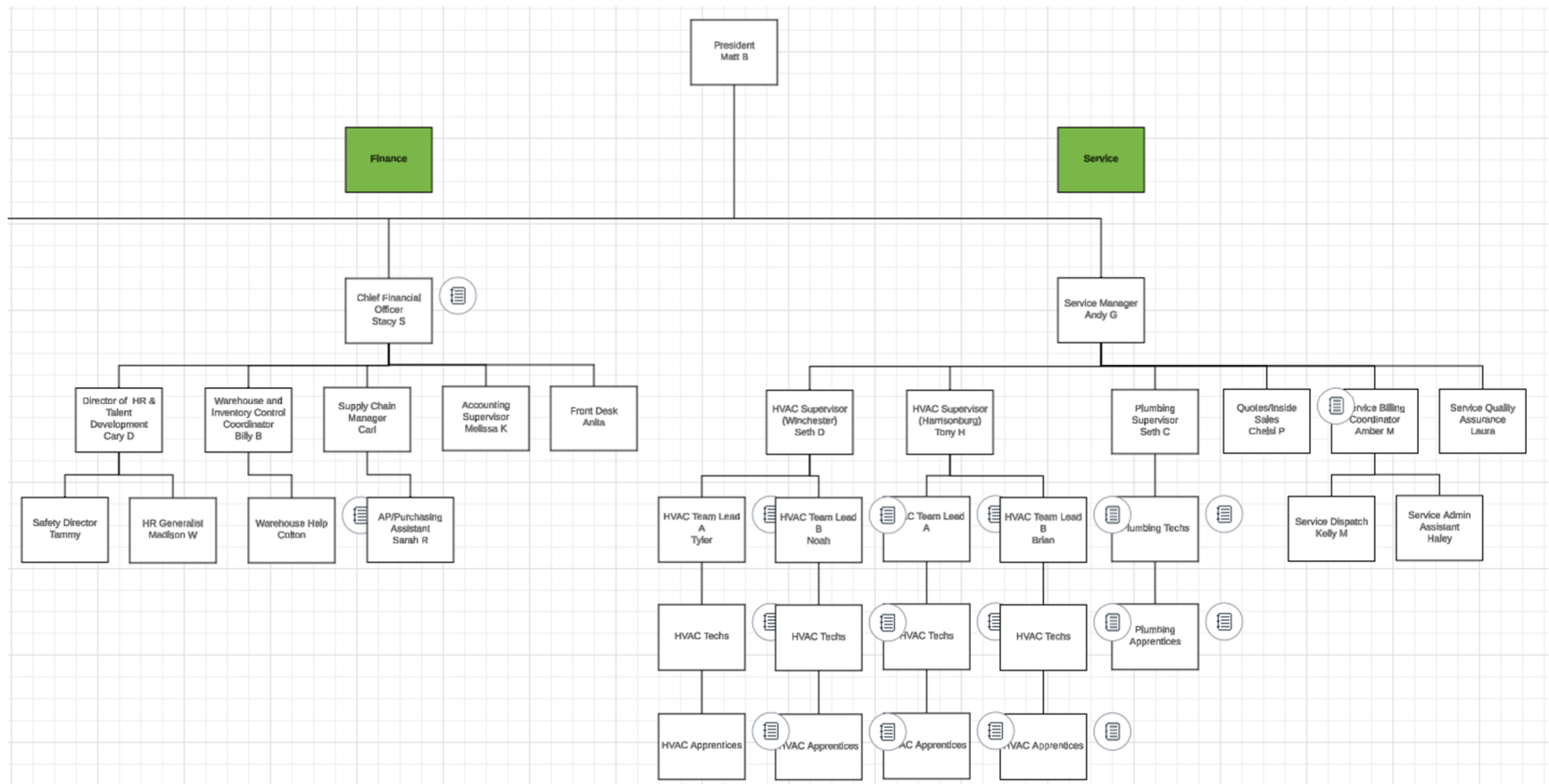
TRADE:	CHECK ALL THAT APPLY FOR CONSIDERATION
General Construction	
Asbestos Remediation	
Asphalt Repair	
Casework/Millwork	
Concrete Work	
Demolition	
Disaster Recovery	
Dry Wall Installation/Finishing	
Electrical	
Excavation/Grading	
Exterior Waterproofing	
Fencing	
Flooring Installation/Refinishing	
Guttering	
HVAC	✓
Insulation services	
Masonry	
Mechanical	✓
Metal Fabrication	
Mold Remediation	
Painting	
Plumbing	✓
Roofing	
Solar Panels	
Tile and Grout Work	
Water Mitigation	
Welding Pipe & Duct	✓
Window & Door Repair/Replacement	
OTHER: (Describe)	

1. Qualifications and Experience:

A. Org Chart

Org Chart is split into two different pages to make it legible, Director of Pre-Con, Operations Manager, CFO, and Service Manager all report to the President.





B. Describe the offeror's general experience in providing construction of the nature the Institute seeks.

- For seven decades now Blauch Brothers has provided mechanical contracting services to the greater Shenandoah Valley. Blauch Brothers has grown from a team of just a couple guys, to a team of almost 140 individuals with almost 100 vehicles on the road. Blauch Brothers has tackled a wide variety of projects, ranging from a 7-million-dollar food production facility expansion, to simple split system change outs handled by our Service Departments Special Projects Division. Blauch Brothers currently has 5 plus projects ongoing in which our scope of work totals 2 million plus, two of which are 4 million plus. These projects include complete mechanical scopes that involve the installation of plumbing and HVAC systems. Blauch Brothers works with general contractors on bid-spec mechanical work, as well as direct to owners on mechanical work. Blauch Brothers has plumbing and HVAC service techs, sheet metal and plumbing mechanics, as well as pipe welders on staff to tackle any mechanical project presented to us.

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.

- Daikin in Verona, VA
 - o We have 2 service contracts with Daikin, we were first awarded these in 2022 and have been awarded them again every year since, our current contract runs through February of 2025
- Hollywood Casino in Charlestown, WV
 - o We do not have a formal agreement with the Casino, as they perform their own preventative maintenance services, however we have performed the vast majority of the Casino's major unit replacements over the past several years. One of the most recent replacements we completed had a contract value of \$739,000.00 we completed this work with through our Service Department.
- Blue Ridge Community College
 - o Once again, no official contract with the college, but they issue us a PO every year for "emergency services" so they can place service calls with us. Over this past summer they were short-staffed in their maintenance department and we sent techs down there several different weeks to help with any of their HVAC needs.

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 contracts and c) reason for the loss.

- Berryville Graphics
 - o We had a service agreement with Berryville Graphics starting in 2021, but provided service for them for a number of years prior to that. In 2023 another contractor offered them a service contract at a lower rate than ours. Berryville chose to go with this contractor, but quickly began calling us again for service calls that the other contractor could not resolve. When the contract was up for renewal again, they gave the contract back to us.
- Walmart Distribution

- We had a service agreement with Walmart Distribution for over 10 years. The same contractor that offered a low price to Berryville Graphics offered a low price to Walmart Distribution on their service agreement. Walmart chose to go with them and have recently called us back to perform a T&M preventative maintenance for them.

2. Plan for Providing Services:

A. Provide a complete and detailed description of the offeror's methodology and plan for providing the service described herein.

- A job can follow several different workflows for us depending on the scope of the project. For general repair work our service department traditionally would take a call from a customer and then dispatch a plumbing or HVAC tech to make the necessary repair. Our mission statement is "Enriching Lives", we train our technicians to look for the best possible solution for the customer, sometimes that is to make a repair and sometimes that is to suggest a unit replacement. We do not incentivize our technicians to make sales. If a call comes in that would be better suited for our construction crews, we will dispatch one of our estimators to come look at the project and gather the necessary information to put a price together. If awarded the project we will then gather the necessary material to complete the project, and dispatch construction crews to complete the work.

B. Describe the offeror's commitment to the Institute in terms of resources, personnel, investment, etc.

- All Blauch Brothers' customers gain access to all Blauch Brothers employees. We will work to pair our Project Managers and Field Crews with certain customers, but if there's ever an issue with either of those, we can always make a change. Blauch Brothers has in-house engineering and Virtual Design Construction teams as well that our clients will gain access to.

C. Provide a list of the subcontractors the offeror would use to provide subcontracting.

- This is a little hard to do without knowing what projects we may be awarded with VMI, below is a list of our top subcontractors that we traditionally use when performing work.
 - Insulation – Kirby-Cundiff Insulation <https://kcfsv.com/>
 - Firestop – Firestop of Virginia <https://kcfsv.com/>
 - Crane – Dean Steel <https://www.deansteel-dse.com/>
 - Electrical – below is who we normally use, but we will work with other electricians if the owner has a preferred electrician
 - Mid Valley Electric <https://midvalleyelectric.net/>
 - Design Electric <https://www.designelectricinc.com/>
 - Trumbo Electric <https://trumboelectric.com/>
 - Dean Brothers Electric <https://www.deanbrothersinc.com/>
 - Controls – We have a relationship with all the major controls contractors and will work with whomever has the controls at your facility

D. Provide representation that the prices, terms, warranties and benefits specified in the proposal are comparable to our better than the equivalent terms being offered by the offeror to any present customer.

- We have standard labor rates and markups that we use for all of our customers for T&M type work. If we were given the opportunity to enter into an agreement with VMI we can offer rates that are better than our traditional "street" rates. We also offer standard warranties to all customers, many of the manufacturers that we work with also offer standard warranties on all of their products.

E. Comment on your willingness to furnish the Commonwealth of Virginia Standard Performance and Labor and Material Payment Bonds for some projects when requested by the Institute.

- We have no issue at all providing bonds of any sort when it's asked of us. We have a phenomenal relationship with our bonding company and can receive bonding equal to or greater than any size project we've done in the past.
- Individual project capacity 10,000,000.00
- Aggregate limit 20,000,000.00 (see exhibit A below)
- Bonding Company Name & Address: The Cincinnati Insurance Co.
- Bonding Agent Name & Phone #: BB&T Attn: Christopher Brandon Pulliam 804-359-0044
- Blauch Brothers Inc. has never failed to complete any work awarded.

2. Small, Women-owned and Minority-owned Business (SWAM)



3. References:

A. Four (4) recent references, either educational or governmental, for whom you have provided the type of services described herein. Include the dates(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.

- Frederick County Public Schools (5/27/20-Present Day) 1415 Amherst St Winchester, VA 22601
 - o Delbert Whitacre 540-303-1116
- Blue Ridge Community College (12/21/22-Present Day) 1 College Ln Weyers Cave, VA 24486
 - o Dana Golladay 540-236-8068
- Coast Guard (Colliers) (7/20/2011-Present Day) 408 Coast Guard Dr Kearneysville, WV 25430
 - o Norman Johnson 843-425-2119
- Fishburne Military Academy (3/16/2023-Present Day) 225 South Wayne Ave Waynesboro, VA 22980
 - o Vaden Huffman 540-470-0702
- Stuart Hall School (1/17/2024-Present Day) 207 West Beverly St Staunton, VA 24401
 - o Dean Coffey 540-290-1341
- Laurel Ridge Community College (6/04/2012-Present Day) 173 Skirmisher Ln Middletown, VA 22645
 - o Amy Mason 540-868-7249

4. Financial Stability:

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

- Financial Statement submitted as separate document (see exhibit B below)

5. Geographic Location:

A. Provide information regarding the locations of company offices relative to the proposal.

- Blauch Brothers' main office is located in Harrisonburg, VA and we have a satellite office in Winchester, VA. We travel to Lexington with some frequency for work, we currently have several jobs ongoing at Washington & Lee University. All work performed for VMI will be handled by our Harrisonburg office.