

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 SBSD 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 quinns@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:

Richmond Primoid, Inc

Date:

11/21/2024

PO Box 6785

Richmond

VA

Zip Code: 23230

By:

(Signature In Ink)

Name:

(Please Print)

Title:

Jennifer Jones
Jennifer Jones
VP

EVA Vendor ID or DUNS number 003115904

Phone: (804) 644-4561

E-mail: jones.e.primoid@com

Fax: ()

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.

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: Richmond Primoid, Inc
ADDRESS: PO Box 6785
CITY/STATE: Richmond VA 23230
TELEPHONE NUMBER: 804.644.4561
FEDERAL ID NUMBER(FIN): 54-0471401

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

DATE 11/21/24

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

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. 74 Years
 _____ 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:**SEE ATTACHED**

Account Name, Address & Phone # Length of Service \$ Volume/Year

LOST ACCOUNTS:**N/A**

Account Name, Address & Phone # Length of Service \$ Volume/Year

ATTACHMENT D

SEE ATTACHED

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: _____

ADDRESS: _____

CONTACT
PERSON/PHONE#: _____

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: _____

CLIENT: _____

ADDRESS: _____

CONTACT
PERSON/PHONE#: _____

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: _____

CLIENT: _____

ADDRESS: _____

CONTACT
PERSON/PHONE#: _____

APPROXIMATE DOLLAR VOLUME PER YEAR: _____

PROJECTS/DATES/DESCRIPTION: _____

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:

Richmond Primoid, LLC

Preparer Name:

Jennifer Jones

Date:

11/21/24

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):

☒ Small Business☐ Small and Women-owned Business☐ Small and Minority-owned Business

Certification Number:

651623

Certification Date:

7/31/23

Expiration

Date:

7/31/28

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.

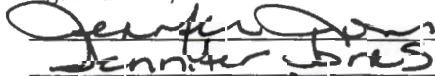
Contractor's employees who appear to be under the influence of alcohol or other substance shall not be permitted on VMI property.

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:



Richmond Primoid Inc

11/21/24

SIGNATURE

PRINTED NAME

COMPANY

DATE

ATTACHMENT G

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	
Tile and Grout Work	
Water Mitigation	
Welding	
Window & Door Repair/Replacement	
OTHER: (Describe)	<i>Facade Restoration</i> <i>Structural Restoration</i>

The prices, terms, warranties and benefits specified in the proposal are comparable to or better than the equivalent terms being offered by Richmond Primoid, Inc. to any present customer.

Richmond Primoid, Inc. is willing to furnish Commonwealth of VA Standard Performance and Labor and Material Payment Bonds for some projects when requested by the institute.

Richmond Primoid, Inc. has a shop in Henrico County, where all tools, vehicles, equipment, materials, etc are housed. Our corporate office is located in Richmond, Virginia and we have a branch office in Chesapeake, VA.

Our financial statements are available to view at our corporate office, located at 2111 North Hamilton Street, Suite A, Richmond, VA 23230

We are in receipt of Addendum 1, dated 11/4/2024

Key Personnel

WILLIAM W. ROSE VICE PRESIDENT/GENERAL MANAGER Project Manager

Employed by Richmond Primoid, Inc. since 1988. Vice President/General Manager 2005 to present. William has been Project Manager for a multitude of projects ranging from \$1,000.00- over \$1,000,000.00. He has been involved with a variety of projects throughout his employment with Richmond Primoid, Inc and has served as the Project Manager on an assortment of jobs including several projects at Lane Stadium and various SunTrust Parking decks. William started his employment in the field and has experience in every aspect of the business. In the past ten (10) years, William has successfully managed approximately 2.5 million dollars-worth of work annually.

WES COSTON PROJECT SUPERINTENDENT

Wes has been an employee with Richmond Primoid, Inc. as of January 1, 1999. Since that time, Wes has proven himself to be an asset to the company. He has been a superintendent on projects ranging in value of \$1,500.00 up to \$2,508,143.00. These projects have ranged from repairs to Pedlar Dam, Lynchburg, Virginia, to the renovation of the clock towers at the Jefferson Hotel.

Wes is trained in Fall Protection, has received Lift and Swing Stage certification and confined space training. Wes has also received certification in 30-Hour Construction Safety Training based on OSHA's Outreach Training Protocol.

JERRY FOGLEMAN JOB FOREMAN/SUPERINTENDENT

Employed by Richmond Primoid, Inc. since March, 1979. Jerry has over 30 years experience in the waterproofing/structural restoration industry, running multiple projects ranging from joint repairs, caulking, deck coatings, epoxy coating and concrete repairs to name a few. Jerry is certified with several of our suppliers/systems and has completed numerous training classes.

VIRGINIA MILITARY INSTITUTE

PROJECT # V211-24-033-1
ON-DEMAND TRADES POOL
PROJECT VALUES \$50K-\$500 K

**ATTACHMENT C
QUALIFICATIONS OF OFFEROR**

CURRENT ACCCOUNTS:

NAME: Virginia Polytechnic Institute
LOCATION: Blacksburg, VA
CONTACT NAME: Casey Underwood
CONTACT NUMBER: caunderw@vt.edu
LENGTH OF SERVICE: Approximately 20 years
AVERAGE ANNUAL VOLUME: \$180,000.00

NAME: University of Virginia
LOCATION: Charlottesville, VA
CONTACT NAME: Amanda Farmer
CONTACT NUMBER: 434/982-5878
LENGTH OF SERVICE: Approximately 17 years
AVERAGE ANNUAL VOLUME: \$339,675.00

NAME: Brightpoint Community College
LOCATION: Midlothian, VA
CONTACT NAME: Eric Wagner
CONTACT NUMBER: 804/366-7793
LENGTH OF SERVICE: Approximately 20 years
AVERAGE ANNUAL VOLUME: \$16,875.00

NAME: James Madison University
LOCATION: Harrisonburg, VA
CONTACT NAME: Nielsen
Kim Smith
CONTACT NUMBER: 540/434-7376
LENGTH OF SERVICE: Approximately 12years
AVERAGE ANNUAL VOLUME: \$23,827.00

CURRENT ACCCOUNTS:

NAME: Governor's School
LOCATION: Norfolk, VA
CONTACT NAME: Sam Casteen
Centennial Contractors Enterprises
CONTACT NUMBER: 757/449-5399
LENGTH OF SERVICE: 1 year
AVERAGE ANNUAL VOLUME: \$60,300.00

NAME: Liberty University
LOCATION: Lynchburg, VA
CONTACT NAME: Joshua Emerson
CONTACT NUMBER: 757/309-1010
LENGTH OF SERVICE: 1 year
AVERAGE ANNUAL VOLUME: \$75,000.00/YR

NAME: William & Mary
LOCATION: Williamsburg, VA
CONTACT NAME: John McPeters
Balfour Beatty/Kjellstrom & Lee
CONTACT NUMBER: 919-256-6460
LENGTH OF SERVICE: 2 years/current project
AVERAGE ANNUAL VOLUME: \$216,940.00/Current Project

ATTACHMENT D
References

WATERPROOFING

Project 1:

CLIENT:	Jamerson Lewis Construction
ADDRESS:	1306 Stephenson Ave, Lynchburg, VA 24501
CONTACT:	Mike Schneider
	434.845.3468
APPROXIMATE \$ VOLUME PER YEAR:	\$1,593,596.16
PROJECTS/DATES/DESCRIPTION:	Bedford County Courthouse Deck Waterproofing & Improvements Coating Removal, Waterproofing Installation, Paver Removal & Resetting 3/2023 – 1/2024

Project 2:

CLIENT:	GILBANE
ADDRESS:	830 E.Main St, Richmond, VA 23219
CONTACT:	Clay Owen
	804.467.0837
APPROXIMATE \$ VOLUME PER YEAR:	\$911,739.46
PROJECTS/DATES/DESCRIPTION:	General Assembly Tunnel Waterproofing Below Grade Waterproofing, Expansion Joint Installation 2/2022 – 12/2023

Project 3:

CLIENT:	Capital One
ADDRESS:	15020 Capital One Drive, Richmond, VA 23238
CONTACT:	Rick Jones
	804.241.1259
APPROXIMATE \$ VOLUME PER YEAR:	\$70,930.00
PROJECTS/DATES/DESCRIPTION:	Capital One Façade Sealing Replace sealant at leaking window systems 7/2022 – 8/2022

ATTACHMENT D

References

MASONRY

Project 1:

Project Name: Johnston Willis Hospital-MOB Bldgs – Façade Repair and Coating
Dollar Value: \$161,670.00
Project Address: 1403-1423 Johnston Willis Drive, Chesterfield, VA 23235
Owner Name and Phone Number: HCA
Owners Management: CBRE, Melissa Hetzel/804-967-5447
Description of Work: Removal of deteriorated mortar joints, repointing joints, resetting bricks, installation of sealant and coating

Project 2:

Project Name: JMU BioScience Building – Site Wall Restoration
Dollar Value: \$245,887.00
Project Address: 951 Carrier Drive, Harrisonburg, VA 22807
Owner Name and Phone Number: James Madison University/Mike Darrow/540-568-7127
Description of Work: Remove capstones, install new anchors, install flashing, reset stones and waterproof planters

Project 3:

Project Name: UVA – Scott Stadium – Phase III
Dollar Value: \$2,925,000.00
Project Address: 1815 Stadium Road, Charlottesville, VA 22903
Owner Name and Phone Number: University of Virginia/Amanda Farmer/434-566-2736
Description of Work: Repair brick walls, concrete repair, expansion joint replacement, sealant replacement, waterproof coating installation

FIRM INTRODUCTION

Richmond Primoid was incorporated in 1947 in Richmond, Virginia. The company has been, and is currently, a local family-owned business. We have specialized in structural restoration and waterproofing for more than 70 years. Our clients include many of the engineers and architectural firms in Richmond and the Tidewater area. Richmond Primoid, Inc. has worked with municipalities, universities, hospitals, industrial clients and historical organizations.

Richmond Primoid, Inc. is an equal opportunity employer, basing all employment decisions on individual applicant and employment qualifications, skills, and abilities, not on age, race, creed, religious beliefs, sex, marital status, national origin, or a non-disqualifying handicap. This holds true for our selection of suppliers and/or subcontractors.

We own sufficient equipment to erect swing stages and proper fall protection equipment. We can provide various specialty equipment such as Edco Concrete Planers and "dustless" Sawtec Grinders, as well as our own air compressors and air tools.

Richmond Primoid, Inc. is an active member in the Sealant, Waterproofing and Restoration Institute (SWRI) which keeps us abreast of the changes in technology in our industry. We are also trained and/or licensed applicator for many of the systems we employ.

Richmond Primoid, Inc. has a safety program in place. Additionally, we have attended various safety seminars offered privately and by industrial clients.

STADIUM EXPERIENCE

Scott Stadium – Phase II – Purchase Order 0046289 University of Virginia

General Contractor: Richmond Primoid, Inc.
Contract: \$2,925,000.00
Scope: Seat Removal, Caulking, Urethane Deck Coating, Miscellaneous
Concrete Repairs, Handrail Post Repairs, Seat Installation
Completed: September, 2023
Contact: Corey Hoffman, Project Coordinator
434-260-9449
Cnh8b@virginia.edu

LANE STADIUM EAST AND WEST STANDS WATERPROOFING PROJECT CODE: R0060158

General Contractor: Richmond Primoid, Inc.
Contract: \$1,174,458.00
Scope: Seat Removal, Caulking, Urethane Deck Coating, Miscellaneous
Concrete Repairs, Handrail Post Repairs, Seat Installation
Completed: August, 2020
Contact: Casey Underwood
(540)231-6067

OLD DOMINION UNIVERSITY FOREMAN FIELD STADIUM REPAIRS

General Contractor: SB Ballard
Contract: \$1,434,348.25
Scope: Repairs and coatings to stadium
Completed: September, 2009
Contact: Bo Bishop, Project Manager
(757)440-5555

**LANE STADIUM RENOVATIONS
PROJECT NO: 208-15801-02**

General Contractor: Richmond Primoid, Inc.
Contract: \$1,461,507.08
Scope: Repairs and coatings to stadium
Completed: August, 1999
Contact: Casey Underwood
(540)231-6067

**SCOTT STADIUM CONCRETE REPAIRS AND COATING
UNIVERSITY OF VIRGINIA**

General Contractor: Richmond Primoid, Inc.
Contract: \$757,356.77
Scope: Repairs and coatings to stadium
Completed: August, 2005
Contact: Jason Bauman
(434)982-4621

**BOBBY DODD STADIUM
GEORGIA TECH**

General Contractor: Richmond Primoid, Inc.
Contract: \$263,490.00
Scope: Removal and Installation of Expansion Joints/Coating
Completed: June, 1999
Contact: Jeff Bourne
(404)894-5400

HIGHER EDUCATION EXPERIENCE

**VIRGINIA TECH
LANE STADIUM
WEST STANDS WATERPROOFING
PROJECT NO: P3759461**

General Contractor: Richmond Primoid, Inc.
Contract: \$1,174,458.00
Scope: Repairs and coatings to stadium
Completed: Estimated Completion September, 2020
Contact: Rich Stokes
Stokes1@vt.edu

**UNIVERSITY OF MARY WASHINGTON
WILLARD HALL**

General Contractor: Kjellstrom and Lee, Inc.
Contract: \$39,700.00
Scope: Concrete Repairs
Completed: August, 2019
Contact: Chris Terry
(540) 213-9086
cterry@kjellstromandlee.com

**NORFOLK STATE UNIVERSITY
CHARLES AND LEE SMITH HALL**

General Contractor: Richmond Primoid, Inc.
Contract: \$181,000.00
Scope: Replace Expansion Joint Sealants and Brick Crack Repairs
Completed: September, 2018
Contact: Kenny Kyle
(757)848-3757
kmkyle@nsu.edu

**VIRGINIA TECH
LANE STADIUM
EAST STANDS LOWER BOWL WATERPROOFING
PROJECT NO: P3132966**

General Contractor: Richmond Primoid, Inc.
Contract: \$670,600.00
Scope: Repairs and coatings to stadium
Completed: September, 2017
Contact: Rich Stokes
Stokes1@vt.edu

**VIRGINIA TECH
LANE STADIUM
EAST AND WEST STANDS WATERPROOFING
PROJECT NO: P2980818**

General Contractor: Richmond Primoid, Inc.
Contract: \$852,732.00
Scope: Repairs and coatings to stadium
Completed: September, 2016
Contact: Rich Stokes
Stokes1@vt.edu

**OLD DOMINION UNIVERSITY
FOREMAN FIELD STADIUM REPAIRS**

General Contractor: SB Ballard
Contract: \$1,434,348.25
Scope: Repairs and coatings to stadium
Completed: September, 2009
Contact: Bo Bishop, Project Manager
(757)440-5555

**SCOTT STADIUM CONCRETE REPAIRS AND COATING
UNIVERSITY OF VIRGINIA**

General Contractor: Richmond Primoid, Inc.
Contract: \$757,356.77
Scope: Repairs and coatings to stadium
Completed: August, 2005
Contact: Jason Bauman
(434)982-4621

**VIRGINIA TECH
LANE STADIUM RENOVATIONS
PROJECT NO: 208-15801-02**

General Contractor: Richmond Primoid, Inc.
Contract: \$1,461,507.08
Scope: Repairs and coatings to stadium
Completed: August, 1999
Contact: Casey Underwood
(540)231-6067

**BOBBY DODD STADIUM
GEORGIA TECH**

General Contractor: Richmond Primoid, Inc.
Contract: \$263,490.00
Scope: Removal and Installation of Expansion Joints/Coating
Completed: June, 1999
Contact: Jeff Bourne
(404)894-5400

Richmond Primoid, Inc. has worked at various institutes of higher education including the following:

Christopher Newport University
Eastern Mennonite University
Ferrum College
Georgia Institute of Technology
Hampden-Sydney College
Hollins University
J.Sargeant Reynolds Community College
James Madison University
John Tyler Community College
Mary Baldwin University
Norfolk State University
Old Dominion University
Randolph-Macon College
Tidewater Community College
Union Theological Seminary
University of Mary Washington
University of Richmond
University of Virginia
Virginia Commonwealth University
Virginia Military Institute
Virginia Polytechnic Institute and State University
Washington and Lee University
William & Mary

PARKING DECK PROJECTS

Justice Building Parking Deck Newport News, VA

Owner: City of Newport News
Contractor: Richmond Primoid, Inc.
Contract Amount: \$635,726.00
Scope: Concrete and crack repair, sealant replacement, traffic coating
Completed: August 2024
Contact Name and Number: Chris Perry
757-879-3292
Perrycr@nnva.gov

Riverpark Tower Garage Newport News, VA

Owner: City of Newport News
Contractor: Richmond Primoid, Inc.
Contract Amount: \$638,727.00
Scope: Concrete repair, block wall removal, stair tower repair, masonry repair
Completed: June 2024
Contact Name and Number: Andy Wilkes
757-879-3724
wilksas@nnva.gov

Fountain Park Garage Norfolk, VA

Owner: City of Norfolk
Contractor: Richmond Primoid, Inc.
Contract Amount: \$1,359,986.00
Scope: Repair floor and overhead concrete spalls, epoxy injection, joint sealer, removal and replacement of traffic coating
Completed: June 2024
Contact Name and Number: Tammy Halstead
Structural Engineer/Norfolk Public Works
757752-4702
Tammy.Halstead@norfolk.gov

**Water Street Parking Garage
Charlottesville, VA**

Owner: Water Street Parking Garage Condominium Association
Engineer: Kimley-Horn and Associates, Inc.
Contract Amount: \$380,828.00
Scope: Concrete floor and overhead concrete repairs, expansion joint replacement, epoxy injection
Completed: June 2023
Contact Name and Number: Adam Cochran, P.E.
Kimley-Horn
919-678-4072
Adam.Cochran@kimley-horn.com

**Delta Hotel Parking Garage
555 East Cary Street**

Owner: SMI Hotel Group
Structural Engineer: Dunbar
Contract Amount: \$67,310.00
Scope: Structural Repairs
Completed: January 2023
Contact Name and Number: Robert Reed
SMI Hotel Group
804-477-4300
Robert.Reed@smi-hotelgroup.com

Virginia Museum of Fine Arts

Owner: The Commonwealth of Virginia
Contract Amount: \$138,790.00
Scope: Power wash, stripe and coat parking deck
Completed: November, 2022
Contact Name and Number: Gary Mason
Gary.mason@vmfa.museum

**Bank of America Center
Shockoe Parking Deck**

Owner: RVA 1111 East Main Tower LP
Agent: Jones Lange LaSalle Americas, Inc.
Structural Engineer: Dunbar
Contract Amount: \$702,000.00
Scope: Repair top and underside of 5 parking decks
Completed: September, 2022
Contact Name and Number: Charles Zerhusen
Jones Lange LaSalle
804-343-9791
Chares.Zerhusen@am.jll.com

**City View Tower Garage
Norfolk, VA**

Owner: City View Tower Corp
Architect/Engineer: RRMM
Contract Amount: \$345,315.00
Scope: Garage Slab Repairs
Completed: August, 2022
Contact Name and Number: Michelle Jernigan/Sr.Property Mgr
Commonwealth Commercial
757-333-1815
mjernigan@commonwealthcommercial.com

**Richmond International Airport
Parking Garage Refurbishment**

Owner: Capital Region Airport Commission
Architect/Engineer: Gresham Smith
Contract Amount: \$611,471.00
Scope: Concrete Repair, Joint Sealant, Traffic Coating
Completed: September, 2021
Contact Name and Number: Eric Sweet
804-344-2434
Eric.sweet@greshamsmith.com

Edison Parking Garage

Contractor : Armada Hoffer
Contract Amount: \$178,246.00
Scope: Concrete Repair, Joint Sealant, Traffic Coating
Completed: May, 2021
Contact Name and Number: Vincent Frederick/Reef Parking
804-405-9062
Vincent.frederick@reefparking.com

Capital One West Creek Parking Deck

Owner: Capital One Bank
General Contractor: Gilbane.
Contract Amount: \$697,059.00
Scope: Caulking, Waterproofing
Completed: August, 2020
Contact Name and Number: Carter King
804-798-8351
JKing@Gilbaneco.com

Wytestone Plaza Parking Deck

Owner: W.J. Vakos
General Contractor: W.J. Vakos
Contract Amount: \$79,703.73
Scope: Concrete Repair
Completed: October, 2019
Contact Name and Number: A.B. English
540-379-8534
abe@wjvco.com

**Suntrust Bank
Parking Deck Repairs**

Owner: Suntrust Bank
General Contractor: Gilbane
Contract Amount: \$1,168,081.47
Scope: Concrete and crack repairs, Expansion Joints, Deck
Coating/Sealing
Completed: August, 2019
Contact Name and Number: Carter King
804-798-8351
JKing@Gilbaneco.com

**City of Virginia Beach
Repair Five (5) Parking Garages/Town Center**

Owner: City of Virginia Beach
General Contractor: Richmond Primoid, Inc.
Contract Amount: \$684,00.00
Scope: Concrete repairs, crack repairs, caulking and Expansion
Joint Repairs and Post Tension Cable
Repairs/Replacement of Barrier Cables
Completed: 2018
Contact Name and Number: Adam Cochran/Kimley-Horn
Structural Engineer
919/678-4072

**City of Portsmouth
Police Station Parking Garage**

Owner: City of Portsmouth
General Contractor: Richmond Primoid, Inc.
Contract Amount: \$207,216.00
Scope: Concrete repairs
Completed: 2017
Contact Name and Number: Bob Johnson
757/717-3177

**Capital One
WC5 Parking Deck Repairs**

Owner: Capital One Services, LLC
Project Management: JLL
Contract Amount: \$935,820.00
Scope: Concrete repairs/5 Level Parking Deck
Completed: 2017
Contact Name and Number: Clif White
804/229-2935
Clif.white@capitalone.com

**Genworth Financial
Precast Tee Stem Repairs**

Owner: Genworth Financial
General Contractor: Richmond Primoid, Inc.
Contract Amount: \$54,631.00
Scope: Precast Tee Stem Repairs
Completed: 2017
Contact Name and Number: Robert Accashian
804/289-6831
Robert.Accashian@Genworth.com

**St.Paul's Episcopal Church
Parking Deck Structural Repairs**

Owner: St.Paul's Episcopal Church
General Contractor: Richmond Primoid, Inc.
Contract Amount: \$932,044.00
Scope: Deck Repairs and Waterproofing
Completed: 2017
Contact Name and Number: Kenny Pittman
804/323-0656
Kpittman@dmwpv.com

**JSRCC – Parking Deck Repairs
Richmond, VA**

Owner: J. Sargeant Reynolds Community College
General Contractor: Richmond Primoid, Inc.
Contract Amount: \$242,090.00
Scope: Parking Deck Structural Repairs
Completed: 2016
Contact Name and Number: Christopher Cole
[\(804\)523-5843](tel:8045235843)

**Federal Reserve Bank of Richmond
Bank Loading Dock**

Owner: Federal Reserve Bank
General Contractor: Richmond Primoid, Inc.
Contract Amount: \$272,745.00
Scope: Concrete De-Lamination Repairs
Completed: November 2013
Contact Name: Henry Stephens
(804)697-8000

SUPPLEMENTAL INFORMATION

Richmond Primoid, Inc. has worked for and/or at several universities that are members of VASCUPP. Below you will find our annual sales at a few of these:

James Madison University

2014	\$12,907.40
2015	\$7,462.00
2016	\$3,200.00
2018	\$24,677.00

University of Virginia

2014	\$35,415.00
2015	\$37,000.00
2016	\$29,095.00
2017	\$23,170.00
2018	\$54,600.00

Virginia Commonwealth University

2014	\$46,460.00
2015	\$400,440.00
2016	\$725,741.00
2017	\$341,176.34
2018	\$269,366.79

Virginia Tech

2015	\$4,400.00
2016	\$852,732.00
2017	\$670,599.50