



REQUEST FOR QUALIFICATIONS
PROJECT #V211-24-030-1

ON-DEMAND CONSTRUCTION
Project Values \$50k - \$500k
22 October 2024



Advanced Environment Solutions Inc.

**5 Le Way Drive, Unit 109,
Fredericksburg, VA 22406**

Phone: 703-339-2112 Fax: 703-339-2119

Advanced Environment Solutions, Inc. is a CERTIFIED SMALL/MICRO Business

Licensed **Class A** Virginia Contractor No. 2705115117 Specialty ELE HVA LPG NGF PLB

AES, Inc. company **FEIN** No. 68-06447403

Submitted By:

John A. Smith, President
Advanced Environment Solutions, Inc.
5 Le Way Rd, Suite 109
Fredericksburg, VA 22406
(703)-339-2112

November 20, 2024

Date

Virginia Military Institute
Lexington, Virginia 24450-0304

RFP Reference
RFP# 211-24-20301
RFP Page 2 of 37

REQUEST FOR QUALIFICATIONS

RFP# V211-24-030-1

Issue Date: 22 October 2024

Title: On-Demand Construction, Renovation and Repair Services
SET-ASIDE FOR SBSD Certified SWaM VENDORS ONLY

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 Proposal 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:

Advanced Environment Solutions, Inc.

Date: November 20, 2024

5 Le Way Road, Suite 109

By:

(Signature In Ink)

Name: John A. Smith

(Please Print)

Title: President

Fredericksburg, VA Zip Code: 22406

EVA Vendor ID VS0000115271

EVA Vendor ID or DUNS number DUNS number 826561073

Phone: (703) 339-2112

E-mail: Jsmith@aes-hvac.com

Fax: (703) 339-2119

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.

RFP Requirement Index and Cross Reference

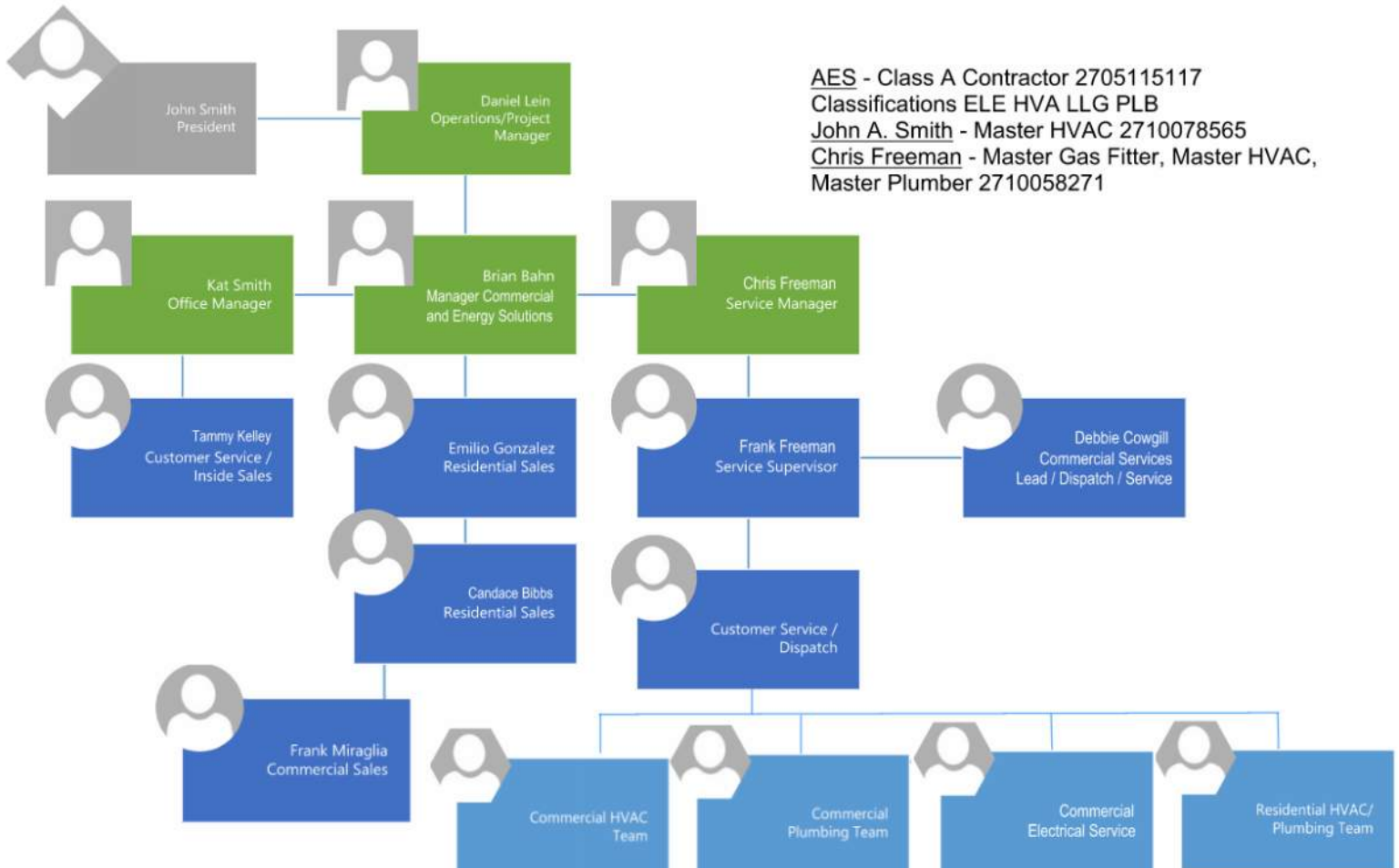
RFP Reference

Sec. VIII, A, 1, d

RFP Pages 13

RFP Section Reference	RFP Page #	Requirement	RFP Page / Completed ✓ / Paragraph(P)
VIII, D, 8	25-26	Cover Page - Require a master tradesmen license for HVAC, and place VA License Class, Contractor No., and Specialty/s over signature on the outer cover of RFP Submission - Signed	Cover
RFP Re-quest for Qualifications	2	Request for Qualifications - Complete and sign agreeing to furnish goods/service in accordance with the attached and referenced RFP - Signed	1
VIII, A, 1, d	13	Contain table of contents which cross references the RFP requirements, pages numbered. Each paragraph should reference the paragraph number of the corresponding section of RFP	2
VIII, A, 1, a	13	Proposals uploaded to eVA portal prior to the RFP closing date & time	✓
VIII, A, 1, c	13	Proposals prepared simply and economically, straightforward, concise	✓
VIII, A, 1, d	13	Organized in order in which requirements are presented in the RFP, all pages numbered. Each paragraph should reference the paragraph number of the corresponding section of the RFP	✓
VIII, A, 2	13	Proposals shall be signed by an authorized representative of the Offeror - Signed	✓
VIII, A, 3	14	Proposals shall be received electronically no later than the Closing Date and Time	✓
VIII, A, 6	14	Proposals should be as thorough and detailed as possible	✓
VIII, A, 6, a), a	14	Provide organizational chart indicating which individuals or positions, include trade certifications	3
VIII, A, 6, a), b	14	Describe the offerors general experience in providing construction of what the Institute seeks	4 P1
VIII, A, 6, a), c	14	List offeror's clients comparable to the Institute's indicating length of contract	4 P4
VIII, A, 6, a), d	14	Provide a list of all clients lost within the last three years	4 P4
VIII, A, 6, b), a	14	Provide detailed description of the offeror's methodology and plan	4 P5
VIII, A, 6, b), b	14	Describe offeror's commitment to Institute in terms of resources, personnel, investment, etc	4 P10
VIII, A, 6, b), c	14	List of the subcontractors the offeror would use	5 P1
VIII, A, 6, b), d	14	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	5 P2
VIII, A, 6, b), e	15	Willingness to furnish Commonwealth of Virginia Standard Performance and Labor and Material Payment Bonds for some projects when requested	5 P3
VIII, A, 6, c), a	15	This is solicitation is SET-ASIDE for certified Business (SWaM) (Attachment E & G)	5 P4
VIII, A, 6, d), a	15	Four (4) recent references, either educational or governmental, for whom you have provided the type services described herein (Attachment D)	5 P4
VIII, A, 6, e), a	15	Submit a copy of the offeror's evidence of financial stability (Attachment H)	5 P5
VIII, A, 6, f), a	15	Provide information regarding the locations of company offices relative to this proposal (Page 3)	5 P6
VIII, A, 6, f), b	15	Return General Information Form and addenda, if any, signed and filled out as required	5 P7
VIII, C, A-CC	16 - 24	GENERAL TERMS AND CONDITIONS AES acknowledgement of understanding, compliance, adherence, capability of/to the general terms and conditions as presented	5 P9
VIII, D, 1-29	24 - 30	SPECIAL TERMS AND CONDITIONS AES acknowledgement of understanding, compliance, adherence and capability of/to the special terms and conditions as presented	5 P10
VIII, E-H	30-31	AES acknowledges sections E-H, and hereby affirms understanding, compliance, adherence and/or capability of/to the requirements as presented	5 P11
Attachment A	32	Attachment A - (N/A) Understanding of Requirements	6
Attachment B	33	Attachment B - CONFLICT OF INTEREST STATEMENT	7
Attachment C	34	Attachment C - CONTRACTOR DATA SHEET	8
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Organization Chart with Trade Certifications



AES Business Locations

AES (NoVA) Service Location

Advanced Environment Solutions, Inc.
 5 Le Way Road, Suite 109
 Fredericksburg, VA 22406



VMI Service Location from:

AES Valley Heating and Air
 2147 Raphine Road
 Raphine, VA 22472



COMPANY GENERAL EXPERIENCE

VIII, A, 6, a), b

Advanced Environment Solutions, Inc. (AES) is a full-service Mechanical, Electrical and Plumbing company. AES is a Class A contractor, licensed to transact business in Virginia, is fully bonded and insured, is registered with eVA, and is certified as an eVA Micro/Small Business certified contractor. P1

The AES leadership team has been successfully partnering to deliver client solutions for over 30 years. Over the years several team members have worked as instructors at local trade schools in support of apprentice programs teaching the next generation of tradesmen. Our team is often called upon by very diverse clients to develop, implement or create a new solution or deliver an alternate or challenging solution. Creativity, a deep understanding of the industry principles and the ability to translate that to successful projects keep many of our clients coming back to us – for decades. P2

All work will be performed by qualified technicians utilizing industry standard means and methods, performed in accordance with ASHRAE, Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) standards, electrical and other building code/s, in compliance with project engineering documents, Virginia state building code and provided project documentation. P3

**CLIENTS COMPARABLE TO INSTITUTE'S
LOST CLIENTS WITHIN THREE YEARS**(See Attachment C & D)
(See Attachment D)VIII, A, 6, a), c
VIII, A, 6, a), d

P4

OFFERER'S METHODOLOGY AND PLAN

VIII, A, 6, b), a

AES' commitment to VMI will be to provide the highest level of attention to requests, inquiries, and maintain the highest standard in delivering work. We will communicate, and collaboratively share information so all parties are aware of progress and can make decisions based upon relevant and recent information. The AES team will receive site specific training before any mobilization – safety, on-site presence and responsibility, traffic, impact and all requirements defined for a specific opportunity, as well as campus-wide policies, or unique to a project, and follow direction by site staff. P5

For the duration of this contract, AES will base VMI work out of our Raphine, VA location for all trade requirements. This provides a local service provider within a 20-minute drive of the VMI campus. Business for VMI, including day-to-day operations, projects, and service will be performed by qualified AES staff and technicians via our Raphine location. AES will provide VMI with optimum staffing coverage for projects and services. Effective planning of resources will be built into schedules to deliver results for established parameters. We can ramp up required qualified labor rapidly for larger projects and service whenever needed by simply reallocating and scheduling our company staff. P6

Our business approach is to build long-term relationships, provide value for our existing and future customers, and develop solutions in collaboration with our clients' team. We draw upon decades on industry experience, but also look outside the box, while being responsive to the customers' needs through actively listening and learning. P7

AES employees deliver support for customers' needs in a professional, organized and timely manner. We strive to provide our customers with the best experience possible when working with AES. AES will provide VMI phone numbers that are monitored 24x7, if an after-hour call becomes required. P8

AES will create a client team to work directly with VMI. The team will actively learn the operations of VMI, become familiar with process and procedures, and work to smoothly integrate as a service provider on campus. Our company leadership team has extensive experience in Project Management, budgets, schedules, managing labor resources for projects, delivering projects on time and on budget. Our approach is one of solution driven collaboration. P9

OFFERER'S COMMITMENT TO THE INSTITUTE

VIII, A, 6, b), b

AES is committed to providing all resources, personnel, investment, etc. to the Institute to deliver every project at the highest level of expectation. We take pride in what we do, how we deliver it, and the level of satisfaction our clients receive from our delivered work. P10

SUBCONTRACTORS THE OFFEROR WOULD USE

VIII, A, 6, b), c

In the execution of trade work, it may be required to utilize subcontractors. These subcontractors would be project specific and could (not always) be any of the following (but not limited to) crane/rigging, refrigerant reclamation and proper disposal, 3rd party balancing or commissioning, BAS if directed by VMI, large equipment delivery, lightning arrest systems, or others. Any subcontractor would be specific to a given project, and AES will provide a list of selected subs to VMI in advance.

P1

COMPARABLE TERMS

VIII, A, 6, b), d

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.

P2

FURNISH A BOND

VIII, A, 6, b), e

AES is willing to furnish Commonwealth of Virginia Standard Performance and Labor and Material Payment Bonds for some projects if so requested/required, and understand the cost associated of adding bonds would be in addition to other project costs.

P3

**SET-ASIDE FOR SWaM
4 REFERENCES**

(See Attachment E (SWaM Certified))
(See Attachment D)

VIII, A, 6, c), a
VIII, A, 6, d), a

P4

OFFEROR'S EVIDENCE OF FINANCIAL STABILITY

(see Attachment F)

VIII, A, 6, e), a

P5

COMPANY LOCATIONS RELATIVE TO THIS PROPOSAL

VIII, A, 6, f), a

The original AES company location was opened in Lorton, VA and now operates out of its own modern facility in Fredericksburg, VA. Our sister company, AES Valley Heating and Air, a wholly owned sister company of AES, is in Raphine, VA. AES Valley is a full-service HVAC, P, E company in Raphine, VA, serving the greater Valley area. The companies are separate business entities, both AES and AES Valley have the same principal ownership. Also see page 3 under Org Chart.

P6

ACKNOWLEDGE, SIGN & RETURN FORM & ADDENDA W/ SIGNATURES

VIII, A, 6, f), b

Advanced Environment Solutions Inc. (AES) expressly states our interest, and respectfully submits this RFP response for consideration, upon review of the project documents and addenda. In compliance with and subject to request for proposal documents specified by reference herein, AES proposes to furnish all labor, equipment, and materials and perform all work necessary for successful completion of all/any work executed through this RFP, in accordance with the project documents and Addenda noted below, in compliance as posted on eVA.

P7

AES acknowledges receipt of and has based our response and proposal upon the noted documents below, from eVA RFP-80099, V211-24-030-1 On Demand Construction Services

P8

- ODCC Rolling Enrollment RFP V211-24-030-1.pdf - Posted 10/22/2024
- Addendum 1_V211-24-030-1.pdf - Posted 11/4/2024

GENERAL TERMS AND CONDITIONS

VIII, C, A-CC

AES acknowledges, and hereby affirms understanding, compliance, adherence, capability and is approved, qualified, compliant and meets, or will meet when required, with general terms and conditions as presented.

P9

SPECIAL TERMS AND CONDITIONS

VIII, D, 1-29

AES acknowledges, and hereby affirms understanding, compliance, adherence and capability of/to the special general terms and conditions as presented.

P10

ACKNOWLEDGEMENT ITEMS E-H

VIII, E-H

AES acknowledges RFP sections E-H, and hereby affirms understanding, compliance, adherence and/or capability of/to the requirements as presented.

P11

ATTACHMENT A

UNDERSTANDING OF REQUIREMENTS

RFP# V211-24-030-1

OFFEROR: Advanced Environment Solutions, Inc.

RFP#: RFP #V211-24-030-1

Date: November 20, 2024

The following question concerns specifications, Section (number) N/A - No Questions Submitted

Paragraph _____, page _____.

N/A - No Questions Submitted

All responses to questions may be made by Addendum.
 Questions not submitted on this form WILL NOT BE ANSWERED.

Questions Submitted by: N/A - No Questions Submitted

NAME

Advanced Environment Solutions, Inc.

ORGANIZATION

703-339-2112

PHONE

jsmith@aes-hvac.com

EMAIL

This may be FAXED to: (540) 464-7669 or E-Mail to: quinnsp@vmi.edu, Shana O'Quinn.

ATTACHMENT B

RFP# V211-24-030-1

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: Advanced Environment Solutions, Inc

ADDRESS: 5 Le Way Road, Suite 109

CITY/STATE: Fredericksburg, VA 22406

TELEPHONE NUMBER: (703) 339-2112

FEDERAL ID NUMBER (FIN): 68-0647403


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

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

RELATIONSHIP WITH THE 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:

 November 19, 2024

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) _____.

ATTACHMENT C

CONTRACTOR DATA SHEET

RFP# V211-24-030-1

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
7 Months

68-0647403

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	Mt. Vernon Estate, Mt. Vernon, VA [REDACTED]	2007 - Present	±\$250K / Year
2	City of Waynesboro, Waynesboro, VA [REDACTED]	2020 - Present	±\$250K / Year
3	FiberTek (Ft. Belvoir) Area 300 [REDACTED]	2015 - Present	±\$200K / Year
4	Wesmart, Inc., Woodbridge, VA [REDACTED]	2019 - Present	±\$150K / Year
5	Arlington Diocese Arlington & Northern VA through [REDACTED]	2015 - Present	±\$100K / Year
6	HC Building Solutions, Mid-Atlantic (Multi-state) [REDACTED]	Feb 2024 - Present	±\$230K / FY '24
7	FMS2K Associates, Logan Township, NJ [REDACTED]	2012 - Present	±\$10K / Year
8	SV Lotus Temple, Fairfax, VA [REDACTED]	2014 - Present	±\$10-\$20K / Year
9	Forensics Lab, Dulles, VA [REDACTED]	2007- Present	±\$80K / Year

LOST ACCOUNTS:

	Account Name, Address & Phone #	Length of Service	\$ Volume/Year
	N/A - AES has not lost accounts in the past three years.		

ATTACHMENT D

RFP# V211-24-030-1

REFERENCES

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

1. CLIENT: Mt. Vernon Estate (George Washington's Home)

ADDRESS: 3200 Mt. Vernon Memorial Hwy, Mt. Vernon, VA 22121

CONTACT
PERSON/PHONE#: [REDACTED]

APPROXIMATE DOLLAR VOLUME PER YEAR: ± \$250,000 average / year - continuous client since 2007

PROJECTS/DATES/DESCRIPTION: Boiler Replacements (commercial and residential), Controls upgrades & maintenance, HVAC upgrades & maintenance, VRF HP and HR installation & service, Design Build services, indirect hot water heaters, tankless hot water heaters, humidifiers, VFDs, pumps, ductwork, a large volume of design/build work for HVAC & plumbing work. The Average annual volume is ± \$250,000 some years >\$1.5 Million.

2. CLIENT: City of Waynesboro

ADDRESS: 503 West Main Street, Suite 203, Waynesboro, VA 22980

CONTACT
PERSON/PHONE#: [REDACTED]

APPROXIMATE DOLLAR VOLUME PER YEAR: ± \$250,000 average / Year - client 2020 to date

PROJECTS/DATES/DESCRIPTION: Design/Build (multiple) ductless, single, multi-zone, VRF HR and Hybrid systems, HVAC service & Maintenance and system changeouts

3. CLIENT: Fort Belvoir - FiberTek (Area 300) Multiple Buildings

ADDRESS: 13605 Dulles Technology Drive, Herndon, VA 20171

CONTACT
PERSON/PHONE#: [REDACTED]

APPROXIMATE DOLLAR VOLUME PER YEAR: ± \$200,000 / year - client 2015 to present

PROJECTS/DATES/DESCRIPTION: Design/Build controls and HVAC - Package Units, VRF HP and HR installation & service, Ductless S/S, Boilers, Hot Water Heaters, Chillers, pumps, VFDs, BAS systems installations and upgrades, maintenance, service & retrofit, fans, pumps, valves - full service HVAC.

Please use a separate sheet of paper for additional references.

ATTACHMENT D

RFP# V211-24-030-1

REFERENCES (CONTINUED)

4. CLIENT: Wesmart, Inc.
- ADDRESS: 14499 Gemstone Drive, Woodbridge, VA 22191
- CONTACT
PERSON/PHONE#: [REDACTED]
- APPROXIMATE DOLLAR VOLUME PER YEAR: ± \$150,000 / year - 2019 to present
- PROJECTS/DATES/DESCRIPTION: Quantico Marine Corps Base - Maintaining multiple locations
for CRAC systems for mission critical DOD facilities, replacing CRAC units fans, motors,
compressors, under contract and on as needed basis.

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: Advanced Environment Solutions, Inc.

Preparer Name: John Smith

Date: November 19, 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: 698829 Certification Date: Jun 26, 2023

Expiration Date: Jun 26, 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 - ADDITIONAL INFORMATION

Virginia Class A Contractor, Master Tradesman
License, Specialty Classifications

**License Copies
Provided for
Reference**

EXPIRES ON 04-30-2025	COMMONWEALTH of VIRGINIA Department of Professional and Occupational Regulation 9960 Mayland Drive, Suite 400, Richmond, VA 23233 Telephone: (804) 367-8500	NUMBER 2705115117
BOARD FOR CONTRACTORS CLASS A CONTRACTOR *CLASSIFICATIONS* ELE HVA LPG NGF PLB		
	ADVANCED ENVIRONMENT SOLUTIONS INC 5 LE WAY DRIVE SUITE 109 FREDERICKSBURG, VA 22406	  <small>Denise J. Mello, Director</small>
<small>Status can be verified at http://www.dpor.virginia.gov</small>		

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

DPOR-LIC (02/2017)

(DETACH HERE)

COMMONWEALTH of VIRGINIA Department of Professional and Occupational Regulation	
CLASS A BOARD FOR CONTRACTORS CONTRACTOR	
CLASSIFICATIONS ELE HVA LPG NGF PLB NUMBER: 2705115117 EXPIRES: 04-30-2025	
ADVANCED ENVIRONMENT SOLUTIONS INC 5 LE WAY DRIVE SUITE 109 FREDERICKSBURG, VA 22406	
<small>Status can be verified at http://www.dpor.virginia.gov</small>	

MASTER TRADESMAN LICENSE	
COMMONWEALTH of VIRGINIA Department of Professional and Occupational Regulation	
BOARD FOR CONTRACTORS TRADESMAN NUMBER: 2710078565 EXPIRES: 01-31-2027	
JOHN ALLEN SMITH 5 LE WAY DR STE 109 FREDERICKSBURG, VA 22406	
<small>Status can be verified at http://www.dpor.virginia.gov</small>	
TRADE DESIGNATIONS MASTER HEATING VENTILATION AND AIR COND.	

DPOR-PC (02/2017)

State Corporation Commission Clerk's Information System

AES SCC COMPANY ENTITY ID & STATUS

Entity Information

Entity Information	
Entity Name: ADVANCED ENVIRONMENT SOLUTIONS, INC. Entity Type: Stock Corporation Series LLC: N/A Formation Date: 03/23/2007 VA Qualification Date: 03/23/2007 Industry Code: 0 - General Jurisdiction: VA Registration Fee Due Date: Not Required	Entity ID: 06748073 Entity Status: Active Reason for Status: Active and In Good Standing Status Date: 04/19/2023 Period of Duration: Perpetual Annual Report Due Date: N/A Charter Fee: \$50.00
Registered Agent Information	
RA Type: Individual RA Qualification: Officer of the Corporation Name: John Allen Smith	Locality: STAFFORD COUNTY Registered Office Address: 5 Le Way Dr Ste 109, Fredericksburg, VA, 22406, USA
Principal Office Address	
Address: 5 LEWAY DR #109, Fredericksburg, VA 22406 Privacy Policy (https://www.scc.virginia.gov/privacy-policy) - Contact Us (https://www.scc.virginia.gov/clk/clk_contact.aspx)	

Attachment G - ADDITIONAL INFORMATION
Proof of SWaM Small, Micro Business Certification

RFP Reference
Sec. VIII, A, 6, c), a
RFP Page 15 of 37

COMMONWEALTH of VIRGINIA
Department of Small Business and Supplier Diversity

Company Name: Advanced Environment Solutions, Inc
Certification Number: 698829
Small Certification Start Date: Jun 26, 2023
Micro Certification Start Date: Jun 26, 2023
SWaM Certification Expiration Date: Jun 26, 2028

Dear Applicant,

We are pleased to inform you that your request for certification has been approved. Your company has been approved for the following designations:

Small, Micro

Your SWaM certification is valid for a term of five years from the date of your approval; re-certification is required at the end of that term.

You may log into your account to download a copy of your company's SWaM certificate as well as the SWaM-certified logo to use on marketing materials.

You will see your company listed as a certified vendor in our directory at <https://www.sbsd.virginia.gov/directory/>

It is very important that you keep your contact information up to date. Submit your changes electronically by logging into your account and updating the necessary information.

To do business with the Commonwealth of Virginia, you need to register your company with the eVA system, the state's online procurement system at <https://eva.virginia.gov> . All state solicitations are conducted on this site.

To check Procurement and Business Opportunities with state agencies, local governments, and others, please visit: <https://mvendor.cgieva.com/Vendor/public/AllOpportunities>

If you need assistance to operate your business, please visit this site: <https://bos.sbsd.virginia.gov/>

Sincerely,

Virginia Department of Small Business and Supplier Diversity
Certification Team

Other AES Designations/Capabilities/ID Numbers			
Access Codes	Number/ID	VA CONTRACTORS LICENSE	2705115117
SWAM & Micro	6988829	SAM #	826561073
EVA Vendor ID	VS0000115271	DUNS #	826561073
SAM CAGE CODE	7FGL0	FEIN#	68-0647403

ATTACHMENT H - ADDITIONAL INFORMATION

Evidence of Financial Stability

RFP Reference
Sec. VIII, A, 6, e), a
RFP Pages 15 of 37

Advanced Environment Solutions, Inc. has been licensed as a corporation in the Commonwealth of Virginia since March 23, 2007.

As proof of financial stability, please find the following documentation/support:

1. The Better Business Bureau rates Advanced Environment Solutions, Inc. as an A+ business (below).
2. A letter of recommendation from the AES surety provider Granite RE, Inc. (Page 15)
3. We also herein submit the AES DUNS number, with which you can verify financial stability - AES DUNS number is 826561073
4. If additional information is required, please contact AES



Business Profile

Advanced Environment Solutions Inc

Heating and Air Conditioning



Contact Information

5 Le Way Dr Ste 109
Fredericksbrg, VA 22406-1090

[Visit Website](#)

[\(703\) 339-2112](tel:(703)339-2112)

Business Details

Location of This Business

5 Le Way Dr Ste 109, Fredericksbrg, VA 22406-1090

BBB File Opened: 6/30/2023

Years in Business: 17

Business Started: 3/23/2007

Business Incorporated: 3/23/2007

Accredited Since: 9/1/2023

Customer Reviews

This business has 0 reviews

[Be the First to Review!](#)

BBB Rating & Accreditation



A+

Accredited Since: 9/1/2023

Years in Business: 17

ATTACHMENT H - ADDITIONAL INFORMATION
Evidence of Financial Stability (Continued)

RFP Reference
Sec. VIII, A, 6, e), a
RFP Pages 15 of 37



November 20, 2024

Re: Advanced Environment Solutions, Inc.

To Whom It May Concern:

This is to advise you that, based upon our current information, we are willing to entertain bonds for this organization for construction contracts up to the amounts of [REDACTED] (Aggregate), subject to the usual underwriting criteria.

Please understand that any arrangement for surety credit is a matter between contractor/applicant and ourselves and we assume no liability to you or any third parties if for any reason we do not supply said bond or bonds.

This letter is not an assumption of liability nor is it a bond. It is issued only as a letter of recommendation requested from us by our client.

Granite Re, Inc. is an "A+" rated company by A.M. Best and is a federally approved surety by the United States Department of the Treasury.

Sincerely,

Granite Re, Inc.

A handwritten signature in black ink, appearing to read 'A. Fischer', is written over a faint, circular embossed seal.

Aaron Fischer, AFSB
Underwriter

14001 Quailbrook Drive • Oklahoma City, Oklahoma 73134 • 405/752-2600 • Fax 405/749-6800 • 800/440-5953
Website: www.granitere.com