

**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: November 21, 2024

Tech Painting Company, Inc., dba School Facility Services

By:  contractors license # 2705137662

5150 Eisenhower Avenue

(Signature In Ink)  
Name: Dennis Giuliani

Alexandria, VA Zip Code: 22304

(Please Print)  
Title: Vice-President Sales

EVA Vendor ID or DUNS number DUNS 189565518

Phone: ( 703 ) 684-7702

E-mail: dgiuliani@schoolfacilityservices.com

Fax: ( 703 ) 684-9702

**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.**

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## Section VIII. 6a Subparagraph b. Qualifications and Experience

**Describe the offeror's general experience in providing VMI (the Institute) construction of the nature the Institute seeks.**

Tech Painting Company (TPC) is proud to offer the Institute specialized services through our School Facility Services division, dedicated to catering to the unique painting and construction needs of schools and universities. We understand the specific requirements of educational environments, and our goal is to provide effective solutions that enhance learning spaces.

Our comprehensive project capabilities allow us to tackle a wide range of construction tasks tailored for educational institutions. From classroom renovations and dormitory upgrades to athletic facility improvements, we manage projects from start to finish with a focus on delivering quality outcomes on time. Our expertise extends beyond painting, encompassing advanced interior and exterior services such as drywall installation and repair, carpentry, and structural modifications. Every aspect of our work is performed with meticulous attention to detail, ensuring both functionality and aesthetics are prioritized.

We excel in managing phased construction projects, which is particularly essential when working within active school environments. Our strategic scheduling around school breaks and holidays minimizes disruptions, allowing educational activities to proceed smoothly while our work is completed efficiently.

As a licensed Class A contractor in Virginia, with Small, Women-owned, and Minority-owned (SWaM) certification, we prioritize safety and regulatory compliance in every project. Our rigorous quality control measures ensure that all construction meets the necessary standards, providing our clients with peace of mind.

Collaboration is at the heart of our approach. We work closely with school administrators to understand their specific needs and goals, developing customized plans that align with the school's vision while remaining mindful of budgetary constraints. Our proven track record includes successful partnerships with various school systems such as Alexandria, Fairfax County, and major universities like Virginia Tech, George Mason, and Northern Virginia Community College, showcasing our ability to deliver reliable, high-quality results.

With our School Facility Services division, Tech Painting Company is uniquely positioned to provide comprehensive construction solutions tailored specifically for educational institutions. We are committed to creating optimal learning environments that meet the needs of students and educators alike.



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: Alexandria City Public Schools

ADDRESS: 1340 Braddock Place, Alexandria, VA 22314

CONTACT PERSON/PHONE#: [REDACTED]

APPROXIMATE DOLLAR VOLUME PER YEAR: [REDACTED]

PROJECTS/DATES/DESCRIPTION: Tearing down old structures, installing new ceilings and adding accoustical

baffles to improve sound quality. These updates created a better space for students and staff to learn and work together

Dates: June 2023 - August 2023

CLIENT: Fauquier County Public Schools

ADDRESS: 124 Manor Court, Suite 5, Warrenton, VA 20816

CONTACT PERSON/PHONE#: [REDACTED]

APPROXIMATE DOLLAR VOLUME PER YEAR: [REDACTED]

PROJECTS/DATES/DESCRIPTION: Installed security doors at multiple Fauquier County Public Schools

to improve safety and access control for students and staff. Dates: August 2023 - March 2024

CLIENT: Northern Virginia Community College

ADDRESS: 8333 Little River Turnpike, Annandale, VA 22003

CONTACT PERSON/PHONE#: [REDACTED]

APPROXIMATE DOLLAR VOLUME PER YEAR: [REDACTED]

PROJECTS/DATES/DESCRIPTION: successfully renovated multiple campus facilities with projects that included modernizing

bathrooms, upgrading teacher lounges, and constructing custom mailbox walls. Dates: January 2024 - present

Please use a separate sheet of paper for additional references.

## Section VIII. 6b subparagraph a. Methodology

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

Our construction approach for VMI focuses on efficient project management, safety, and quality craftsmanship. Below is a concise plan outlining our methodology:

### 1. Project Mobilization and Planning

- Kickoff Meeting: We will begin with a meeting with VMI to confirm project goals, timelines, and communication protocols.
- Site Assessment: A thorough site inspection will identify access points and potential challenges, guiding logistics and planning.
- Subcontractor Coordination: Prequalified subcontractors will undergo orientation to align with VMI's expectations.

### 2. Access Management and Equipment Utilization

- Site Access Control: Controlled access points will be implemented to ensure security and minimize campus disruptions.
- Equipment Management: Mobile scaffolding and platform ladders will be stored in TPC trucks, with additional storage managed onsite through VMI. Scissor lifts and boom lifts will be procured with pre-approved delivery locations. ¾" plywood ground protection mats will be used to protect the grounds.

### 3. Construction Execution and Quality Control

- Project Scheduling: A detailed schedule will track milestones, material deliveries, and crew assignments.
- On-Site Supervision: A dedicated superintendent will oversee work daily.
- Quality Assurance: Inspections will be conducted at key stages to ensure compliance with specifications.

### 4. Safety and Compliance

- Safety Protocols: Site specific safety plans, mandatory PPE, and regular safety meetings will be implemented.
- Regulatory Compliance: We will adhere to all local, state, and VMI's internal policies, including environmental protections.

### 5. Communication and Reporting

- Progress Reports: Weekly updates on milestones, budget status, and challenges will be shared with VMI.
- Coordination Meetings: Regular meetings with VMI stakeholders to review progress and ensure alignment.

### 6. Post-construction and Closeout

- Final Inspections: A joint inspection with VMI will address the punch list items.
- Site Cleanup: The site will be restored to its original condition.
- Project Handover: A complete closeout package, including as built drawings and maintenance manuals, will be provided to VMI.

This structured plan ensures that construction services for VMI are delivered with precision, safety, and a commitment to high standards.

## Section VIII. Number 6b. subparagraph b. Resources and Personnel

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

Our commitment to the Institute involves the provision of comprehensive resources, experienced personnel, and significant investment to ensure the success of the project. Here's how we plan to deliver on that commitment:

### 1. Personnel and Expertise

**Dennis Giuliani**, a seasoned leader with extensive experience in school facilities, will be dedicated to overseeing and supporting our team. His role as a consultant ensures that any facility related challenges are swiftly resolved.

**Greg Smith, our Superintendent**, will act as the main point of contact, facilitating effective communication between the Institute and the various construction trades involved. His 35+ years of project management expertise ensure that projects are completed on schedule and within budget.

**Ed Ndandula and Miguel Alvarez** bring specialized skills in residential painting, restoration, and efficiency management. Their extensive experience and certification in lead safe practices will be crucial for maintaining high quality standards.

**Mary Fowler and Collin Robertson** will manage business operations and human resources, ensuring safety compliance, risk management, and proper staffing throughout the project.

### 2. Resource Allocation

Our company will deploy the necessary resources to support your project, leveraging our fleet of 46 vehicles and over 100 skilled employees. This will enable us to maintain flexibility and responsiveness to the Institute's needs.

Our 14,000+ square feet of warehouse space will be utilized to store materials and equipment, ensuring a steady supply chain and minimizing potential project delays.

Additionally, we collaborate with a network of highly qualified subcontractors and suppliers who are experts in their respective trades. This approach ensures that we bring the best talent and resources to your project, enhancing efficiency, precision, and overall quality. By combining our internal resources with trusted subcontractor partnerships, we are prepared to exceed the Institute's expectations and deliver superior construction results.

### 3. Financial and Investment Commitment

Our Finance Office will handle all billing, payroll, and contract management to ensure transparent financial transactions and budget adherence.

By allocating significant financial resources towards staff training, safety protocols, and project efficiency, we demonstrate our long term commitment to delivering value to the Institute.

### 4. Continuous Support and Collaboration

Our team is committed to maintaining open lines of communication with the Institute throughout the project. We will adapt to your needs, ensuring a collaborative approach that aligns with your expectations.

With a focus on safety, efficiency, and quality, we are fully invested in achieving the Institute's goals while upholding the highest standards of construction management.

By leveraging our experienced personnel, extensive resources, and dedicated support staff, we are committed to delivering a successful project that meets the Institute's requirements in a timely and cost effective manner.

## Section VIII. Number 6b. subparagraph c. List of Subcontractors

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

Some of our subcontractors, if awarded the contract, would include:

- IQ Electric for all electrical services
- Master Repair Plumbing and American GlassWorx, Inc. for plumbing and glass solutions
- Chavez Drywall and Framing for drywall installation and framing

Each of these subcontractors has over 30 years of experience in their respective fields, bringing a wealth of specialized knowledge to the project. All of our subcontractors are thoroughly vetted, fully licensed, and insured to ensure the highest standards of quality, safety, and compliance.

These trusted partners have a proven track record of excellence, allowing us to confidently deliver the project to the Institute's exacting standards.

## Section VIII. 6b. subparagraph d. Prices, Terms, and Warranties

Provide representation that the 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.

We can confidently represent that the prices, terms, warranties, and benefits specified in this proposal are comparable to or better than those we offer to any of our current clients.

To meet the specific needs of the Institute, we are offering flexible pricing models, including:

- 1. Time and Material:** Charges based on the actual time spent and materials used, which is ideal for projects with evolving scope or unpredictable requirements, ensuring that the Institute only pays for what is necessary.
- 2. Hourly Rate:** A competitive hourly rate option for more structured projects, providing predictability and control over project costs.
- 3. Man Day Pricing:** A fixed-rate pricing model based on the number of workers required for a full workday, ideal for projects with defined timelines and scope. This model provides clear and upfront pricing for planned work.

Additionally, we offer warranties on all our services, ensuring that the Institute receives the same level of protection and peace of mind that we provide to all of our current customers. We are committed to delivering high-quality work with exceptional service, and our flexible pricing options and warranties ensure that the Institute will receive the best value and protection available.

In all cases, our goal is to offer the most competitive terms while maintaining the highest standards of quality, safety, and customer satisfaction.

## Section VIII. 6b. subparagraph e. Bond Information

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

We are fully prepared to provide Commonwealth of Virginia Standard Performance and Labor and Material Payment Bonds upon request for any project.

Our company is licensed, bonded, and insured, and we have a strong history of successfully issuing performance, payment, and bid bonds for a variety of projects. This experience reflects our commitment to meeting all financial and legal obligations, ensuring the security of all parties involved.

We understand the importance of these bonds in guaranteeing project completion and protection against potential risks. If requested, we will promptly supply the required bonds to support the successful execution of the work for the Institute.

## Section VIII. 6b. subparagraph f. Location

Provide information regarding the locations of company offices relative to this proposal:

Tech Painting Company, Inc., dba School Facility Services, operates three office locations that are well positioned to support this proposal and any work for the Institute. Our office locations are:

- Alexandria, VA: 5150 Eisenhower Avenue, Alexandria, VA
- Richmond, VA: 3104 West Leigh Street, Richmond, VA
- Durham, NC: 506 Ramseur Street, Durham, NC

These offices are strategically located to provide effective and timely support to any Institute project. Our Alexandria, VA office is approximately two hours from the Institute's location at 319 Letcher Avenue, Lexington, VA, allowing us to respond quickly to any project needs or onsite requirements. Additionally, our Richmond office is just over an hour away from the Institute, further ensuring our ability to provide efficient service.

All offices are fully equipped to manage the logistics, resources, and personnel necessary to complete projects efficiently. Regardless of the office location, we are committed to delivering top tier services to the Institute.

## 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: Tech Painting Company, Inc., dba School Facility Services

ADDRESS: 5150 Eisenhower Avenue

CITY/STATE: Alexandria, VA 22304

TELEPHONE NUMBER: 703-684-7702

FEDERAL ID NUMBER(FIN): 52-1804014

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:

 \_\_\_\_\_ DATE November 21, 2024

SIGNATURE OF OFFEROR

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) eVA Website.

## 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: Tech Painting Company Inc., dba School Facility Services

Preparer Name: Dennis Giuliani Date: November 21, 2024

## 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  
 Small and Women-owned Business  
 Small and Minority-owned Business

Certification number: SWaM 688107 Certification Date: June 09, 2020

Expiration Date: 06/09/2025

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.



## ADDENDUM 1 V211-24-030-1

314 Smith Hall                      Lexington, VA 24450  
Phone: 540-464-7323              Fax: 540-464-7682

**Project:**      ***On-Demand Construction Project Values \$50k-\$500k***

**Date/Time:**   *4 November 2024*

**To: Prospective Offerors**

This Addendum forms a part of the Contract Documents and modifies, corrects or supplements the original Bidding Documents dated. Acknowledge receipt of this Addendum in the space provided on the Bid Form. Failure to do so may subject Bidder to disqualification.

***Response to understanding of requirements questions:***

- *“Is it a requirement to have journeyman licenses for every trade or would documented experience suffice?”* – Minimally, the person responsible for the work needs to have a Journeyman’s or above. We recognize that some contractors may bring apprentices on to a job to support, gain experience, etc. However, the person who is essentially doing the work must hold a Journeyman’s or Master’s. We also recognize that some jobs may still require a Master’s card, depending on the work required.
- *“Specifically, we are inquiring about carpentry as the DPOR application does not list carpentry as an option in Virginia.”* – True. Documented experience would be acceptable for the Carpenter’s Trade.
- *“Also, would the GC be required to have a license in an area where a subcontractor would be utilized and satisfy the license requirement?”* – GC’s need to have an A or B GC license. The person who is doing the work, as stated above, need to have a Journeyman’s or better, with the exception of Carpentry.

Submitted by:

Shana O’Quinn  
Procurement Officer  
540-464-7372  
[oquinnsp@vmi.edu](mailto:oquinnsp@vmi.edu)