

November 20, 2024

Shana O'Quinn  
VMI Procurement Services  
330 Parade Avenue  
Smith Hall, Room 314  
Lexington, VA 24450

Re: RFP# V211-24-030-1  
On-Demand Construction, Renovation and Repair Services

Dear Ms. O'Quinn,

Montgomery Consulting is pleased to provide this proposal for General Contractor Services on this important contract. We are a Virginia Class A General Contractor located in Richmond with an office in Staunton. We started business in 1999 as a sole proprietor and certified in 2005 as an LLC in Virginia. We have excellent experience managing and performing on term contracts for construction services, and 90% of our work is for governmental agencies in municipalities, state and federal agencies.

Per the RFP we have divided the proposal into sections as follows:

1. Pages 1- 5. Signed RFP title sheet, completed Attachments B, C, D, and E
2. Page 6-9. Company qualifications and experience (Response to Question 6a)
3. Pages 9-25. Current resumes and organization chart (Response Question 6a)
4. Page 26. Plan for Providing Services (Response to Question 6b)
5. Page 27. Proposed Subcontractors (Response to Question 6b) c)
6. Pages 28. References (Response to Question 6d)
7. Pages 29-31. Financial Stability and Geographic Location (Response to Questions 6e and 6f)

We have experience providing these services to other agencies with an excellent track record. If you have any questions please contact me on my cell at 804-241-8490.

Thank you.



Chris Montgomery  
President

**Virginia Military Institute**  
Lexington, Virginia 24450-0304

REQUEST FOR QUALIFICATIONS

RFP# V211-24-030-1

Issue Date: 22 October 2024

Title: On-Demand Construction, Renovation and Repair Services  
SET-ASIDE FOR SBSB 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 [quinnsp@vmi.edu](mailto:quinnsp@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:

\_\_\_\_\_

Date: 11/20/2024

Montgomery Consulting

By:  \_\_\_\_\_

(Signature In Ink)

Name: Chris Montgomery

(Please Print)

Title: President

1618 Westcastle Dri

Richmond, VA Zip Code: 23238

EVA Vendor ID or DUNS number VS0000122578

Phone: ( 804 ) 241-8490

Email: chris@montgomeryconsulting.net

Fax: (      ) \_\_\_\_\_

**We are in receipt of Addendum 1.**

**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.**

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: Chris Montgomery

ADDRESS: 1618 Westcastle Drive

CITY/STATE: Richmond, VA 23238

TELEPHONE NUMBER: 804-241-8490

FEDERAL ID NUMBER (FIN): 20-3710036

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

- SMALL BUSINESS
- WOMAN-OWNED BUSINESS
- MINORITY-OWNED BUSINESS
- SHELTERED WORKSHOP
- INDIVIDUAL BUSINESS
- SOLE PROPRIETORSHIP
- PARTNERSHIP
- CORPORATION
- Certified MICRO Business

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 11/20/2024

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. 19 Years  
3 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
Fort Gregg-Adams, Skookum 804-510-9852	5 years	\$500,000 in 2024
WWRC in Fishersville 540-332-8924	7 years	\$200,000+/year
Hanover County, VA 804-365-6503	6 years	\$100,000+/year
VA School for the Deaf & Blind 540-315-0055	1 year	\$50,000
VCU Erika Jones ejones22@vcu.edu	4 years	\$100,000+/year
VDOT 804-715-2074 John Lindeman	5 years	\$200,000+/year
_____	_____	_____
_____	_____	_____
_____	_____	_____

LOST ACCOUNTS:

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
<u>We have not lost any accounts in this period. We have been working on the same term contracts for the last 3 years</u>		
_____	_____	_____
<u>We were not awarded a contract on the last round of VMI term contracts, if that means a "lost account".</u>		
_____	_____	_____
_____	_____	_____
_____	_____	_____

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.

CLIENT: WWRC

ADDRESS: Fishersville, VA

CONTACT  
PERSON/PHONE#: Mark Snodgrass, 540-332-8924, mark.snodgrass@wwrc.virginia.gov

APPROXIMATE DOLLAR VOLUME PER YEAR: \$200,000+/yr for 7 years

PROJECTS/DATES/DESCRIPTION: Clerk of the works position for 4 different multi-million capital projects that were renovation projects that included schoolrooms, pool and recreation facility, training centers, roof replacements. More than 10 general construction projects that involved site work, HVAC, roofing, electrical, and other renovation services. The largest single project completed for WWRC as a GC was a roof replacement project for \$887,000 in 2023.

CLIENT: Fort Gregg-Adams

ADDRESS: Petersburg, VA

CONTACT  
PERSON/PHONE#: Daniel Banker, Project Coordinator 804-510-9852 daniel.banker@skookum.org

APPROXIMATE DOLLAR VOLUME PER YEAR: 500,000 in 2024

PROJECTS/DATES/DESCRIPTION: Bid on more than 150 projects in last year, awarded 20+ projects. Included are flooring, painting, playgrounds, turf and sod, roofing, powerwashing, carpentry, gym floor, interior renovation, water well service, fences, others. All of these services and projects were done in the last year.

CLIENT: Hanover County

ADDRESS: Ashland, VA

CONTACT  
PERSON/PHONE#: Charles "Chip" England, Director of General Svcs, 804-365-6503

APPROXIMATE DOLLAR VOLUME PER YEAR: 200,000/yr

PROJECTS/DATES/DESCRIPTION: New press boxes at baseball fields, new concrete dugouts, Lexan glass dividers at office locations, woodworking and carpentry for wood cases and desks, french drains at baseball fields, interior renovations.

CLIENT: VA Dept. of Aging and Rehabilitation

ADDRESS: Richmond, VA

CONTACT: Tishaun Harris-Ugworji, Program Manager, 804-662-7531

APPROXIMATE DOLLAR VOLUME PER YEAR: Montgomey Consulting managed \$3.5 Million in construction in nearly 150 facilities over a 3 year period. Consulting fees for this work was about \$150,000/year each of the three years. The \$3.5M was ARPA Grant money for their DARS facilities across Virginia.

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 SBSB-certified women- and minority-owned businesses when they have received SBSB 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 (SBSB) 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: Montgomery Consulting

Preparer Name: Chris Montgomery Date: 11/20/24

Instructions

- A. Businesses certified by the Department of Small Business and Supplier Diversity (SBSB) as a small business must complete Section A of this form.

Section A

CERTIFICATION TYPE (check only one below):

- Small Business Certified MICRO business
- Small and Women-owned Business
- Small and Minority-owned Business

Certification number: 711421 Certification Date: 10/27/22

Expiration Date: 10/27/27

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.

## Qualifications and Experience - Question 6a

Headquartered in Richmond with a branch office in Staunton, Montgomery Consulting is a general contractor and consulting company, working with clients and projects throughout Virginia. Our team of construction and consulting professionals are seasoned veterans in the industry, and able to provide the best service possible. Our business model is to focus on term contracts, where we work on more projects with fewer clients than the typical contractor. This is evidenced through the seven term contracts that we currently have with various government agencies. We are dedicated to using proven principles with the latest technology and information to meet your requirements and exceed your expectations. Our Project Managers are used to managing multiple projects of all types and sizes, while using many of the same subcontractors over and over.

Montgomery Consulting is certified by Virginia DSBSD as a small and micro business and licensed as a Class A Contractor in Virginia, with specialties of CBC and RBC (formerly BLD). We provide general contracting and construction management services for owners. Our consulting services include Construction Inspection and Clerk of the Works, environmental services, cost estimating, value engineering, scheduling, and project management. As the general contractor, we subcontract major trades, use our own staff for various carpentry and specialty projects, and our own superintendents and project management team to manage all the work. Our team for this contract includes five professionals, each with more than 15 years of experience and includes the owner, Chris Montgomery as the Contract Manager, Leland McCray is the Project Manager, Aric Olson, Grant Sutherland and Kevin Hardin. Four other company personnel include superintendents and construction technicians. Resumes for the primary team are included.

The company was originally formed as a sole proprietor in March of 1999 and then licensed as a Virginia LLC in 2005 and has been providing reliable construction and consulting services to many clients since that time. The owner, Chris Montgomery, has been managing construction and engineering operations in Virginia since 1988 for several different firms, always focusing on working with Virginia State Agencies and Municipalities. Through this period, Mr. Montgomery has managed thousands of construction services projects, more than 50 clerk of the works projects, and more than 75 term contracts for a variety of municipalities and Virginia agencies.

**Financial Stability** – Montgomery consulting has been in business nearly 25 years and remains very stable financially. The company is debt free, has maintained full insurance and licensing from the beginning, has consistently maintained a staff of 5-15 employees. We retain the services of a Richmond accounting firm that specializes in construction companies, and we use an outside bookkeeper for day-to-day operations, and are current with all tax liabilities and payments. The owner, Chris Montgomery, owns 100% of the company and maintains a net worth over \$5M that backs up the company. **The company has never been inspected or cited by OSHA on any project.**

## Current Term Contracts

All of our term contracts have renewed. Current term contracts we are working on include:



### Hanover County

General Construction Services term contract – 2<sup>nd</sup> consecutive term contract of 3 years



### Virginia Tech University

General Construction Services – Third year of a 3-year term contract



### Prince George County

General Construction Services term contract – 2<sup>nd</sup> year of a 3-year term contract



### VA Dept. of Corrections

General Construction Services term contract – 4<sup>th</sup> year of a term contract



### Virginia Commonwealth University

General Construction Services term contract – 1<sup>st</sup> year of our second term contract



### VA Department of General Services – 3<sup>rd</sup> year of term contract, 4 consecutive contract

Non-professional construction services – statewide and open for use by all agencies

SWAM Contractor for Statewide Construction Services

Statewide Contract for Non-professional construction services



### Skookum Contract Services at Fort Gregg-Adams in Hopewell, VA

General Construction Services term contract at Fort Gregg-Adams – 4<sup>th</sup> year of open-end term contract

**VASCUPP Experience in the last year.** We are on our second consecutive general construction term contract with VCU in Richmond. In the last twelve months we have completed \$25,221 in projects and we currently are working on a \$152,240 project.

**LOST CLIENTS IN THE LAST THREE YEARS** – Montgomery Consulting has maintained the above term contracts over the last three years and has not lost any term contracts during this period, they have all been renewed. 90% of our work has been related to these term contracts, and the remaining work has been individual projects that we won through either bid or negotiation.

## Public Sector Clients for Montgomery Consulting in the Last Five Years

- **VCU** – multiple projects on term contract for bathroom renovations, replacing exterior doors, demo and interior concrete work, and general renovation
- **WWRC in Fishersville** – multiple projects in 4 years, several over \$10 Million to manage and act as owner’s representative. Projects Included
  - Renovate Anderson Vocational Training Building #803 Phase 1: \$7.7 million
  - Renovate Anderson Vocational Training Building #803 Phase 2: \$14.6 million
  - Renovate Watson Activities Building #802 Phase 2: \$6.9 million
- **Western State Hospital** – Project Manager for DBHDS at WSH \$23M renovation for new addition to this state mental health facility In Staunton.
- **Hanover County** – term contract, many projects related to COVID and protection of county employees from public, new press boxes for softball and baseball fields, new dugouts, French drains and sitework at baseball fields, interior renovations, various interior renovations.
- **Department of Corrections** – term contract awards at multiple prisons Including glass dividers for visitation rooms, new sheds and storage Buildings, renovation of site church facility, and various interior renovations.
- **Department of General Services** – term contract for non-professional construction services with multiple projects for Clerk of the Works, project management, construction inspection, and other construction services
- **Virginia State Police** – multiple small renovation projects that Included water fountain replacement, signage changes, door Replacement, office renovations, concrete and sidewalk repair



- **RRHA** – Lobby and board room renovations at headquarters in Richmond that involved glass door frontage, MEP repairs, and Other interior renovations.
- **Dept. for the Blind and Vision Impaired** – complete renovation of historical house to be used for offices, other various renovation projects such as office cubicle and electrical renovations and upgrades, water well repair and installation, roof repair, MEP repairs at multiple facilities, lighting changes and upgrades.
- **Virginia Industries for the Blind** – numerous projects with mechanical, electrical and general renovation including installation of water fountains, cubicles, roof and gutter repairs
- **Dept. of Aging and Rehabilitative Services** – office renovation, managing \$3.5M grant construction project at 150 different facilities across Virginia over a 2-year period.
- **The College of William & Mary** – mechanical renovation of Recreation Building that involved total replacement of Entire HVAC system for the pool area. Other projects included Stormwater pond cleaning and upgrades, UST and environmental remediation and consulting, and other various renovations.
- **King William County** – addition to animal shelter and various sitework and interior renovations.
- **Commonwealth Center for Children and Adolescents** – Cabinet installation and painting at Staunton facility.



## Resumes – Question 6a

The following resumes are all employees of Montgomery Consulting and will be involved in projects depending on type of project, scheduling and availability. Mr. Montgomery will be involved with every project and the three Project Managers that will be available will be Leland McCray, Aric Olson and Kevin Hardin. Ross Ward, PE, is our engineer that works on all projects requiring any engineering services, he provides quality control by visiting sites and reviewing reports and is a great resource for us on projects. All three project managers also do estimating so they manage projects from the initial site visit through completion. Depending the projects, the project managers may also be on site as superintendents to manage the work firsthand. In addition, we have other superintendents available to be on site for projects.

**VMI**

**Chris Montgomery**  
**Contract Manager**

**Leland McCray**  
**Project Manager**

**Aric Olson**  
**PM/Superintendent**

**Grant**  
**Sutherland**  
**Supt**

**Kevin**  
**Hardin**  
**P.M./Supt**

**Daryl**  
**Randolph**  
**Supt.**

**Jose Flores**  
**Const Mgr**

**Tim Young**  
**Supt.**

**Ross Ward,**  
**PE**  
**Engineering**

**Bay Bell**  
**Accounting**

## Chris Montgomery Owner and President



Mr. Montgomery has 30 years of experience in the construction and engineering industry, most of that in managing operations, contracts, and projects throughout the mid-Atlantic. He is a Class A Contractor and the sole owner and President of Montgomery Consulting, LLC, capitalizing on his vast experience of working with other firms and managing multiple operations. Montgomery Consulting has been in business since 1999 providing consulting and construction services to many companies and clients. Mr. Montgomery is responsible for managing all company contracts, operations, financial issues, personnel, and administrative functions. Mr. Montgomery has extensive experience managing government contracts, multiple offices, multiple subcontractors and many personnel. He will review all aspects of the contract and ensure that adequate resources are allocated to complete the work. He will maintain communications with the client keeping them apprised of overall contract and project status, as well as review the reporting requirements of all projects.

Mr. Montgomery has managed the contracts and operations for all projects since the company's inception. During this time, the company has been involved with nearly 50 term contracts with a variety of municipalities and state agencies. With the experience of managing large projects, multiple contracts, many personnel, numerous subcontractors, and many term contracts, he is well situated to manage all operations as needed.

### Experience – includes multiple contracts and projects with the following:

- Dept. of Corrections
- Dept. of Behavioral Health & Dev't Svcs
- Hanover County
- Dept. of General Services
- VCU
- Goochland County
- Nelson County Public Schools
- VMFA
- VSU
- Longwood University
- College of William & Mary
- DMV
- Federal GSA
- King William County
- Federal Aviation Administration
- Dominion Power
- US Coast Guard
- JMU
- New Kent County
- Henrico County
- City of Richmond
- VA Dept. of Taxation
- VA Dept. of Blind and Visual Impaired
- Fort Lee, Virginia
- Dept. of Motor Vehicles

### Certifications and Education

- Class A Contractor with CBC and RBC (formerly BLD) Specialty
- M.B.A. and B.S. from Emporia State University; Emporia, Kansas

## Ross Ward, PE

### Senior Project Manager

Mr. Ward is a professional with over 26 years of consulting experience in construction and engineering. He is a registered Professional Engineer in Virginia, a Virginia Class A Contractor, and a certified Erosion & Sediment Control Plan Reviewer. He has managed multiple term contracts for many state agencies, served as Project Manager for numerous related projects; designed projects and managed the associated training; construction monitoring/management; regulatory review; and managed numerous personnel in the field. He has a thorough knowledge of the construction bidding process, including preparing a scope-of-work, pre-bid meetings, bid evaluation, contractor procurement, pre-construction meetings, substantial completion inspections, and project close-out. Mr. Ward's extensive experience with the preparation and management of cost estimates, proposals, sub-contracting agreements, project budgets, and staff resources has prepared him well for managing contracts with many projects, end users, and subcontractors.



#### ***Project/Task Manager for the Following Term Contracts:***

- Chesterfield County
- Hanover County
- Spotsylvania County
- Town of Blacksburg
- Virginia Community College System
- Department of Military Affairs
- Virginia Department of General Services
- Virginia Department of Corrections
- Corrections Corporation of America
- Virginia Tech
- City of Roanoke

**Plantation Pipeline, Atlanta, Georgia: Project Manager** responsible for clean construction management, soil remediation, and resident liaison concerning the restoration of a nine residential properties that were adjacent to an approximate 30,000-gallon underground pipeline leak of jet fuel in western Henrico County, Virginia. Tasks included obtaining contractor bids, tracking costs as well as construction oversight for each property during the restoration process on a daily basis.

**Kinder Morgan Southeast Terminals, Richmond, Virginia: Project Manager** responsible for the permitting, construction, storage, and closure of a temporary emergency stockpile of approximately 20,000 cubic yards of petroleum contaminated soil.

**Verizon, Richmond, Virginia: Project Engineer** responsible for system design for multiple sites throughout Virginia. Tasks included the preparation of site-specific design drawings, specifications, and bid documents. Conducted pre-bid and pre-construction meetings. Performed on-site construction review and management, subcontractor procurement, and client liaison with the Virginia Department of Environmental Quality (VDEQ).

**Fort A. P. Hill, Bowling Green, Virginia: Project Manager** Mr. Ward was tasked with engaging a contractor, conducting oversight of the contractor, reporting to Fort A.P. Hill, and client liaison with the Virginia VDEQ.

**Virginia Community College System (Statewide): Project Manager** responsible for the development and implementation of a statewide program for compliance. He was the Project manager for the compliance review of all E&S Control Plans for the VCCS for the past 2 years and has completed nearly 40 ESC compliance reviews under this role.

**Virginia Community College System, Chester, Virginia: Project Manager** responsible for preparing engineering design drawings and specifications in accordance with the requirements of the Construction and Professional Services Manual of the VDGS for a new 0.5 mile access road at the Chester Campus of the John Tyler Community College. Also prepared bid procurement documents, conducted pre-bid and pre-construction meetings, scheduled material testing services, and performed weekly construction inspections to document contractor progress.

**Virginia Dept. of Military Affairs (DMA) Term Contract for Environmental Services and Storm Water Services (Statewide): Task Manager** responsible for the following projects:

- ❖ **Recycling Center Drainage Improvements** - Prepared engineering design drawings and specifications in accordance with the requirements of the Construction and Professional Services Manual of the VDGS for drainage improvements within the Recycling Center facility at MTC-Fort Pickett. S
- ❖ **SPCC Plan Development and Training** – Prepared the SPCC Plan and conducted training at 17 DMA facilities including the Radford Army Ammunition Plant, Powhatan Armory, Bedford Armory, Sandston Armory, West Point Armory, Army Aviation Support Facility, 7 FMR facilities, and 3 SMR facilities.
- ❖ **Facility Inspection and Compliance** - Performed the inspections and monitoring of 137 ASTs for compliance with the SPCC Plan at Ft. Pickett

**Chesterfield County, Virginia: Task Manager** responsible for managing three consecutive term contracts to provide Environmental Engineering Services for Chesterfield County. Completed more than 60 tasks.

#### Certifications and Education

- BS in Aerospace Engineering, Virginia Tech, 1987
- Professional Engineer (Virginia) 028379
- Virginia Class A Contractor

## Leland McCray

### Project Manager



Mr. McCray's experience in the construction industry includes employment with three of the area's most highly regarded firms in Balzer & Associates, Kjellstrom & Lee, and Lantz Construction. During school at Virginia Tech while attaining a degree in Building Construction, he worked as an Engineering Technician for Balzer, then worked as a Project Engineer and Project Manager with two major construction companies. In those roles, he managed and was hands-on in the process of pre-construction through closeout, handling all paperwork including all CO documents required on Virginia State Agency projects; and those projects included all aspects of construction from ground up and included historic restorations. His state project experience includes multi-million dollar projects at JMU, Virginia School for the Deaf & Blind, the Frontier Culture Museum, and Dept. of General Services. His experience handling all issues from the contractor side gives him the valuable background and ability to work for the owner as their representative on major projects.

### Construction Experience

#### Montgomery Consulting

Virginia Department of Aging and Rehabilitative Services (DARS) – Project Manager: 2022-2024

- Project Manager for a \$3.5 million federal grant that DARS received to spend on 150 separate projects at senior living facilities across Virginia. The scope includes presenting the opportunity to nearly 300 prospective recipients utilizing multi-media marketing techniques, managing the process from identifying the project opportunities that fit the requirements of the grant, to managing the design, construction and closeout of the construction activities at each facility.

Owner's Representative / Clerk of the Works / Project Manager: 2018 – 2022

- Woodrow Wilson Rehab Center - WWRC - Renovate Anderson Vocational Training Building #803 Phase 1: \$7.7 million - A complete renovation of 43,635 square feet of an existing two-story Vocational Education Building including replaced mechanical, electrical, plumbing, electrical, communications, and fire safety. All new windows, doors, finishes, and elevator were also included. Different areas within the construction were designed to support Health Services, Information Technology, Advanced Woodworking, and Auto Mechanics.
- WWRC - Renovate Anderson Vocational Training Building #803 Phase 2: \$14.6 million - A complete renovation to 69,827 square feet renovation of an existing two-story Vocational Training Building including a 12,500 square foot new construction with an elevated canopy serving a concrete slab and dock serving a fork lift training program. The project included

all of the construction aspects of Phase 1 and served specific design for additional vocational programs including MEP Education, Masonry, Child Care, Animal Care, and Cosmetology.

- WWRC - Renovate Watson Activities Building #802 Phase 2: \$6.9 million - A complete renovation to approximately 30,500 square feet of the existing one-story Activities Building. The project includes complete removal of an existing swimming pool and installation of a new lap pool and new therapy pool. The project also included new windows, doors, finishes, sprinkler, plumbing, mechanical, electrical and equipment associated with the gymnasium, pool, lockers, administration office and lounge. Partial renovation/upgrades to art room, media center and auditorium are included.

Lantz Construction Company, Broadway, VA Project Manager

June 2014 – 2017

- Led operations for projects from start to finish
- Collaborated for personnel evaluations and new employee recruitment
- Buyout of all aspects of projects with review and approval of all invoices
- Focus on budget management and cost controls
- Communicate continually with contractors, owners, architects, and field personnel
- Cultivate relationships with local vendors, contractors, and potential customers
- Maintain constant communication with project owners to manage expectations, update progress, and discuss and address project challenges.
- Coordinate with facility management and housekeeping of completed projects for preventative maintenance procedures

**Relevant Projects:**

- Solid Waste Transfer Station, Harrisonburg, VA
- City funded, \$2,400,000 new construction of a new Solid Waste Station
- Included extensive sitework and concrete requirements
- Stuart Hall School, Staunton, VA
- Privately funded, negotiated \$200,000 renovation of Cochran Dormitory
- Frontier Culture Museum, Staunton, VA - \$100,000 Restroom Update
- James Madison University, Harrisonburg, VA
- Warren Hall public bid \$1million renovation of student activity areas
- Forbes Center Canopy public bid \$400,000 exterior renovation and canopy addition
- Insurance Institute of Highway Safety, Ruckersville VA
- Privately funded, negotiated \$4.6 million new construction office building

Kjellstrom + Lee Construction, Staunton, VA Project Engineer

May 2009 – June 2014

- Communicated daily with state project manager, on site inspector, and end user customers
- Prepared and submitted all proposals, inquiries, and monthly owner billing
- Scheduled Bureau of Capital Outlay Management (BCOM) inspections and prepared final Department of General Services (DGS) submissions

#### **Relevant Projects**

- Virginia School of the Deaf and the Blind Consolidation - Project Engineer
- State Funded \$66 Million, 9 projects (historic renovations and new builds), 4 years, Conducted by the Virginia Department of General Services
- Leadership in Energy and Environmental Design (LEED) certified projects
- Collaboration with final users about specific needs
- Safety Hazard Repair at VSDB – Project Manager
- State Funded \$150k re-work of existing site work, Conducted by the Director of VSDB Maintenance
- R. R. Smith Center – Project Manager
- Donation funded \$150k Civic Project revitalizing an outdoor community area in Downtown Staunton
- Solicited 100% of funds from philanthropists around the nation and local businesses

Balzer and Associates, Verona, VA and Christiansburg, VA Civil Engineering Intern

May 2006 - August 2008

- Developed civil design for commercial and residential projects
- Designed entire projects that included rebuilds, new projects, and modifications for improvement
- Surveyed a variety of properties around the region

#### **Education and Professional Development**

Virginia Polytechnic Institute and State University May 2009

Blacksburg, VA

Bachelor of Science, Building Construction

Minor: Real Estate

Virginia CPSM Certified

Microsoft Office, Project

Procore

Primavera Contract Management

AutoCAD: Land, Water

Viewpoint

Adobe: PageMaker

Autodesk: Revit, Navisworks (BIM)

Google Software Suite

## Aric Olsen

### Project Manager/Superintendent

Mr. Olsen's 35 years of experience in residential, commercial, and civil construction & engineering has proven his leadership in problem solving with an eye buried in the details. In doing so, his ability to always communicate clearly complex engineering concepts, plans, and programs to the construction team as well as non-technical personnel has proven his value time and again. His practice in field operations, underground utilities, security, and supervision of crew training and safety stands out for someone that features a capability across all core engineering disciplines. Aric also features extensive experience in all aspects of the construction process, including sales, project design, value engineering, cost estimating, scheduling, and construction project management. In the field he has focused on numerous trades to become extremely knowledgeable across the board. His focus is always to work with and on the behalf of the owner, either in the Owner's Representative position or as a general contractor, keeping the owner's situation first and foremost.



### Construction Experience

Montgomery Consulting – Superintendent & Project Manager – Charlottesville, VA 2023 – Present

- Woodrow Wilson Rehab Center: Superintendent and Project Manager on multiple projects including major roof replacement project, interior renovation, and other various projects on campus.
- Lake Country Area Agency on Aging, South Hill, VA – Owner's Representative to manage more than 15 construction projects for this agency in South Hill, VA.
- Virginia School for the Deaf & Blind at Staunton – Superintendent on electrical project and other various small renovation projects.

Oak and Stone, LLC - Owner – Charlottesville, VA 2023 to Present

- Continuing experience in sales/customer relations, estimating, permitting, operations, logistics, safety, accounting, administration, training, and governmental affairs.
- Scope of projects limited small residential, custom, remodeling projects.

Dobson Custom Homes – Project Manager - Charlottesville, VA 2022

- Responsible for project management, sub-contractor coordination, safety, and logistical planning/execution for a high-end custom home builder.

Garages Etc. / Concrete Etc. – Project Manager / Sales - Tacoma, WA 2015 to 2021

- Authority of sales & project management, safety coordination, and logistical planning for small construction firm.

Diversified Commercial Construction – Project Manager - Tacoma, WA 2013 to 2015

- Oversaw project management, sub-contractor coordination, safety, and long-range planning for commercial property-management company.
- Managed utility and MEP (Mechanical, Electrical, and Plumbing) installation and maintenance in professional office, retail, and industrial sites.

Kjellstrom and Lee Construction – Field Engineer – Staunton, VA 2010 to 2013

- Leader of quality assessment & control, in-house surveying & lay-out, environmental control measures, sub-contractor coordination, safety and security for 74-acre construction site (Virginia School for the Deaf and Blind).
- Worked collaboratively with design team & project management, and government oversight, including a focused geotechnical/environmental solutions team.

Mid-Eastern Builders – Carpenter, Field Engineer – Fishersville, VA 2008 to 2009

- Facilitated site/plan Auto CAD discrepancies as a field engineer & surveyor for 10-acre wastewater treatment upgrade.
- Coordination of subcontractors and in-house labor force.
- Recorded hydro-geological data and uploaded to in-house database.

Owner/Vice President – Baseline Concrete Corporation – Tacoma, WA 1995 to 2007

- Initiated and operated a Washington State “C” Corporation. Extensive and detailed experience in sales, estimating, permitting, operations, logistics, safety, accounting, administration, training, and governmental affairs.
- Scope of projects included residential, custom, commercial, industrial and government sectors.

## **Education and Professional Development**

Undergraduate Student, University of Phoenix – Phoenix, AZ 2010 to 2013

- Bachelor of Science – Environmental Science & Engineering - September 2013
- Associate of Arts – Business - July 2011
- OSHA 30 class – 2024
- Virginia CPSM class through DGS – 2024

## **Kevin C. Hardin Sr.**

### **Project Manager**



Mr. Hardin is a veteran in the construction industry, having owned his own firm with more than 100 employees, formerly holding Master Electrical and Mechanical licenses, Class A Contractor, and having experience with numerous types of construction projects and with a variety of clients. Most recently, he has been working as the Project Manager with Virginia state agencies, providing management for small and large construction projects. His knowledge, flexibility, and experience make him a great match for most construction projects. He passes all security and background checks for the most secure facilities in Virginia.

### **Qualifications**

- Experienced in all areas of trades, to include all aspects of construction, electric, plumbing, HVAC, fire alarms, general construction and automotive knowledge
- Previously certified Class-A Builder, HVAC, Electrical, Plumbing, NICET III Fire Alarm, Home Inspection licenses
- OSHA 30 Certified, Heavy Machinery Certified
- Competent inspector of residential and commercial buildings
- Top security clearance for operation on military bases, government facilities

### **Project Experience**

- Fort Gregg-Adams, VA – managed over 100 projects in 2 years at this federal military base on a term contract
- Hanover County Schools – installation of two press box facilities at ballfields that included structural, electrical, concrete, and HVAC services
- VA Dept. of Corrections – multiple renovation and new construction projects
- VCU – Bathroom renovation, laboratory renovations
- John Tyler Community College – Nicholas and Byrd Projects – Clerk of the Works and construction inspector
- VDOT – Electrical and mechanical projects in Sandston office
- DJJ – Project Superintendent for interior renovation project
- Private Client – Superintendent for construction of a roof penthouse
- DARS – Project Manager for interior renovation project
- Dept. of Corrections – Interior renovation of chapel building
- Eastern State Hospital – Interior renovation, roofing and mechanical project
- Virginia State Police – multiple projects of bathroom renovations, office renovations, roof repair, plumbing, mechanical and electrical
- Powhatan County – Project Manager for bathroom renovation project
- Inspection and maintenance of as many as 3600 residential units

## **Grant Sutherland Superintendent / Pre-Construction Manager**



Mr. Sutherland is a native of Independence, Virginia and attended Virginia Tech, so he is very familiar with Southwest Virginia including contractors and the construction industry in the area. He represents Montgomery Consulting at pre-bid meetings, works as a superintendent and assistant project manager to assist with projects from start to finish. His attention to detail and ability to work with drawings, CAD and a variety of software makes him very knowledgeable and flexible to work on many projects in varying formats. Grant has worked in the construction and real estate industry most of his life and is accustomed to deal with both commercial and residential projects.

### **Project Experience**

- DARS
  - 15+ Small Projects throughout Southwest Virginia
  - Pre-construction advising and planning with facility directors
  - On-site consulting and coordination with various sub-contractors and local authorities
  - Final Inspections reporting to Stet Officials
- Department of Corrections: Pre-Construction
- Claytor Lake State Park: Pre-Construction
- VMI: Multiple Preconstruction Activities

### **Qualifications**

- Competent inspector of residential and commercial buildings
- Clear Communicator through experience with contractors, owners, architects, and field personnel
- Coordinate and collaborate with clients and other trades for final documents.
- AutoCAD 2015 and MicroStation V8i
- Microsoft Office (e.g., Word, Excel and Project)
- Technical writing
- Expertise in horticulture and landscape architecture

## **Jose Flores**

### **Superintendent/Construction Manager**



Jose has four years of experience with Montgomery Consulting. He is a dedicated professional with 20 years of experience as Construction Project Manager/Site Construction Manager offering years of experience in Power, Water, Wastewater, Private, Municipal, and other industries. He is able to read and interpret manufacturing, assembly, general arrangement drawings and P&ID's. He is a Full-Cycle Project Manager-Construction Manager responsible for implementing and supervising all phases of electrical-mechanical, civil, and commissioning. He utilizes industry-standard software, methods, and techniques to achieve organizational goals. He regularly handles contract negotiations with the prime contractor, sub-contractors and vendors. Jose is a Construction Project Manager with a record of success overseeing all phases of multimillion-dollar construction projects including coordinating equipment installation, commissioning, and supporting operations and training. He is also bilingual (English and Spanish).

### **Montgomery Consulting - Virginia Department of Transportation Projects**

Mr. Flores has worked as a Construction Manager/Clerk of the Works for the Company since 2020 specifically for VDOT. His projects have included:

VDOT Benjamin Harrison Bridge, Generator Building Project, Hopewell, VA - \$4.3 million state project for the replacement of the failing bridge generator which was physically attached to the bridge structure. The new generator and enclosed building was constructed on the south end of the bridge (east side of Rte. 106) and located on VDOT's right-of-way between the roadway and Jordan Point Yacht Marina.

VDOT Benjamin Harrison Bridge, Fender System Replacement, Hopewell, VA - \$7.6 million project to provide all equipment, labor, supervision, materials and traffic control to perform demolition and removal of existing fender system and furnish and install new dolphins and fenders at the Benjamin Harrison Bridge.

VDOT Benjamin Harrison Bridge, Span Lock Replacement, Hopewell, VA - \$2.6 million project to provide all equipment, labor, supervision, materials and traffic control to perform demolition and removal of existing span lock systems and furnish and install new span lock systems on the Benjamin Harrison Bridge.

VDOT Benjamin Harrison Bridge, Aerial Cable Installation, Hopewell, VA - \$4.8 million contract to install new redundant power and communication aerial cables between the North and South towers on both the East and West sides of the Benjamin Harrison Bridge. The cables shall be attached to the previously installed support system, and the Contractor shall remove the existing

cable spacers and install new spacers. The Contractor shall install new cable trays and electrical termination boxes under the machinery room floors and route the new aerial cables from the existing supports outside the towers into the new electrical boxes.

### **MH Consultants / Motorola Solutions Inc.**

Construction Manager on the Richmond Capital Region Public Safety Telecommunications Project managing the erection of cell towers and related structures.

#### **Duties:**

- Works closely with design consultants to prepare, review & evaluate construction documents.
- Studies specifications of plan procedures for construction on basis of starting and completion times and staffing requirements for each phase of construction.
- Construction site inspector.
- Establish project schedules to meet project deadlines.
- Prepares cost estimates that include full range quantity takeoffs, compiles hard bid, design/build, & square foot estimates.
- Procures all required permits and/or licenses to proceed with project.
- Attends weekly conference calls and provides site-by-site tracking spreadsheet to monitor activity.
- Inspects work in progress to ensure that construction conforms to specifications and the adherence to schedules.
- Coordinate surveying of the construction area/site, including site walks with all necessary parties.
- Prepares close out documents upon project completion.

### **Tri-Tech Infrastructure, J&Y Water Division/Milwaukee, Wisconsin**

Project / Construction Site Manager | 09/2014 to 12/2017

Projects: Qatar Petrochemical Company (QAPCO) Multi-Effect Thermal Compressor Desalination System 240 m<sup>3</sup>/hr. (5760 m<sup>3</sup>/day/1,521,631 gal/day

Responsible for all field construction, safety, project schedule, quality, and budgetary expectations. Maintained required drawing approvals and reviews, and verify all documentation are accurately and delivered in a timely manner. Managed on-site activities fulfill labor force requirements, sub-contractors and address any additional outstanding issues with poise and professionalism. Met regularly with the Client Management Team to provide progress reports, discuss project direction, and facilitate communications between clients and the organization.

- Spearheaded project management of a \$20 million Multi-Effect Distillation Thermal Compressor System capable of treating 5760 m<sup>3</sup> of seawater per day (1.5 MM GPD).
- Zero lost time accidents.

**Aqua-Chem Inc. | Knoxville, Tennessee**

Market Account Manager | 2010-2014

Handled the introduction of new technology and equipment into the marketplace. Increased sales promoted customer loyalty by providing suggestions, assistance, and answers to technical and equipment-based questions for a diverse clientele. Supervised and coordinated responsibilities for 8 distributors housed in various locations around the world.

Service Manager | 2006-2009

Responsible for scheduling all staff members on the Service Team and assessed the validity of all warranty claims. Aided the Sales Department in the creating and distributing detailed sales proposals. Corresponded with clients to answer any inquiries and finalize projects upon completion. Communicated with Field Engineers to discuss assignment responsibilities and produce final reports. Monitored and evaluated all service department budgetary decisions for the organization. Directed and assigned responsibilities for 15 Field Service Engineers, 4 Administrative personnel, and 19 direct reports.

Site Construction Manager | 1997-2005

Projects: Two 150 GPM Brine Concentrators with Reverse Osmosis, 40 Stage Flash Desalination Plant, Brine Concentrator, Force Circulation Evaporator with Flash Tank, Zero Discharge Plant

Provided comprehensive reports to clients and upper-level management on a bi-weekly basis. Scheduled and approved all subcontractors, regulated their progress, and processed their payments. Researched and negotiated contracts with all subcontractors hired. Organized the assembly of all QA/QC field constructions and equipment. Address all budgetary controls for turnkey projects worldwide, and arbitrated commissioning and testing decisions for the facility.

**Construction Manager and Field Engineer - Infilco Degremont, Inc. (now Suez) Richmond, VA**

Reported to VP of Production. Responsible for reviewing and analyzing IDI customer contracts, purchase orders and specifications, maintained customer contact relative to performance, and acted as necessary to maintain company commitments and schedules. Provided customers and owners of IDI equipment with on-site technical assistance and instructions in the installation, maintenance and operation of IDI products and processes.

- Supervisor – Henrico Wastewater Treatment Plant | Brinderson Construction | Henrico, Virginia
- Lead Man – Newport News Water Treatment Plant | Brinderson Construction | Newport News, Virginia

## Daryl Randolph Superintendent



Mr. Randolph is from Richmond, VA and has been working in the construction field for five years for several different firms. His experience with Montgomery Consulting has been working as a construction superintendent on projects with VCU and at Fort Gregg-Adams, both of which are part of our term contracts at those facilities. His previous experience is working in a Project Manager role directing and managing construction work at Richmond Redevelopment and Housing Authority. He has also worked for an HVAC company as a field technician at Richmond's Byrd Airport on an HVAC preventive maintenance contract. His breadth of experience and experience managing projects and personnel has made him an excellent superintendent on our projects. He has passed tight security requirements at all facilities including airports, federal military bases, and a state university.

### **Project Experience (2024 – current with Montgomery Consulting)**

- VCU
  - Small to medium size projects with VCU on the company's term contract
  - On-site superintendent on VCU projects involving renovation in a laboratory
  - Daily reports and final inspections for state and federal projects
- Hanover County term contract pre-construction services
- Fort Gregg-Adams
  - Pre-construction services related to cost estimating and bidding
  - Site superintendent for a variety of construction projects

### **Southeast Airport Services - 2022-2024**

- HVAC Preventive maintenance services at Richmond Byrd Airport
- HVAC technician on repairs and upgrades to HVAC equipment at airport

### **Housing to Home - 2022-2024**

- Project Manager for construction at Richmond Redevelopment & Housing Authority
- Primary contact for company to communicate with RRHA residents
- Managed construction services and personnel on contracts at RRHA

### **CAC Bookkeeping and Accounting Services – 2019-2022**

- Bookkeeping and accounting for construction companies

### **Qualifications**

- Shaw University 2016-2019
- HUD - URA Certification
- HUD – Residential Relocation Certification

## Plan for Providing Services - Question 6b

We understand the services under this contract will vary depending on the project and situation. We are comfortable doing a small \$500 project or a \$2 million renovation. We have experience managing a variety of services and have a team of professionals available to do the work. Our network of subcontractors is constantly being refined and increased, and we typically use most of the same subcontractors repeatedly to develop an excellent working relationship with them. We will try to use subcontractors familiar with you and your facilities to minimize the learning curve. Our subcontractors are close and we have cell phone numbers of the top management so we can call them for immediate needs on projects, repairs, bids, contracts, etc.

**Management Team** – For this contract Chris Montgomery will be the Contract Manager responsible for managing contract assignments, assigning manpower, personnel issues, financial management, operational management, and administrative functions for the company. Mr. Montgomery has 30 years of extensive experience managing operations, contracts and working with government facilities, is the sole owner of Montgomery Consulting and thus has the authority to devote the necessary resources to get the project done whenever and wherever it is needed. This type of contract has been the bread and butter of this company for the last 25 years.

**Strategy** - Our strategy is to have one Project Manager, Leland McCray (located in Staunton), close and available to respond immediately, within 48 hours, to requests to price and manage projects. Proposals will then come within 5 days. Leland has experience managing state term contracts with multiple projects and will personally look at every project to put together an estimate and game plan for execution, coordinating with required subcontractors who will also look at every project they are bidding on. Aric Olson is also local and will also serve as Project Manager if needed, and work as the primary superintendent for most projects. Mr. Olson's 35 years in construction and experience on state projects will provide the expertise and experience needed on site. Both Leland and Aric have also passed the Virginia CPSM certification so we understand the administrative requirements of projects and contracts. Others available for work on projects that are nearby include Grant Sutherland, Daryl Randolph and Kevin Hardin as superintendents.

Leland will manage the execution, schedule, subcontractors, and administrative duties necessary for completion, so the client will deal with the same person from our team from start to finish to maintain that important continuity. We have the experience of managing term contracts, we have a great network of local subcontractors, and the management team locally to provide excellent service. Our comfort zone is the small to medium-sized projects, a perfect match for this contract. We have provided similar services to numerous other state agencies in the area and across the state, and are set up well to do the same for VMI. We are absolutely committed to provide resources, personnel, and investment for this project. We are offering comparable prices, terms, warranties, and benefits that we would to other state agencies and universities.

## Proposed Subcontractors on Team – Question 6b) c.

All subcontractors must have properly licensed and certified employees for each specific trade, be fully licensed and insured to meet all requirements of contract. [Our first choice will be SWAM subcontractors who we assist in gaining their certification along the way and are shown in BLUE.](#)

### Electrical –

- Dean Brothers Electric, Harrisonburg
- [Design Electric, Charlottesville](#)
- [Mid-Valley Electric, Harrisonburg](#)
- Pride Electric, Staunton
- Yoho Electric, Staunton

### Mechanical and Plumbing –

- [Blauch Brothers, Harrisonburg](#)
- [Airflow Systems, Charlottesville](#)
- Moore’s Electric & Mechanical, Charlottesville
- Riddleberger Brothers, Mt. Crawford
- Waco, Mt. Crawford
- [Miller Mechanical, Richmond](#)
- A&D Plumbing, Broadway

### Masonry and Concrete –

- [Kahnco, Staunton](#)
- [M3 Masonry, Charlottesville](#)
- Davis Masonry, Waynesboro
- Superior Concrete, Harrisonburg
- Fink Masonry, Broadway

### Demolition –

- [Semco, Staunton](#)
- Waco, Mt. Crawford

### Environmental –

- Waco, Mt. Crawford
- Meridian Environmental, Richmond
- EI Group, Richmond

### Flooring –

- [Blacks Flooring, Harrisonburg](#)
- [Specified Tile & Flooring, Richmond](#)
- L&M Carpet One, Richmond

### Roofing and Gutters –

- [Don Largent Roofing, Harrisonburg](#)
- [Skyline Roofing, Harrisonburg](#)
- Valley Roofing, Harrisonburg

### Painting –

- [Blue Ridge Classic Painting, Verona](#)
- Vertex Painting, Charlottesville
- Commonwealth Epoxy, Newport

### Powerwashing and Waterproofing

- Envirowash, Virginia
- [Dominion Waterproofing, Richmond](#)

### Carpentry and Interior Finish

- A&D Applicators, Broadway
- [First Choice Contractor Services, Elkton](#)
- [McDaniel Contracting Services, Elkton](#)

### Elevators –

- Priority Elevator
- Otis Elevator

### Steel –

- [Dean Steel Erection, Harrisonburg](#)
- Silver Lake Welding, Dayton

### Signage & Glazing –

- [Eddie Edwards Signage, Mt. Crawford](#)
- [Glass & Metals, Harrisonburg](#)
- [Dodson Glass & Mirror, Charlottesville](#)

### Sitework –

- [Partners Excavating, Harrisonburg](#)
- [Momentum Earthworks, Harrisonburg](#)

## References – Question 6d

The following references have worked with Montgomery Consulting over the years.

**Mark Snodgrass, WWRC Facilities and Construction Manager**

**WWRC in Fishersville, VA**

**540-332-8924**

[mark.snodgrass@wwrc.virginia.gov](mailto:mark.snodgrass@wwrc.virginia.gov)

Montgomery Consulting has worked at WWRC for more than five consecutive years to provide general construction services, construction project management, and clerk of the works services on numerous construction projects. Projects have included complete renovation of the activities facility and swimming pool, classrooms, offices, and many others.



**Erich Roscher, P.E.**

**Director of Facilities and Engineering**

**Virginia School for the Deaf and the Blind in Staunton, VA**

**540-315-0055**

[erich.roscher@vsdbs.virginia.gov](mailto:erich.roscher@vsdbs.virginia.gov)

Montgomery Consulting completed an electrical project in 2024 and several other small construction projects over the last year.



**Ms. Tishaun Harris-Ugworji, M. Ed., CA**

**Auxiliary Grant Program Manager**

**VA Dept. of Aging and Rehabilitative Services**

**804-662-7531**

[tishaun.harrisugworji@dars.virginia.gov](mailto:tishaun.harrisugworji@dars.virginia.gov)

Montgomery Consulting has been managing a \$3.5 million construction grant for DARS at 150 different facilities across Virginia for the last 3 years.



**Charles "Chip" England, Hanover County Director of General Services**

**Hanover County, VA**

**804-365-6503**

[cbengland@hanovercounty.gov](mailto:cbengland@hanovercounty.gov)

We have had two term contract for GC services with Hanover County in the last 5 years, performing services on 30+ projects in that time. Projects included installing Lexan glass at public facilities, interior renovations, flooring, carpentry and woodwork, sports press box installation.



**Daniel Banker, Project Coordinator for Skookum**

**Managing Construction Projects at Fort Gregg-Adams, VA**

**804-510-9852**

[daniel.banker@skookum.org](mailto:daniel.banker@skookum.org)

Montgomery Consulting has worked at Fort Gregg-Adams on numerous projects with Mr. Banker over the last two years as part of a term contract.

## **Financial Stability – Question 6e**

Montgomery Consulting is owned 100% by Chris Montgomery. The company is more than 20 years old and has been financially stable for many years now. The most recent financial statements are shown in the attached pages. Chris Montgomery has a net worth of over \$5 Million and backs the company up financially.

## **Geographic Location – Question 6f**

Montgomery Consulting operates two offices in Virginia. Our main office is at 1618 Westcastle Drive, Richmond, VA. Our other office is 72 Rolling Green Drive, Staunton, VA. This Staunton location is where Leland McCray is based and is less than 30 minutes from VMI. Leland will be the Project Manager to manage this contract and projects from it.