

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 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 oquinnsp@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:

Wall Construction LLC

161 Dillard Road

Madison Heights, VA 24572

Zip Code:

Date:

By:

(Signature In Ink)

Name: David Wall

(Please Print)

Title: Owner

EVA Vendor ID or DUNS number 603767216

Phone: (434) 929-0366

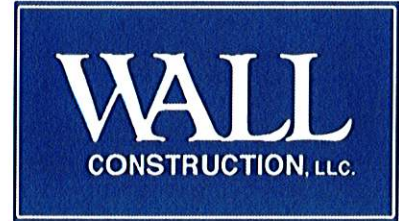
E-mail: David@wallconstruction.biz

Fax: (434) 929-0367

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.

November 21, 2024

Virginia Military Institute
Procurement Services
330 Parade Avenue
Smith Hall, Room 314
Lexington, Virginia 24450
Attn: Shana O'Quinn



Via Email: OQuinnsp@vmi.edu

VMI -RFP
On-Demand Construction, Renovation and Repair Services
VASCUPP – Project # V211-24-030-1
Project Values \$50K - \$500K

Ms. O'Quinn,

Wall Construction, LLC, is pleased to submit our Qualifications for On-Demand Construction, Renovation and Repair Services to Virginia Military Institute.

I founded Wall Construction, LLC in 2005 to provide a higher quality building for its customers by focusing on environmental, energy-efficient, and long-lasting material usage in our commercial and residential building design and construction process. We continue to grow and serve Central Virginia.

Wall Construction provides a variety of services including pre- construction services in conjunction with architects and engineers, general contracting, construction management at-risk services, and design services. We also are proud of our experience with sustainability and net zero building techniques.

The thing I am most proud of is Wall Construction's biggest asset: our people. Wall Construction has a diverse, well-rounded group of technically savvy team members that not only understand what needs to be done in the construction field, but are great people that value our relationships with customers, Architects / Engineers and our subcontractors.

434.929.0366
www.WallConstruction.biz
161 Dillard Road
Madison Heights, VA
24572

Our primary focus is on the commercial sector of the construction industry (with projects ranging from \$50,000 to \$15 million in scope). We have both active Safety Programs and Quality Control Programs on all of our projects. We utilize Autodesk Build project management software for project documentation. We have experienced staff that provide proven skilled construction management specializing in:

- Site grading
- Concrete – All types of concrete from foundations to exterior stamped concrete
- Masonry
- Framing (Wood and Metal Stud)
- Structural Steel with Miscellaneous Metals
- Exterior siding and finishes
- Door, window and hardware installation
- General interior flooring and finishes
- Electrical installation (certified master electrician)
- Solar installations (our solar division)

We have project experience with:

- Foundation shoring
- Abatement services
- Waterproofing services

We stand by our work at Wall Construction. We encourage you to call our references and hear for yourselves about the quality we strive for, not only in the final product but also throughout the process.

Wall Construction, LLC



David Wall, Owner

UNDERSTANDING OF REQUIREMENTS

OFFEROR: Wall Construction LLCRFP#: RFP #V211-24-030-1Date: 11/21/24The following question concerns specifications, Section (number) None

Paragraph _____, page _____

In receipt of Addendum #1 (11/4/24)

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

Questions Submitted by:

David R Wall

NAME

Wall Construction, LLC

ORGANIZATION

434-238-4332

PHONE

david@wallconstruction.biz

EMAIL

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



ADDENDUM 1 V211-24-030-1

314 Smith Hall
Phone: 540-464-7323

Lexington, VA 24450
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.

Acknowledged by: Dan R. Wolf, Wolf Construction, Inc

Submitted by:

Shana O'Quinn
Procurement Officer
540-464-7372
oquinns@vmi.edu

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: Wall Construction LLC

ADDRESS: 161 Dillard Road

CITY/STATE: Madison Heights, Virginia 24572

TELEPHONE NUMBER: (434) 929-0366

FEDERAL ID NUMBER(FIN): 20-3442382

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 VIRGINIA MILITARY INSTITUTE:

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:

 11/21/24
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) _____

CONTRACTOR DATA SHEET

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
4 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
Renovations to John Early Apartments 718 Blue Ridge Ave., Bedford VA 24523 Owner: Virginia United Methodist Housing Owner's Representative: Michael Kadilak (571) 238-0224	14 Months	\$5,685,311.00
Virginia Innovation Center 245 W. 21 st St., Buena Vista, VA 24416 Owner: The Advancement Foundation Virginia Innovation Accelerator Owner's Representative:	8 Months	\$1,593,000.00
VMI Cocke Hall & /Garden Remediation 501 Letcher Ave., Lexington, VA 24450 Owner: Virginia Military Institute Owner's Representative: Evan Simmons (540) 460-2416	4 Months	\$ 719,050.00
VA Dept. of Health – Nelson County @ The Nelson Heritage Center 1653 Thomas Nelson Hwy., Arrington, VA 22922 Owner: Millennium Group Community Facility Owner's Representative: Johnette Burdette (434)-263-8366	8 Months	\$ 982,220.00

RECENTLY COMPLETED

Lynchburg Regional Airport Restroom Modernization Project 350 Terminal Drive, Lynchburg, VA 24502 Owner: City of Lynchburg Owner's Representative: Cedric Simon (434)-426-6580	12 Months Completed 8/2024	\$2,786,566.00
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LOST ACCOUNTS:

Account Name, Address & Phone #	Length of Service	\$Volume/Year
NONE – Wall Construction has never not completed a contract		

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: City of Lynchburg

ADDRESS: 350 Terminal Drive, Lynchburg, VA 24502

CONTACT: Cedric Simon, Lynchburg Regional Airport Director

PERSON/PHONE#: **Cedric Simon**(434)-426-6580 Cedric.Simon@lynchburgva.gov

APPROXIMATE DOLLAR VOLUME PER YEAR: \$2, 786,566

PROJECTS/DATES/DESCRIPTION: **Lynchburg Regional Airport Restroom Modernization Project**

(8/28/23-8/23/24) The Scope of Work includes modernization of 3 sets of men's and women's restrooms (1 landside and 2 airside). This includes the replacement of walls, floor finishes, replacement of plumbing fixtures, toilet accessories, counters, and partitions, and replacement of the ceiling including lighting improvements. Modifications and improvements to existing electrical, mechanical, and plumbing to support new plumbing fixtures, toilet accessories, and lighting design improvements.

CLIENT: Virginia United Methodist Housing

ADDRESS: 718 Blue Ridge Ave., Bedford VA 24523

CONTACT PERSON/PHONE#:

Owner's Rep: **Mike Kadilak**.....(571) 238-0224 kaddy29@comcast.net

Architect: **Brooke Dooley, AIA**.....540-239-7109 bdooley@hughesae.com

VA Housing **John Ferrell**.....804-750-3725 john.ferrell@virginiahousing.com

APPROXIMATE DOLLAR VOLUME PER YEAR: \$5,685,311

PROJECTS/DATES/DESCRIPTION: **Renovations to John Early Apartments**

(Dec 202 -Feb 3,2024) The project consists of a renovation of 78 apartments units spread over 8 buildings and a community building. HUD financed with Davis Bacon certified payroll requirements. Scope includes abatement, site work: stormwater, paving and landscaping; interior renovations including new HVAC, bathroom upgrades, new kitchen appliances, LVP flooring and finishes.

Please use a separate sheet of paper for additional references.

Wall Construction LLC

CLIENT: City of Petersburg

ADDRESS: 400 Farmer Street, Petersburg, VA 23803

CONTACT: Stephanie Kalantarians, AIA

PERSON/PHONE#:

Architect: **Stephanie Kalantarians, AIA** ..757-784-5119 SKalantarians@GuernseyTingle.com

APPROXIMATE DOLLAR VOLUME PER YEAR: \$ 855,555

PROJECTS/DATES/DESCRIPTION: **Petersburg Social Services Building Exterior Repairs**

(11/16/23 – 3/19/24) The project consisted of alterations to the existing exterior building elements including, waterproofing exterior masonry, patching and painting metal roof, replacing gutters, replacing glass unit masonry, replacing window glazing and trim and miscellaneous repairs to storm and sidewalks.

CLIENT: Bon Secours Health System, Inc.

ADDRESS: 1402 Stapleton Rd, Gladstone, VA 24553

CONTACT: PERSON/PHONE#:

Owner's Rep: **Rob Bellow**(410) 442-3210, Robert_bellow@bshsi.org

APPROXIMATE DOLLAR VOLUME PER YEAR: \$ 1,573,877.50

PROJECTS/DATES/DESCRIPTION:

Townley IV Farms Guest Quarters and Townley IV Farms Bishops Quarters

(8/1/2017-8-1/2018) The Bon Secours rural retreat – construction included new ten-unit bed and breakfast with lobby breakfast dining area is nestled in the 1,500-acre working farm. The project involved geo-thermal heating, backup generator, a small sprinkler specific pump, and high-end finishes.

CLIENT: City of Roanoke

ADDRESS: 315 Church Avenue, SW #2, Roanoke, VA 24016

CONTACT PERSON/PHONE#:

Owner's Rep: **Terry Kemp**(540) 853-2735 terry.kemp@roanokeva.gov

APPROXIMATE DOLLAR VOLUME PER YEAR: \$ 2,017,172

PROJECTS/DATES/DESCRIPTION:

ROANOKE JUVENILE AND DOMESTIC RELATIONS COURT AND SHERIFF SECURITY STATION RENOVATION

(8/26/2021 - 3/15/2023) The project consisted of a multi-phased renovation to the juvenile division of the Oliver Hill Courthouse including the clerk of court's offices, public waiting area, and the main courthouse entrance and lobby . Scope includes abatement, interior renovations including new HVAC ducting and controls, office upgrades, and entry security station with ballistic security. Courthouse remained in operation throughout construction.

Wall Construction LLC

CLIENT: City of Roanoke

ADDRESS: 710 Williamson Road NE, Roanoke, VA 24016

CONTACT PERSON/PHONE#:

Director of Maintenance.....Tyler Johnson (603) 486-3040 tyler.johnson@roanokeva.gov

APPROXIMATE DOLLAR VOLUME PER YEAR: \$1, 529,345

PROJECTS/DATES/DESCRIPTION: **BERGLUND CENTER 4TH FLOOR BANQUET HALL**

RENOVATIONS

(9/19/22 – 8/2/23) Renovation of a 5,700 sf office shell into a banquet hall (290 seat) complete with new bathrooms, warming kitchen, and hostess and bar areas. All new mechanical, electrical and plumbing installed.

CLIENT: Virginia Military Institute

ADDRESS: 501 Letcher Ave., Lexington, VA 24450

CONTACT PERSON/PHONE#:

Construction Administrator.....**Evan Simmons** 540-460-2416 simmonsej@vmi.edu

APPROXIMATE DOLLAR VOLUME PER YEAR: \$ 719,050

PROJECTS/DATES/DESCRIPTION: **VMI Cocke Hall Renovation & Garden Remediation – Phase 1**

(5/29/24 – 10//31/24) Exterior renovation of historic 1926 building on VMI campus scope of work included waterproofing of exterior precast with Alchemco Techcrete 2500 waterproofing system and repairs to existing roof and parapet.

Small Business Certification

Definitions

Small Business: "Small business " means an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Note: This shall not exclude SBSD-certified women- and minority-owned businesses when they have received SBSD small business certification.


Women-Owned Business: Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

Minority-Owned Business: Minority-owned business means a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

All small businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) by the due date of the solicitation to participate in the SWaM program. Certification applications are available online at www.sbsd.virginia.gov.

Offeror Name: Wall Construction LLC

Preparer Name: David Wall, Owner


Date: 11/21/24

Instructions

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

Section A

CERTIFICATION TYPE (check only one below):

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

DPOR Registrations: # 2705-101372 Class A

Certification number: 676012 Certification Date: 7/26/2023

Expiration Date: 7/26/2028

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.

SMALL BUSINESS ADMINISTRATION						
SCHEDULE OF WORK IN PROCESS (ALL WORK-BONDED & UNBONDED-IF COST PLUS PLEASE INDICATE)						
BUSINESS NAME AND BUSINESS TRADE NAME			TAX ID OR SS NUMBER		DATE	
Wall Construction, LLC			20-3442382		AS OF 09/30/2024	
JOB DESCRIPTION	STARTING DATE	COMPLETION DATE	BONDED YES / NO	CONTRACT PRICE (Including Approved Change Orders)	Total Billed to Date Including Retainages (Explain Any Dispute Items)	Total Revised Estimated Cost To Complete
Signature <i>[Signature]</i>			Title <i>President</i>			
PLEASE NOTE: The estimated burden for completing this form is 20 minutes per response. You are not required to respond to any collection of information unless it displays a currently valid OMB approval number. Comments on the burden should be sent to: Chief, Administrative Information Branch, Room 5000, U.S. Small Business Administration, 409 3 rd St., SW, Washington, DC 20416; and Desk Officer for the Small Business Administration, Office of Management and Budget, New Executive Office Building, Room 10202 Washington, DC 20503.						

12:19 PM

10/15/24

Accrual Basis

Wall Construction, LLC

Balance Sheet

As of September 30, 2024

Sep 30, 24

ASSETS

Current Assets

Checking/Savings

1100 ·
1102 ·
1110 ·
1112 ·
1114 ·
1140 ·

Total Checking/Savings

Accounts Receivable

1210 · Accounts Receivable

Total Accounts Receivable

Other Current Assets

1180 · Refundable Income Tax
1320 · Retentions Receivable
1321 ·
1322 ·
1360 · Prepaid Insurance
1370 · UnderBillings
2120 · Payroll Asset

Total Other Current Assets

Total Current Assets

Fixed Assets

1550- Furniture
1510 · Automobiles & Trucks
1520 · Computer, Office Equip/Furnitur
1530 · Machinery & Equipment
1540 · Accumulated Depreciation

Total Fixed Assets

Other Assets

1900 · Right to use asset

Total Other Assets

TOTAL ASSETS

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2010 · Accounts Payable

Total Accounts Payable

Credit Cards

2055 · Chase Visa

Total Credit Cards

Other Current Liabilities

2100 · Payroll Liabilities
2150 · Accrued Payroll
2300 · OverBillings
2301 · Accrued Loss Provision/Liabltly

Total Other Current Liabilities

Total Current Liabilities

Wall Construction, LLC
Balance Sheet
As of September 30, 2024

Sep 30, 24

Long Term Liabilities

2071 ·
2420 ·
2464 ·
2466 ·
2467 ·
2468 ·
2469 ·
2470 ·
2471 ·
2472 ·
2473 ·
2474 ·
2475 ·
2476 ·
2477 ·
2478 ·
2650 ·

Total Long Term Liabilities

Total Liabilities

Equity

3000 · Opening Bal Equity
3100 · Owner's Capital
3130 · Draws

Total 3100 · Owner's Capital

3910 · Retained Earnings
3920 · Paid-in Capital
Net Income

Total Equity

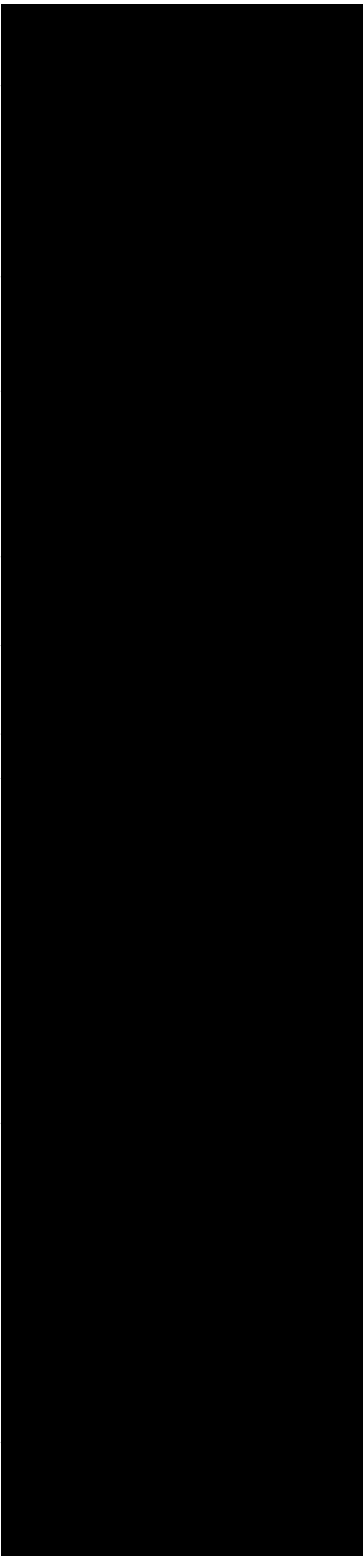
TOTAL LIABILITIES & EQUITY

12:18 PM
10/15/24
Accrual Basis

Wall Construction, LLC
Profit & Loss
January through September 2024

Jan - Sep 24

Ordinary Income/Expense
Income
4110 · Construction Income
4810 · Vendor Refunds
Total Income
Cost of Goods Sold
5100 · Job Related Costs
5120 · Job Material Costs
5125 · Supplier Discount
5120 · Job Material Costs - Other
Total 5120 · Job Material Costs
5175 · Plans
5100 · Job Related Costs - Other
Total 5100 · Job Related Costs
5200 · Job Related Labor Costs
5210 · Job Labor (Gross Wages)
5215 · Superintendent
5210 · Job Labor (Gross Wages) - Other
Total 5210 · Job Labor (Gross Wages)
5200 · Job Related Labor Costs - Other
Total 5200 · Job Related Labor Costs
5300 · Subcontractors
Total COGS
Gross Profit
Expense
6020 · Advertising
6060 · Bank Service Charges
6075 · Bond Expense
6090 · Business License & Fees
6100 · Car/Truck Expense
6101 · Gas & Oil
6103 · Repairs & Maintenance
6105 · Registration & License
6107 · Insurance-Auto
6100 · Car/Truck Expense - Other
Total 6100 · Car/Truck Expense
6120 · Equipment Lease
6121 · Computer Monitoring Fee
6130 · Cleaning/Janitorial
6140 · Contributions
6160 · Dues and Subscriptions
6180 · Insurance
6181 · Disability Insurance
6182 · General Liability Insurance
6185 · Worker's Comp
6188 · Life Insurance
Total 6180 · Insurance
6183 · Health Insurance



12:18 PM

10/15/24

Accrual Basis

Wall Construction, LLC
Profit & Loss
January through September 2024

Jan - Sep 24

6200 · Interest Expense
 6201 · Finance Charge
 6202 · Loan Interest
 6203 · Credit Card Interest

Total 6200 · Interest Expense

6210 · Internet
 6215 · Project Management Programs
 6210 · Internet - Other

Total 6210 · Internet

6235 · Marketing
6240 · Miscellaneous
6490 · Office Supplies
6500 · Non Labor Payroll Expenses
 6501 · Office Manager
 6503 · Project Managers

 6504 · Owner Salary
 6507 · Operations Manager

Total 6500 · Non Labor Payroll Expenses

6560 · Payroll Expenses
 6502 · Federal/State Unemployment
 6505 · Medicare/Social Security
 6506 · Per Diem
 6508 · Vac/Holiday Pay
 6509 · Employee Bonus
 6510 · Health Benefits
 6511 · Dental Benefits
 6512 · Auto Compensation/Personal Use
 6513 · Identity Theft Benefit
 6560 · Payroll Expenses - Other

Total 6560 · Payroll Expenses

6570 · Professional Fees
 6571 · Accounting
 6572 · Legal Fees
 6570 · Professional Fees - Other

Total 6570 · Professional Fees

6610 · Postage and Delivery
6650 · Rent
6670 · Repairs
 6672 · Computer Repairs
 6673 · Equipment Repairs

Total 6670 · Repairs

66900 · Reconciliation Discrepancies
6800 · Telephone
6820 · Taxes
6900 · Travel & Ent
 6902 · Meals

Total 6900 · Travel & Ent

6920 · Tools & Machinery (under \$500)
6970 · Utilities

Total Expense
Net Ordinary Income

Wall Construction, LLC
Profit & Loss
January through September 2024

	Jan - Sep 24
Other Income/Expense	
Other Income	
4950 · Miscellaneous Income	
4960 · Gain/Loss on sale of assets	
7010 · Interest Income	
7800 · Trade Discounts	
9300 · Truck Lease Pat Benton	
Total Other Income	
Other Expense	
9160 · Rental - Repairs & Maintenance	
Total Other Expense	
Net Other Income	
Net Income	

Wall Construction, LLC
A/R Aging Detail
As of September 30, 2024

PROPRIETARY INFORMATION

Type	Date	Num	P. O...	Name	Terms	Due Date	Aging	Open Balance
Current								
Invoice								
Invoice								
Invoice								
Invoice								
Invoice								
Invoice								
Invoice								
Invoice								
Invoice								
Invoice								
Total Current								
1 - 30								
Invoice								
Invoice								
Invoice								
Total 1 - 30								
31 - 60								
Invoice								
Invoice								
Invoice								
Invoice								
Invoice								
Invoice								
Invoice								
Total 31 - 60								
61 - 90								
Invoice								
Invoice								
Total 61 - 90								
> 90								
General J...								
General J...								
General J...								
General J...								
General J...								
Payment								
General J...								
General J...								
Invoice								
Invoice								
Invoice								

10/15/24

Page 2

Page 1

KOG International Inc.

Surety Bond Brokers

Bank Verification

(To be completed by bank or savings & loan)

Please complete a separate form for each account.

Re: Account Holder Wall Construction, LLC

The above account holder has applied to KOG International Inc. for bonding credit and has given your name as a reference. Authorization has been given to us to verify their financial position. Therefore, we would appreciate the courtesy of a prompt reply to the following questions. Your response will be treated in confidence and without responsibility on your part. The surety requires us to obtain exact dollar amounts. You may return this inquiry by fax to the number below. Thank you for your cooperation.

When was the account opened? 22 NOV 2010

The average balance is \$ [REDACTED] for the period of 12 months.

The current cash balance is \$ [REDACTED]

Has a line of credit been established? Yes- [REDACTED]

If so, what amount? \$ [REDACTED] Current outstanding balance: \$ [REDACTED]

It is secured by SBA Guaranty; Business Assets; Contracts

The renewal date is 8 OCT 2031 & 24 JAN 2034

Name of Bank The First Bank & Trust Company

Address P.O. Box 2605, 17011 Forest Road, Forest, VA, 24551

Phone Number (434) 455-0888 Fax Number (434) 455-0887

Information has been provided by Mark C 38, SVP

Date 11 OCT 2024 Print Name: Mark C. Thackston, SVP

Please complete and fax to 610-399-4082 To: Bruce Allen

KOG International, Inc. PO Box 527, Westtown, PA 19395

Phone 610-399-4080

KOG International Inc.

Surety Bond Brokers

Bank Verification

(To be completed by bank or savings & loan)

Please complete a separate form for each account.

Re: Account Holder Wall Construction - Funds Administration Account

The above account holder has applied to KOG International Inc. for bonding credit and has given your name as a reference. Authorization has been given to us to verify their financial position. Therefore, we would appreciate the courtesy of a prompt reply to the following questions. Your response will be treated in confidence and without responsibility on your part. The surety requires us to obtain exact dollar amounts. You may return this inquiry by fax to the number below. Thank you for your cooperation.

When was the account opened? 01/04/2024

The average balance is \$ [REDACTED] for the period of 5 months.

The current cash balance is \$ [REDACTED]

Has a line of credit been established? No

If so, what amount? \$ N/A Current outstanding balance: \$ N/A

It is secured by N/A

The renewal date is N/A

Name of Bank Fulton Bank, N.A.

Address 1 Penn Square, Ste 1, Lancaster PA 17602

Phone Number () 484-324-4891 Fax Number ()

Information has been provided by Dayhill Group

Date 10/11/24 Print Name: Bud Stewart

Please complete and fax to 856-351-5700 To: Bruce Allen

KOG International, Inc. PO Box 527, Westtown, PA 19395

Phone 610-399-4080

WALL CONSTRUCTION, LLC
MADISON HEIGHTS, VIRGINIA

Financial Statements
December 31, 2023 and 2022

SHELTON & COMPANY, CPAs, P.C.
www.constructioncpas.com

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SHELTON & COMPANY, CPAs, P.C.
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INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To the Member
Wall Construction, LLC
Madison Heights, Virginia

We have reviewed the accompanying financial statements of Wall Construction, LLC (a limited liability company), which comprise the balance sheets as of December 31, 2023 and 2022, and the related statements of income and member's equity and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression on an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair representation of the financial statements in accordance with accounting principles generally accepted in the United States of America. This includes the design implementation, and maintenance of internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountants' Responsibility

Our responsibility is to conduct the review engagements in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

We are required to be independent of Wall Construction, LLC and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our reviews.

Correction of Error

As discussed in Note 20 to the financial statements, certain errors resulting from understatement of amounts previously reported for net income and member distributions as of December 31, 2022, were discovered by management of the Company during the current year. Accordingly, amounts reported for net income and member distributions have been restated in the 2022 financial statements now presented, and no adjustment was necessary to member's equity as of December 31, 2022 to correct the error. Our conclusion is not modified with respect to that matter.

Accountants' Conclusion

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

A handwritten signature in black ink that reads "Sheldon & Company, CPAs, P.C." The signature is written in a cursive, flowing style.

March 15, 2024

WALL CONTRUCTION, LLC
BALANCE SHEETS
DECEMBER 31, 2023 AND 2022

ASSETS	2023	2022
CURRENT ASSETS:		
Cash	\$	
Contract receivables		
Contract assets		
Refundable income taxes		
Refundable payroll credit		
Prepaid expenses		
TOTAL CURRENT ASSETS		
PROPERTY AND EQUIPMENT:		
Vehicles		
Office furniture and equipment		
Leasehold improvements		
Machinery and equipment		
Less accumulated depreciation		
NET PROPERTY AND EQUIPMENT		
OTHER ASSETS:		
Due from member (see note 15)		
Due from related company		
Security deposit		
Operating lease right-of-use assets		
TOTAL OTHER ASSETS		
TOTAL ASSETS	\$	
LIABILITIES AND MEMBER'S EQUITY		
CURRENT LIABILITIES:		
Accounts payable	\$	
Accrued expenses		
Income tax payable		
Note payable-line of credit		
Current maturities of long-term debt		
Current portion of operating lease liabilities		
Contract liabilities		
Accrued loss provision on contracts in progress		
TOTAL CURRENT LIABILITIES		
LONG-TERM LIABILITIES:		
Long-term debt less current maturities		
Long-term operating lease liabilities		
Note payable - member (see note 15)		
TOTAL LONG-TERM LIABILITIES		
TOTAL LIABILITIES		
MEMBER'S EQUITY		
TOTAL LIABILITIES AND MEMBER'S EQUITY	\$	

See accompanying notes and independent accountants' review report.

WALL CONSTRUCTION, LLC
STATEMENTS OF INCOME AND MEMBER'S EQUITY
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

	2023	2022
CONTRACT REVENUE	\$	
COST OF CONTRACT REVENUE:		
Labor		
Materials		
Subcontract		
Equipment		
Other costs		
Accrued loss provision on contracts in progress		
GROSS PROFIT		
GENERAL AND ADMINISTRATIVE EXPENSES		
INCOME FROM OPERATIONS		
OTHER INCOME		
NET INCOME		
MEMBER'S EQUITY-beginning		
Member Draws		
MEMBER'S EQUITY-ending	\$	

See accompanying notes and independent accountants' review report.

WALL CONTRUCTION, LLC
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

	2023	2022
CASH FLOWS FROM OPERATIONS:		
Net Income	\$	
Adjustments to reconcile net income to net cash provided by (applied to) operating activities:		
Depreciation		
Gain on sale of fixed assets		
Decrease (increase) in:		
Contract receivables		
Prepaid expenses		
Contract assets		
Refundable income taxes		
Refundable payroll credit		
Security deposit		
Increase (decrease) in:		
Accounts payable		
Contract liabilities		
Income taxes payable		
Accrued loss provision on contracts in progress		
Accrued expenses		
Cash Flows Provided by (Applied to) Operating Activities		
CASH FLOWS FROM INVESTING ACTIVITIES:		
Sale of fixed assets		
Purchase of fixed assets		
Cash Flows Provided by (Applied to) Investing Activities		
CASH FLOWS FROM FINANCING ACTIVITIES:		
Due from member		
Proceeds from note payable-line of credit		
Payment of note payable-line of credit		
Payment of long-term debt		
Member draws		
Note payable - member		
Cash Flows Provided by (Applied to) Financing Activities		
INCREASE (DECREASE) IN CASH		
CASH, BEGINNING		
CASH, ENDING	\$	
SUPPLEMENTAL DISCLOSURES:		
Interest expense accrued and paid	\$	
Income taxes paid	\$	
NONCASH INVESTING AND FINANCING ACTIVITIES:		
Fixed assets purchased with long-term debt	\$	

See accompanying notes and independent accountants' review report.

WALL CONSTRUCTION, LLC

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Company's activities. The Company is engaged primarily in residential and commercial construction in the Commonwealth of Virginia. The work is performed under varying arrangements consisting primarily of cost-plus and fixed price contracts.

Operating cycle. The length of the Company's contracts varies but is typically less than one year. Therefore, assets and liabilities are classified as current and noncurrent.

Use of estimates. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Revenue and cost recognition. The Company has implemented the Financial Accounting Standards Board Topic 606.

The majority of the Company's revenue arrangements generally consists of a single performance obligation to transfer promised goods and services. The Company determines whether there are multiple performance obligations that should be separated or combined on a contract-by-contract basis.

Revenues from construction contracts are recognized over time using the cost-to-cost input method, which measures progress toward completion based on the percentage of costs incurred to date to estimated total construction costs for each contract. That method is used because management considers costs incurred to be the best available measure of progress on contracts in process. Revenues are recognized over time because the transfer of control to the customer is continuous as the work is performed and the customer controls the asset as it is being constructed. Revenues under time and material contracts are recognized on the basis of actual time incurred multiplied by the billable hourly rate stated in the contract, plus material costs incurred.

The contract value is determined based upon the original contract, change orders and variable consideration associated with each contract. The nature of the Company's business gives rise to variable consideration, including time bonuses, liquidated damages and other types of incentives. Variable consideration is estimated at the most likely amount that is expected to be earned. Estimated amounts are included in the transaction price to the extent it is probable that a significant reversal of cumulative revenue recognized will not occur when the uncertainty associated with the variable consideration is resolved. Estimated amounts of variable consideration are based upon historical experience and known trends.

Construction costs of projects under contract include all direct material, subcontractor and labor costs and those indirect costs related to contract performance. Selling, general, and administrative costs are charged to expense as incurred.

Significant costs incurred to obtain a contract will be capitalized and amortized over the length of the contract, but immaterial items will be expensed as incurred. Uninstalled materials will also be capitalized and recognized in cost of revenues as the materials are installed for each contract.

WALL CONSTRUCTION, LLC

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (cont'd.)

Provisions for estimated losses on the uncompleted contracts are made in the period in which such losses are determined.

Because of inherent uncertainties in estimating contract costs, it is at least reasonably possible that estimates used will change within the near term.

Billing practices on construction contracts are governed by the contract terms for each project. Billings on construction and service and maintenance contracts do not typically correlate with revenue recognized using the cost-to-cost input method of recognition over time. This lack of correlation results in contract assets and liabilities.

The Company does not have any significant financing components included in the construction contracts as of December 31, 2023.

The Company has approximately [REDACTED] of expected revenues related to performance obligations that have been partially satisfied or unsatisfied as of March 15, 2024.

The contract asset, "Costs and estimated earnings in excess of billings on contracts in progress" represents revenues recognized in excess of amounts billed. The contract liability, "Billings in excess of costs and estimated earnings on contracts in progress" represents billings in excess of revenues recognized.

Cash equivalents. For purposes of the statement of cash flows, the Company considers all highly liquid debt instruments purchased with maturity of three months or less to be cash equivalents.

Accounts receivable. Management considers all contract receivables to be collectible and, therefore, no allowance for bad debt expense has been provided. The majority of construction contracts include retainage provisions. Retainage represents amounts withheld from billings by customers until the contract is complete or until certain milestones are reached, or both.

Property and equipment. Property and equipment are carried at cost. Major renewals and betterments, which extend the lives of properties, are capitalized while repairs and maintenance expensed in the year incurred. Depreciation and amortization are computed using straight-line methods over the estimated useful lives of the assets.

Long-lived assets. Long-lived assets to be held and used are tested for recoverability whenever events or changes in circumstances indicate that the related carrying amount may not be recoverable. When required, impairment losses on assets to be held and used are recognized based on the excess of the asset's carrying amount over the fair value of the asset. Certain long-lived assets to be disposed of by sale are reported at the lower of carrying amount or fair value less cost to sell.

Leases. The Company has elected for all underlying classes of assets, to not recognize right-of-use assets and lease liabilities for short-term leases that have a lease term of 12 months or less at lease commencement, and do not include an option to purchase the underlying asset that the Company is reasonably certain to exercise. The Company recognizes lease cost associated with its short-term leases on a straight-line basis over the lease term.

WALL CONSTRUCTION, LLC

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (cont'd.)

Advertising. Advertising costs are charged to operations when incurred. For the years ended December 31, 2023 and 2022, the total cost of advertising charged to operations was [REDACTED] respectively.

Income taxes. The Company has elected to be taxed as an 'S' Corporation and normally pays no income taxes, with the exception of some states. Construction contracts are reported for income tax purposes on the cash method and for financial statement purposes on the percentage-of-completion method. Accelerated depreciation is used for income tax reporting, and straight-line depreciation is used for financial statement reporting.

Construction contracts are reported for tax purposes on the cash method and for financial statement purposes on the percentage-of-completion method. Accelerated depreciation is used for tax reporting.

Subsequent events. Management has evaluated subsequent events through March 15, 2024, the date the financial statements were available to be issued.

NOTE 2 - ADOPTION OF NEW ACCOUNTING STANDARD

In February 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2016-02, Leases (Topic 842). This ASU and all subsequently issued clarifying ASUs changed the accounting for leases. The FASB delayed implementation of this standard for non-public entities to years beginning after December 15, 2021. The Company adopted the new standard effective January 1, 2022, the first day of the Company's fiscal year using the modified retrospective approach.

The new lease guidance requires the recognition of a right-of-use asset and a lease liability on the balance sheet for all leases with terms longer than 12 months. Leases are classified as either finance or operating, with classification affecting the pattern of expense recognition on the income statement. Leases with a term of less than 12 months will not record a right-of-use asset and lease liability, and the payments will be recognized on the income statement on a straight-line basis over the lease term.

The Company has elected the package of practical expedients, which allowed, among other things, not reassessing the lease classification or initial direct costs for existing leases. The Company is not required to restate prior periods in connection with the adoption of this standard and continues to be reported under the accounting standards in effect for the prior periods. Any leases that were in existence on January 1, 2022 that are considered to be a long-term lease has been included in the calculation of the right-of-use assets and liabilities from January 1, 2022 forward.

As of January 1, 2022, [REDACTED] in lease right-of-use assets and corresponding lease liabilities were recognized. Adoption of the new guidance did not have a significant impact to the statement of income and retained earnings or cash flows for the year ended December 31, 2022.

WALL CONSTRUCTION, LLC

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

NOTE 3 - CONTRACT RECEIVABLES

	<u>2023</u>	<u>2022</u>
Completed contracts	\$	
Contracts in progress		
Retainage - Contracts in progress		
	<u>\$</u>	<u></u>

NOTE 4 - CONTRACT ASSETS AND LIABILITIES

Contract assets include retainage on construction contracts and unbilled amounts typically resulting from revenue under contracts when the percentage-of-completion cost-to-cost method of revenue recognition is utilized and revenue recognized exceeds the amount billed to the customer. Retainage receivables [REDACTED] or the years ending December 31, 2023 and 2022, respectively, are contract assets, but have been included on the balance sheet as a contract receivable and are included in Note 3 Contract Receivables.

Contract liabilities include billings in excess of revenue recognized. Contract assets and contract liabilities were as follows for the year ended December 31:

Contract assets:	<u>2023</u>	<u>2022</u>
Costs and estimated earnings in excess of billings on contracts in progress	\$	
Contract liabilities:		
Billings in excess of costs and estimated earnings on contracts in progress	\$	

NOTE 5 - COST AND ESTIMATED EARNINGS ON CONTRACTS IN PROGRESS

	<u>2023</u>	<u>2022</u>
Costs incurred on contracts in progress	\$	
Estimated Earnings		
Less: Billings to date	\$	

WALL CONSTRUCTION, LLC

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

NOTE 5 - COST AND ESTIMATED EARNINGS ON CONTRACTS IN PROGRESS (cont'd.)

Accrued loss provision on contracts in progress	\$	
Costs and estimated earnings in excess of billings on contracts in progress		
Billings in excess of costs and estimated earnings on contracts in progress		
	\$	

NOTE 6 - DISAGGREGATION OF REVENUE FROM CONTRACTS WITH CUSTOMERS

The following table disaggregates the Company's revenue based on the timing of satisfaction of performance obligations for the years ended December 31:

	<u>2023</u>	<u>2022</u>
Performance obligations satisfied over time	\$	

For performance obligations related to construction services, control transfers to the customer over time. The construction is performed under varying arrangements consisting primarily of unit price and fixed price contracts.

NOTE 7 - ACCRUED LOSS PROVISION ON CONTRACTS IN PROGRESS

As of December 31, 2023 and 2022, the Company had accrued estimated losses on contracts in progress of \$

NOTE 8 - ACCOUNTS PAYABLE

Accounts payable include no amounts due to subcontractors at December 31, 2023 and 2022 that have been retained pending completion and customer acceptance of jobs.

NOTE 9 - LONG-TERM DEBT

Long-term debt at December 31, consists of the following:

	<u>2023</u>	<u>2022</u>
Installment note payable, 4.5%, secured by vehicle and the personal guaranty of the member, due \$617 monthly, including interest	\$	
Installment note payable, 3.49%, secured by vehicle, due \$546 monthly, including interest (see "Demand" below)		
Installment note payable, 3.49%, secured by vehicle, due \$546 monthly, including interest (see "Demand" below)		

WALL CONSTRUCTION, LLC

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

NOTE 9 - LONG-TERM DEBT (cont'd.)

Installment note payable, 3.49%, secured by vehicle, due \$703 monthly, including interest (see "Demand" below)

Installment note payable, 8.17%, secured by equipment, due \$64 monthly, including interest

Installment note payable, 7.2%, secured by equipment and the personal guaranty of the member, due \$146 monthly, including interest

Installment note payable, 3.75%, secured by all assets of the Company, due \$372 monthly, including interest (see Note 12)

Installment note payable, 5.89%, secured by vehicle and the personal guaranty of the member, due \$1,041 monthly, including interest

Installment note payable, 6.75%, secured by trailer and the personal guaranty of the member, due \$524 monthly, including interest

Installment note payable, 8.15%, secured by vehicle and the personal guaranty of the member, due \$658 monthly, including interest

Installment note payable, 9.48%, secured by vehicle, due \$886 monthly, including interest

Installment note payable, 9.48%, secured by vehicle, due \$930 monthly, including interest

\$

Maturities of debt at December 31, 2023, are as follows:

December 31, 2024
December 31, 2025
December 31, 2026
December 31, 2027
December 31, 2028
Thereafter

\$

\$

"Demand." The Company has three installment notes payable with First National Bank, which are all due upon demand. If no demand is made, the Company will pay the installment notes payable in sixty monthly payments.

WALL CONSTRUCTION, LLC**NOTES TO FINANCIAL STATEMENTS****FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

NOTE 10 - LEASES

The Company leases equipment under an operating lease with a 5-year initial term. The lease includes an option to purchase the equipment at fair market value at the end of the lease term.

The following summarizes the line items in the balance sheet which included amounts for operating leases as of December 31, 2023 and 2022:

	<u>2023</u>	<u>2022</u>
Operating lease right-of-use assets	\$	
Current portion of operating lease liabilities	\$	
Long-term operating lease liabilities		
Total operating lease liabilities	\$	

The components of operating lease expenses included in the statement of income and retained earnings for the years ended December 31, 2023 and 2022 were as follows:

	<u>2023</u>	<u>2022</u>
Operating lease costs:		
Cost of contract revenue	\$	

The following summarizes the cash flows information related to operating leases for the years ended December 31, 2023 and 2022:

	<u>2023</u>	<u>2022</u>
Cash paid for amounts included in the measurement of lease liabilities:		
Operating cash flows form operating leases	\$	
Lease assets obtained in exchange for lease liabilities:		
Operating leases	\$	

Weighted average lease term and discount rate as of December 31, 2023 and 2022, were as follows:

	<u>2023</u>	<u>2022</u>
Weighted average remaining lease term		
Weighted average discount rate		

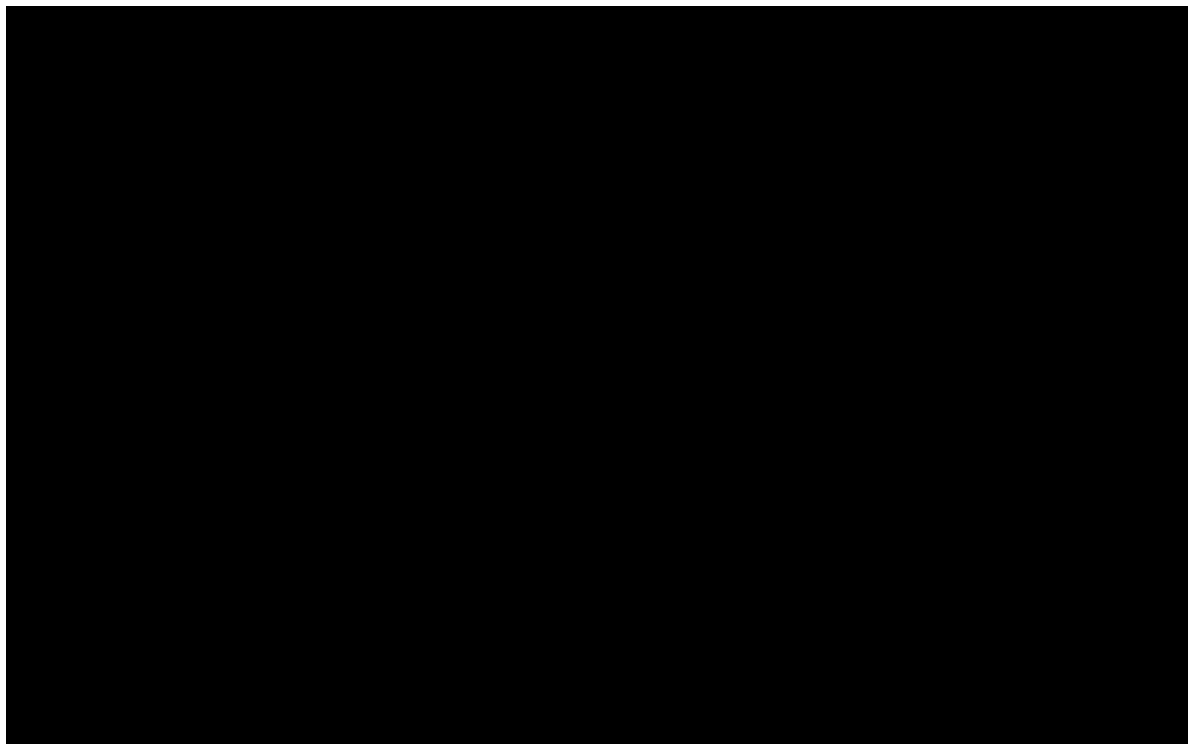
WALL CONSTRUCTION, LLC
NOTES TO FINANCIAL STATEMENTS
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

NOTE 10 - LEASES (cont'd.)

The maturities of operating lease liabilities as of December 31, 2023, were as follows:

December 31, 2024	\$	
December 31, 2025		
December 31, 2026		
December 31, 2027		
	<u>\$</u>	

NOTE 11 - NOTES PAYABLE - CREDIT LINE



NOTE 12 - ECONOMIC INJURY DISASTER LOAN

On November 8, 2021, the Company was granted an Economic Injury Disaster Loan (the "EIDL Loan") from the United States Small Business Administration (the "SBA") under its Economic Injury Disaster Loan assistance program due to the COVID-19 pandemic. The EIDL Loan is for \$72,100, with proceeds to be used for working capital purposes. Interest on the EIDL Loan accrues from the date of the EIDL Loan at the rate of 3.75%, with monthly payments of \$372, beginning twenty-four months from the date of the EIDL Loan. The balance of principal and interest is payable thirty years from the date of the EIDL Loan. The EIDL Loan is secured by all inventory, equipment, instruments, chattel paper, documents, credit rights, accounts, tort claims, and general intangibles. At December 31, 2023 and 2022, the EIDL had outstanding principal balances of [REDACTED] respectively. (see Note 9)

WALL CONSTRUCTION, LLC
NOTES TO FINANCIAL STATEMENTS
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

NOTE 13 - OTHER INCOME

	<u>2023</u>	<u>2022</u>
Miscellaneous income	\$	
Interest income		
Gain on sale of assets		
Refundable payroll credit (see Note 14)		
	\$	

NOTE 14 - REFUNDABLE PAYROLL CREDIT

Under the provisions of the Coronavirus Aid, Relief, and Economic Security Act ("CARES Act"), the Company is eligible for a refundable employee retention credit subject to certain criteria detailed in Internal Revenue Service "Notice 2021-20". In connection with the CARES Act and IAS 20, the Company adopted a policy to recognize the employee retention credit when earned and to offset the credit to other income. During 2022, the Company recorded a \$ [REDACTED] employee retention credit related to the years ended December 31, 2021 and 2020. This amount was collected in 2023.

NOTE 15 - RELATED PARTY TRANSACTIONS

The sole member of Wall Construction, LLC is the sole stockholder of Affordable Energy Concepts, Inc. (AEC). The Company performed work for AEC during 2023 and 2022 in

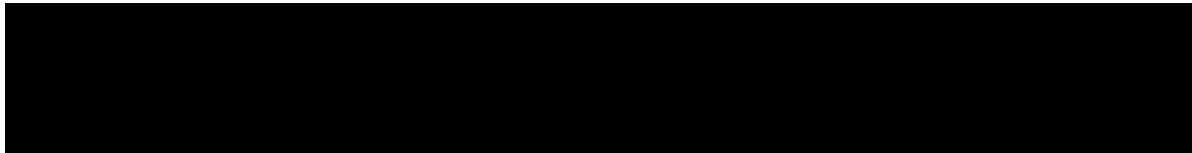
[REDACTED]

WALL CONSTRUCTION, LLC

NOTES TO FINANCIAL STATEMENTS

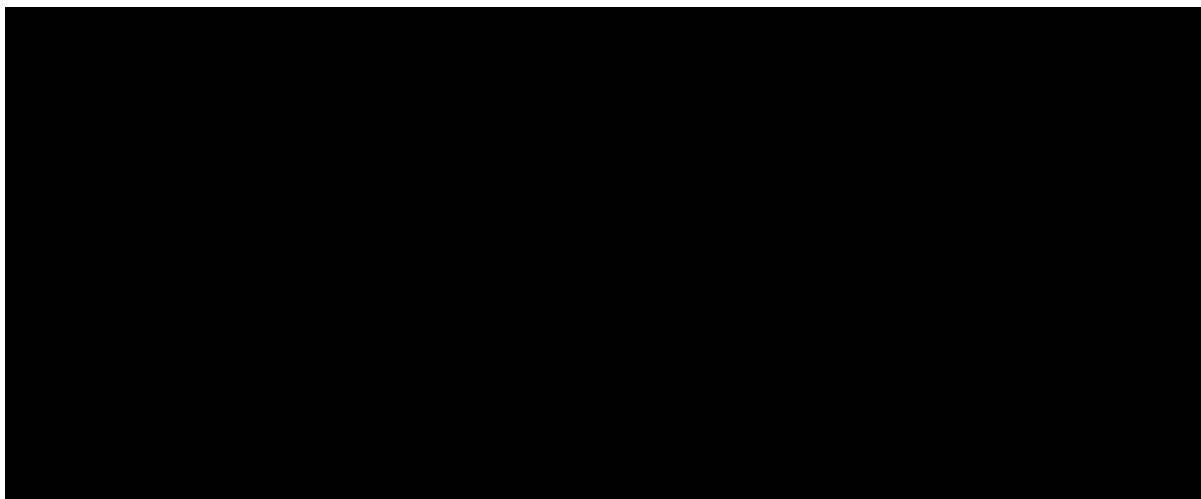
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

NOTE 15 - RELATED PARTY TRANSACTIONS (cont'd.)



NOTE 16 - INCOME TAX

During 2022, the Virginia General Assembly enacted two bills, which permit a qualifying pass-through entity ("PTE") to make an annual election to pay an elective state income tax at the entity level. The Company made this election for the years ended December 31, 2023 and 2022.



NOTE 17 - PROFIT-SHARING

The Company adopted a profit-sharing Plan in accord with the provisions of Internal Revenue Code section 401k. All employees who have completed at least 3 months of service, as defined in the Plan document, are eligible to participate. Employees can only enter the Plan on the first day of the Plan year or the first day of the seventh month of the Plan year, once they meet the eligibility requirements. Participating employees may elect to contribute up to the maximum amount allowed under current income tax law. The Plan provides for the Company to match 100% of the employee contributions up to 4% of the participants' compensation. The Company match contributions are on a six-year graded vesting schedule. The matching contributions made for the years ended December 31, 2023 and 2022 were \$19,517 and \$15,200, respectively.

NOTE 18 - CONCENTRATIONS OF CREDIT RISK

The Company's financial instruments that are exposed to concentrations of credit risk consist primarily of cash and trade accounts receivable. At times, cash balances with the Company's financial institution may be in excess of the FDIC insurance limits.

WALL CONSTRUCTION, LLC

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

NOTE 19 - BACKLOG

The following schedule summarizes changes in backlog on contracts during the year ended December 31, 2023. Backlog represents the amount of revenue the Company expects to realize from work to be performed on uncompleted contracts in progress at year-end and from contractual agreements on which work has not yet begun.

Contract amount of contracts in progress at December 31, 2023	
Less contract revenue earned through December 31, 2023	
Backlog balance at December 31, 2023	

NOTE 20 - RECLASSIFICATION OF FINANCIAL STATEMENT PRESENTATION

Certain reclassifications have been made to the 2022 financial statements in order to conform to the 2023 financial statement presentation. These reclassifications have had no effect on net income as previously reported.

NOTE 21 - PRIOR PERIOD CORRECTION

During 2022, the Company made the election to pay Virginia state income tax at the entity level. The initial method to record this income tax provision was inconsistent with Generally Accepted Accounting Principles, and as a result, the following adjustment was necessary at December 31, 2022:

WALL CONSTRUCTION, LLC
MADISON HEIGHTS, VIRGINIA

Accompanying Information

December 31, 2023 and 2022

SHELTON & COMPANY, CPAs, P.C.

www.constructioncpas.com

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INDEPENDENT ACCOUNTANTS' REVIEW REPORT ON ACCOMPANYING INFORMATION

To the Member
Wall Construction, LLC
Madison Heights, Virginia

Our report on our reviews of the basic financial statements of Wall Construction, LLC for 2023 appears on page 1 and 2 of the financial statements. The objective of these reviews was to perform procedures to obtain limited assurance as a basis for reporting whether we were aware of any material modifications that should be made to the financial statements for them to be in accordance with the accounting principles generally accepted in the United States of America. The supplementary information included on pages 2 through 11, is presented for purposes of additional analysis and is not required part of the basic financial statements. Such information is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the financial statements. The supplementary information has been subjected to the review procedures applied in our review of the basic financial statements. We are not aware of any material modifications that should be made to the supplementary information. We have not audited the supplementary information and do not express an opinion on such information.

Shelton & Company, CPAs, P.C.

March 15, 2024

	2023			2022
	REVENUES EARNED	COST OF REVENUES	GROSS PROFIT (LOSS)	GROSS PROFIT (LOSS)
Completed contracts	\$			
Contracts in progress				
	\$		\$	\$

See independent accountants' review report on accompanying information.

WALL CONTRUCTION, LLC
SCHEDULE OF COMPLETED CONTRACTS
FOR THE YEAR ENDED DECEMBER 31, 2023

<u>CONTRACTS</u>	<u>CONTRACT TOTALS</u>		
	<u>REVENUES EARNED</u>	<u>COST OF REVENUES</u>	<u>GROSS PROFIT (LOSS)</u>
5th St. Statue	\$	\$	\$
Anne Long			
Berkley Farms			
CTEC*			
Kitchen Addition			
Nelson Heritage Center			
Oliver W. Hill Justice Center			
Petersburg Quonset			
Retaining Wall Repairs			
Ron and Sylvia Smith			
Seven Hills Nursing Home Walkway			
The Store Building			
Wayne & Camron Tweedy			
Yorkshire St.*			
Small Miscellaneous Jobs and Warranty Work <\$20,000**			
	\$	\$	\$

* - Related Party Jobs

** - Includes Related Party Jobs

See independent accountants' review report on accompanying information.

WALL CONTRUCTION, LLC
SCHEDULE OF CONTRACTS IN PROGRESS
DECEMBER 31, 2023

		CONTRACT TOTALS			FROM INCEPTION TO			
CONTRACTS	status	CONTRACT PRICE	ESTIMATED COST	GROSS PROFIT (LOSS)	REVENUES EARNED	COST OF REVENUES	PROVISION FOR ACCRUED LOSSES	GROSS PROFIT (LOSS)
Amherst Co. Clerk Office	72%	\$						
Berglund Center	100%							
Elon Baptist Church	32%							
FHA # 051-3575	2%							
Louis & Rosadel Hoffman	1%							
LYH Airport	59%							
Mike and Kelly Micklem	44%							
Museum	0%							
Rosefsky	21%							
Scott Job	100%							
Scottsville Community Ctr.	100%							
Social Services	75%							
Water Resources Admin.	77%							
		\$	\$	\$	\$	\$	\$	\$

DECEMBER 31, 2023		AT DECEMBER 31, 2023		FOR THE YEAR ENDED DECEMBER 31, 2023			
BILLED TO DATE	ESTIMATED COST TO COMPLETE	COSTS AND ESTIMATED EARNINGS IN EXCESS OF BILLINGS	BILLINGS IN EXCESS OF COSTS AND ESTIMATED EARNINGS	REVENUES EARNED	COST OF REVENUES (INCL. LOSS PROVISION)	GROSS PROFIT (LOSS)	CONTRACT RECEIVABLES
\$ 1,000	1,000	0	0	1,000	1,000	0	0
1,000	1,000	0	0	1,000	1,000	0	0
1,000	1,000	0	0	1,000	1,000	0	0
1,000	1,000	0	0	1,000	1,000	0	0
1,000	1,000	0	0	1,000	1,000	0	0
1,000	1,000	0	0	1,000	1,000	0	0
\$ 1,000	\$ 1,000	\$ 0	\$ 0	\$ 1,000	\$ 1,000	\$ 0	\$ 0

WALL CONTRUCTION, LLC
SCHEDULE OF GENERAL AND ADMINISTRATIVE EXPENSES
FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

	2023	2022
Advertising	\$	\$
Bad debt		
Bonuses		
Cleaning		
Contributions		
Depreciation		
Dues and subscriptions		
Insurance		
Interest		
Miscellaneous		
Office expense		
Penalties		
Professional		
Rent		
Retirement		
Salaries and wages		
Salaries and wages - member		
Taxes and licenses		
Telephone		
Travel and entertainment		
Utilities		
	\$	\$

See independent accountants' review report on accompanying information.

WALL CONSTRUCTION, LLC

SCHEDULE OF OPERATING DATA-COMPARISON BY YEARS

	2023	2022	2021	2020	FOUR YEAR AVERAGE
CONTRACT REVENUE					
COST OF CONTRACT REVENUE:					
Labor					
Materials					
Subcontract					
Equipment					
Other costs (incl'd. loss provision)					
COST OF CONTRACT REVENUE					
GROSS PROFIT					
GENERAL & ADMINISTRATIVE					
OPERATING INCOME					
OTHER INCOME					
NET INCOME					

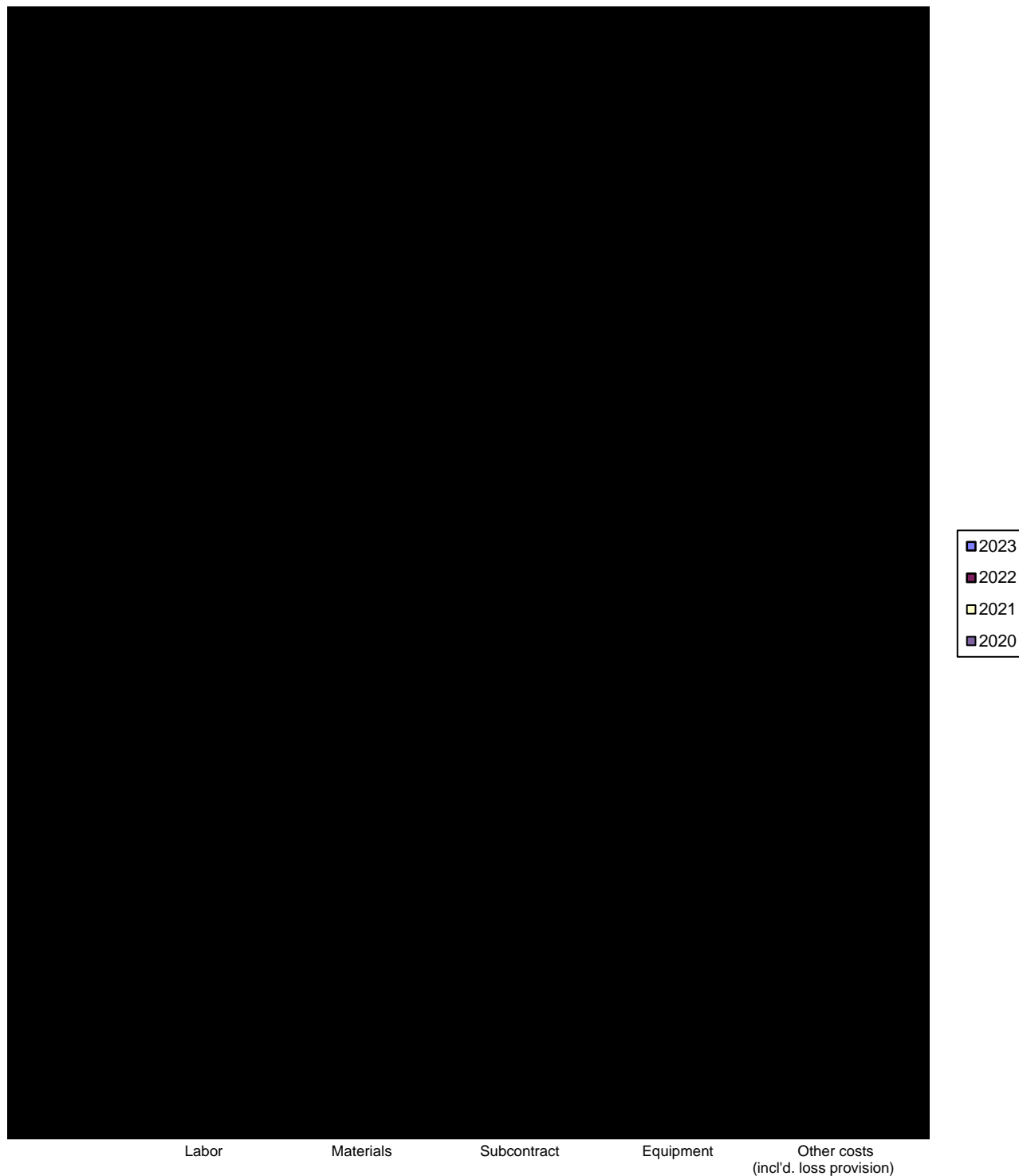
See independent accountants' review report on accompanying information.

COMPARISON BY YEARS



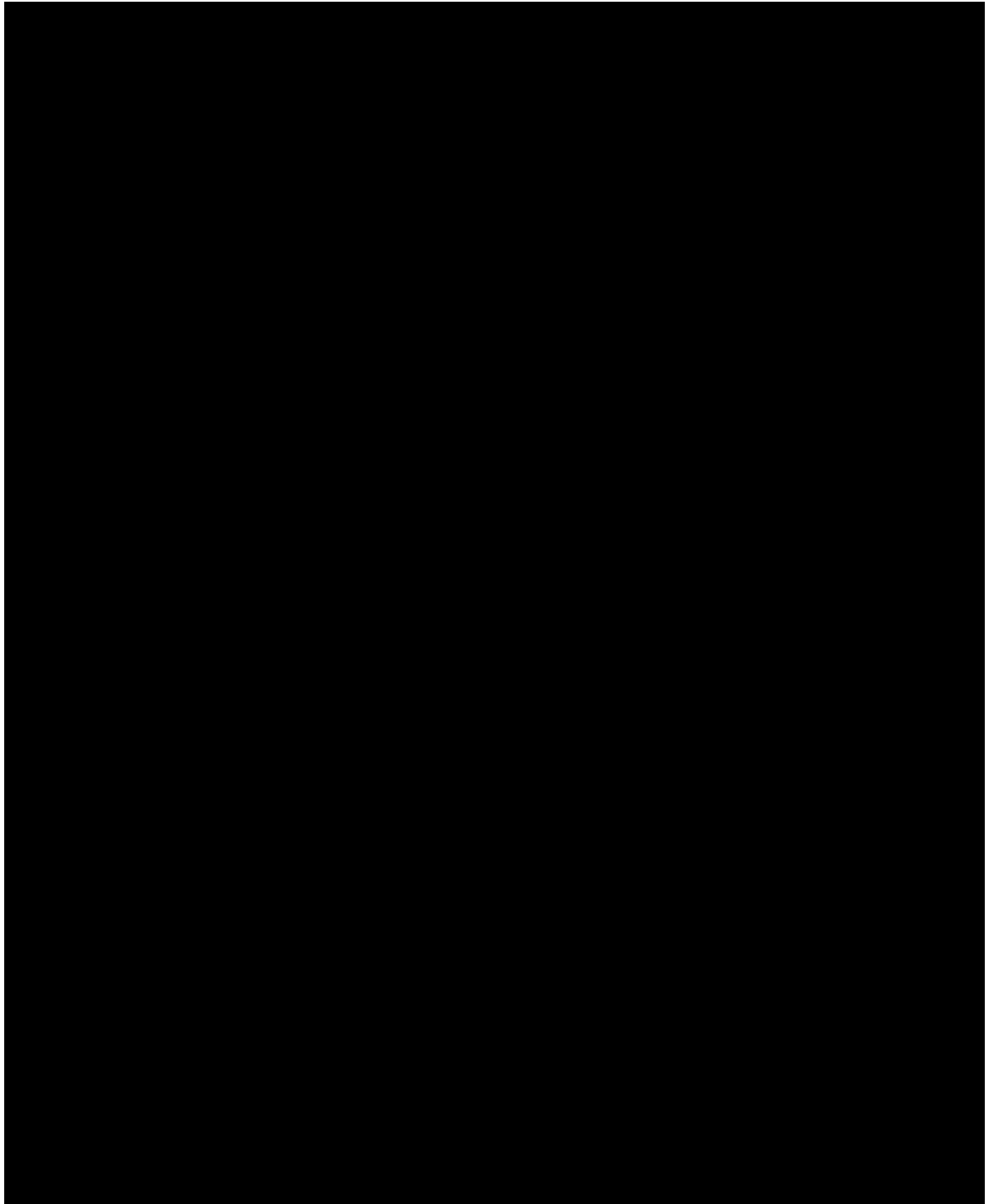
See independent accountants' review report on accompanying information.

COMPARISON BY YEARS



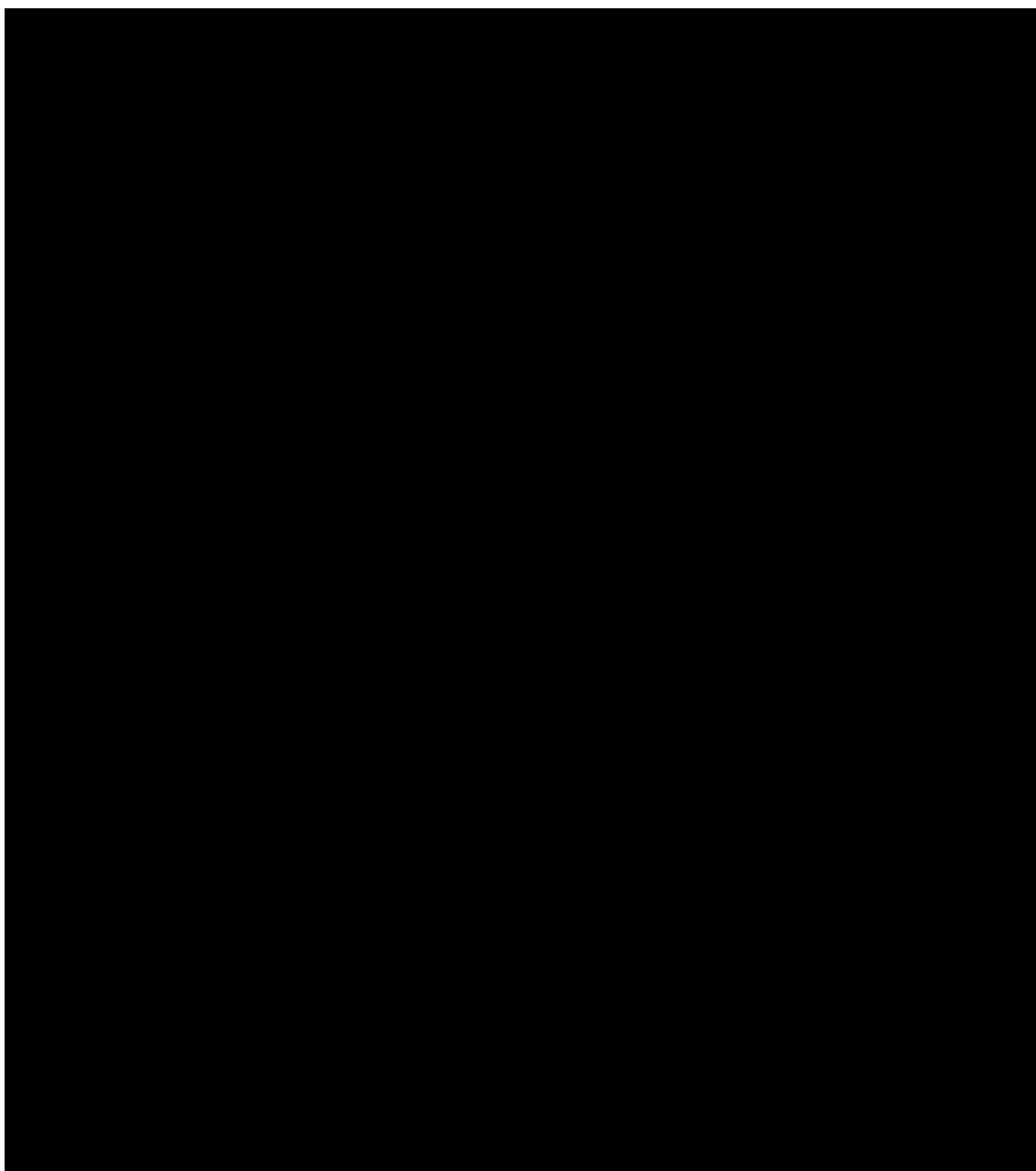
See independent accountants' review report on accompanying information.

CURRENT YEAR



See independent accountants' review report on accompanying information.

GENERAL AND ADMINISTRATIVE EXPENSES



2023

2022

Advertising
Bad debt
Bonuses
Cleaning
Contributions
Depreciation
Dues and subscriptions
Insurance
Interest
Miscellaneous
Office expense
Penalties
Professional
Rent
Retirement
Salaries and wages
Salaries and wages - member
Taxes and licenses
Telephone
Travel and entertainment
Utilities

See independent accountants' review report on accompanying information.

WALL CONSTRUCTION, LLC

KEY BUSINESS RATIOS

2023

2022

2021

2020

LIQUIDITY

Current Ratio

PROFITABILITY RATIOS

Return on Total Assets

Return (Loss) on Beginning Equity

Percentage Change
in Contract Revenues

Gross Profit Percentage:
All Contracts
Contracts in Progress
Completed Contracts

General and Administrative Expenses
as Percentage of Contract Revenues

ACTIVITY RATIOS

Days Sales in Ending Contract Receivables

Days Payable in Cost of Sales

Depreciation Expense as % of Fixed Assets

Contract Cost Component Ratios:
Labor
Materials
Sub-contractors
Equipment costs and depreciation
Other

LEVERAGE RATIOS

Debt to Equity

Times Interest Earned

ASSET EFFICIENCY RATIOS

Net Fixed Assets to Net Worth

Underbillings to Equity

See independent accountants' review report on accompanying information.

Division	Bid Package	Company	First Name	Last Name	Email	Phone	Street	City	State	Zip	Enterprise Type
1	Construction Cleaning										Small Business Enterprise (SBE)
1	General Requirements										Small Business Enterprise (SBE)
2	Abatement										Small Business Enterprise (SBE)
2	Abatement										Small Business Enterprise (SBE)
2	Abatement										Small Business Enterprise (SBE)
2	Demolition										Small Business Enterprise (SBE)
2	Demolition										Small Business Enterprise (SBE)
2	Demolition										None
2	Demolition										Small Business Enterprise (SBE), Disadvantaged Business Enterprise (DBE), Minority Business Enterprise (MBE)
2	Demolition										None
2	Earthwork										
2	Earthwork										None
2	Earthwork										None
2	Earthwork										None
2	Landscape										Small Business Enterprise (SBE)
2	Landscape										Small Business Enterprise (SBE)
3	Concrete Saw Cutting										None
3	Concrete										Small Business Enterprise (SBE)
3	Concrete										Small Business Enterprise (SBE)
3	Concrete										Small Business Enterprise (SBE)
3	Concrete										Small Business Enterprise (SBE)
3	Concrete										Women Business Enterprise (WBE)
3	Concrete										Women Business Enterprise (WBE)

3	Concrete Formwork	Lloyd Concrete	Jerry	Brown	jerry@lloydconcrete.com	+1 434-821-4119	75 Patterson Road	Rustburg	VA	24588	Women Business Enterprise (WBE)
3	Concrete Formwork										
3	Polished Concrete										
3	Polished Concrete										
3	Polished Concrete										
3	Polished Concrete										
3	Polished Concrete										Small Business Enterprise (SBE)
3	Polished Concrete										Small Business Enterprise (SBE)
3	Precast Concrete										
3	Rebar										Small Business Enterprise (SBE), Other
4	Masonry										Small Business Enterprise (SBE), Women Business Enterprise (WBE), Minority Business Enterprise (MBE), Disadvantaged Business Enterprise (DBE)
4	Masonry										
4	Masonry										Small Business Enterprise (SBE)
4	Masonry										Small Business Enterprise (SBE)
4	Masonry										Small Business Enterprise (SBE)
4	Masonry										
4	Masonry										
4	Masonry										
4	Masonry Restoration										
4	Masonry Restoration										
4	Masonry Restoration										
4	Masonry Restoration										
5	Metal Decking										Small Business Enterprise (SBE)
5	Metal Decking										Small Business Enterprise (SBE)
5	Metal Decking										Historically Underutilized Business (HUB), Disadvantaged Business Enterprise (DBE), Other
5	Metal Decking										Historically Underutilized Business (HUB), Disadvantaged Business Enterprise (DBE), Other

											Historically Underutilized Business (HUB), Disadvantaged Business Enterprise (DBE), Other
5	Metal Decking										
5	Metal Decking										
5	Misc. Metals										None
5	Misc. Metals										
5	Misc. Metals										
5	Misc. Metals										Small Business Enterprise (SBE)
5	Misc. Metals										Other
5	Misc. Metals										
5	Misc. Metals										
5	Structural Steel										Other
5	Structural Steel										None
6	Millwork										None
6	Millwork										Other
6	Millwork										
6	Millwork										
6	Millwork										Small Business Enterprise (SBE)
6	Millwork										Small Business Enterprise (SBE)
6	Millwork										Small Business Enterprise (SBE)
6	Millwork										Disadvantaged Business Enterprise (DBE)
6	Millwork										
6	Millwork										
6	Millwork										
6	Millwork										
6-1:	Timberframe										
6-1:	Timberframe										None
6-1:	Timberframe										None
6	Millwork										Women Business Enterprise (WBE), None
6	Millwork										
7	Firestopping										Small Business Enterprise (SBE)
7	Firestopping										Small Business Enterprise (SBE)
7	Roofing										
7	Roofing	None									
7	Roofing	None									
7	Roofing	None, Disadvantaged Business Enterprise (DBE)									
7	Roofing	Other									
7	Roofing	None									
7	Roofing	None									

7	Roofing	Baker Roofing	Ben	Whitten	bwhitten@bakerroofing.com	+1 919-302-2950				
7										
7										Other
7										Other
7										Other
7										Small Business Enterprise (SBE)
7										Small Business Enterprise (SBE)
7										Other
7										
8										Small Business Enterprise (SBE)
8										Small Business Enterprise (SBE)
8										Small Business Enterprise (SBE)
8										Small Business Enterprise (SBE)
8										None
8										
8										
8										Other
8										Disadvantaged Business Enterprise (DBE)
8										Other
8										None, Other
8										None, Other
8										Small Business Enterprise (SBE), Women Business Enterprise (WBE)
8										
8										Small Business Enterprise (SBE)
8										
8										Small Business Enterprise (SBE)
8										Disadvantaged Business Enterprise (DBE)
9										Small Business Enterprise (SBE)
9										Small Business Enterprise (SBE)
9										
9										Other, None
9										None
9										None
9										None, Other

9	Flooring		Small Business Enterprise (SBE)
9	Flooring		Small Business Enterprise (SBE)
9	Flooring		None
9	Painting		Small Business Enterprise (SBE)
9	Painting		
9	Painting		None
10	Operable Partitions		None
12	Window Coverings		Small Business Enterprise (SBE)
12	Window Coverings		Small Business Enterprise (SBE)
12	Window Coverings		Small Business Enterprise (SBE)
12	Window Coverings		Small Business Enterprise (SBE)
12	Window Coverings		None
14	Elevators		None
14	Elevators		None
21	Fire Sprinkler		
21	Fire Sprinkler		Women Business Enterprise (WBE)
21	Fire Sprinkler		Women Business Enterprise (WBE)
21	Fire Sprinkler		
21	Fire Sprinkler		
21	Fire Sprinkler		None
21	Fire Sprinkler		None
21	Fire Sprinkler		Small Business Enterprise (SBE)
21	Fire Sprinkler		None
21	Fire Sprinkler		Other, None
22	Plumbing		Small Business Enterprise (SBE)
22	Plumbing		
22	Plumbing		
22	Plumbing		
22	Plumbing		None, Other
22	Plumbing		None
22	Plumbing		
22	Plumbing		
22	Plumbing		
22	Plumbing		None
22	Plumbing		
22	Plumbing		
22	Plumbing		None

22	Plumbing	Varney, Inc.	Barry	Moran	bmoran@varneyinc.com	+1 540-427-7851	1401 Municipal Road Northwest	Roanoke	VA	24012	Small Business Enterprise (SBE)
23	HVAC										Small Business Enterprise (SBE)
23	HVAC										Small Business Enterprise (SBE)
23	HVAC										Small Business Enterprise (SBE)
23	HVAC										Small Business Enterprise (SBE)
23	HVAC										
23	HVAC										
23	HVAC										
23	HVAC										
23	HVAC										Small Business Enterprise (SBE)
23	HVAC										Small Business Enterprise (SBE)
23	HVAC										
23	HVAC										None, Other
23	HVAC										
23	HVAC										
23	HVAC										
23	HVAC										
23	HVAC										
23	HVAC										None
23	HVAC										None
23	HVAC										None
26	Electrical										
26	Electrical										
26	Electrical										
26	Electrical										
26	Electrical										
26	Electrical										Small Business Enterprise (SBE)
26	Electrical										
26	Electrical										
26	Electrical										
26	Electrical										
26	Electrical										Small Business Enterprise (SBE)
26	Electrical										Small Business Enterprise (SBE)
26	Electrical	Small Business Enterprise (SBE)									
26	Electrical	None									
26	Electrical	Small Business Enterprise (SBE)									
26	Electrical	None									
26	Electrical										
26	Electrical										

26	Electrical	Hill City Electric Company	William	Tyree	wtyree@hillcityelectric.com	+1 434-386-1869	3104 Carroll Avenue	Lynchburg	VA	24501	None
26	Electrical										Small Business Enterprise (SBE)
26	Electrical										Small Business Enterprise (SBE)
26	Electrical										
26	Electrical										
26	Electrical										None
26	Electrical										None
26	Electrical										Small Business Enterprise (SBE)
28	Electronic Security and Sa										Small Business Enterprise (SBE)
28	Electronic Security and Sa										None
28	Electronic Security and Sa										Other, None
28	Electronic Security and Sa										Other, None
28	Electronic Security and Sa										Small Business Enterprise (SBE)
28	Electronic Security and Sa										Small Business Enterprise (SBE)
28	Electronic Security and Sa										Small Business Enterprise (SBE)
31	Earthwork										None
31	Earthwork										None
31	Earthwork										
31	Earthwork										Small Business Enterprise (SBE)
31	Earthwork										
31	Earthwork										Small Business Enterprise (SBE)
31	Earthwork										Small Business Enterprise (SBE)
31	Earthwork										Small Business Enterprise (SBE), Disabled Veteran Business Enterprise (DVBE)
32	Chain Link Fences & Gate										Small Business Enterprise (SBE)
32	Chain Link Fences & Gate	None									
32	Chain Link Fences & Gate										
33	Utilities										
33	Utilities	Small Business Enterprise (SBE), Disabled Veteran Business Enterprise (DVBE)									
33	Utilities										

Organizational Chart



David Wall

President
Business Development
Estimating



Doug Viehman

Director of Operations
(Retires March 2025)



Tabitha Rust

Designated Director of Operations
Lead Estimator/ Designer



Alan Nixon

Safety Officer



Jodi Robertson

Office Manager



Barbara Regester

Project Manager



Zach Campbell

Asst. Project Manager



Justin Jennelle
Senior Superintendent



Jason McBride
Superintendent



Calvin Goff
Superintendent/ Master Electrician



Tim Buchanan
Superintendent



David Wall

President, Estimating, Business Development

22 Years of Construction Experience

Observatory Hill Dining Hall University of Virginia Charlottesville, VA

- \$18 million
- 48,000 square footage replacement dining hall
- Three story facility with multiple eateries and numerous dining venues
- The existing dining hall remained in operation throughout construction.



Expedition Station Snowshoe Resort Snowshoe, WV

- \$11 million
- 60,000 square feet
- 125 new condominiums in the middle of the Main Village Skiing Area
- Modular construction to speed up construction
- Project had very stringent schedule requirements due to weather and ski season.



The Wall Residence's Office Building Floyd, VA

- \$1.75 million
- 7,700 square footage
- FSC Certified stick frame
- Stone veneer
- Geothermal Heat Pumps
- Solar Panel system
- LEED Certified Gold



Education

East Tennessee State University
Bachelor of Science
Construction Technology

Certifications and Organizations

- OSHA 10 Hour
- Economic Development Authority of Amherst County: Board Member
- Deacon at Madison Heights Baptist Church

Other Projects

- Sweet Briar College Student Commons
- Hotel Floyd – All Phases
- President/ Owner of Affordable Energy Concepts, Inc.



Doug Viehman

Director of Operations

38 Years of Construction Experience

Marriott Hotel – Autograph Collection

North Carolina State University
Raleigh, NC

\$37 M. -117,940 sf facility hotel and conference center

5.5-story, 164 keys



Campus Center

University of Mary Washington
Fredericksburg, VA

\$58.8 M. -104,000 sf student services and dining facilities

LEED Silver



Eagle Village Mixed-Use

University of Mary Washington Foundation
Fredericksburg, VA

\$76M. -164 unit/ 624 bed apartment complex for student housing, including:

- A covered pedestrian bridge to campus
- 36,000 sf of commercial office
- 30,000 sf of retail space
- 540 car parking deck



Catawba Memorial Hospital Renovation

Catawba, NC

\$4.6 M. - 77,000 sf renovation of emergency services and surgical suites, patient rooms, occupational therapy multi-phased while maintaining hospital operations



Education

Virginia Tech Graduate Studies – Architecture

University of Wisconsin – Green Bay Bachelor of Arts Urban Planning and Public Administration

Certifications and Organizations

PMP certification
OSHA – 30 Hour

Anthemion Award by Capital Area Preservation Inc. (2018) for the commercial rehabilitation and adaptive reuse of the Electric Motor and Repair Company - Raleigh

City of Raleigh's Sir Walter Raleigh Award for the mixed-use development of the “L-Building”.

Other Projects

Oliver Hill Justice Center

Berglund Center Renovation

Woods Rogers Office Renovations – Roanoke

Barrows Office Furniture Showroom – Roanoke

Hyatt Place – Fredericksburg

Tecton Industries – Salem

Novozymes Biologicals Headquarters and Laboratory - Salem

Rosewood Village – Assisted Living -Charlottesville



Tabitha Rust

Estimator/ Project Manager/ Designer

15+ Years of Experience in Construction

15+ Years of Experience in Architectural Design

Lynchburg Regional Airport Restroom Modernization

Lynchburg, VA

\$2.7 M. – restroom renovation



Hotel Floyd Phase II

Floyd, VA

\$3.2 M. – 23,410 sf hotel addition and expansion



Dalton Hall Toilet Renovation

Radford, VA

\$368,000 – restroom renovation



Westview Cemetery Maintenance Building

Blacksburg, VA

\$300,000 – 1,418 sf building



Education

University of Memphis
B.S in Engineering
Technology, 1994

Certifications and Organizations

Church Council & Media at
St. Paul UMC

Other Projects

The Jacksonville Center –
Site and Building
Improvements
Floyd, VA

Southwest Virginia
Community College -
Tazewell Hall
Cedar Bluff, VA

311 E. Main St., Renovation
Pharmacy and Apartments
Floyd, VA

Wall Residences –
Accessibility Renovations
Southwest VA

Wall Residences – Salem
Office Renovation
Salem, VA



Alan Nixon

Project Manager / Safety Officer

40+ Years of Experience in Construction

Media Center

Jefferson Forest High School
Forest, VA

- Four new flexible learning classrooms
- One flex lab space
- Large social commons area

Timberlake Station

Lynchburg, VA

- Completed December 2020
- \$500,000
- The project consisted of exterior alterations and renovations to an existing building (strip-mall), including demolition and removal of canopies, electrical, and façade materials.
- New Construction includes EIFS, masonry, stone, metal canopies, light fixtures, signage, painting, and sidewalk improvements.

Elon Ruritan Club

Madison Heights, VA

- 2,800 square feet
- Donated our time for the project
- Replacement building after the first was destroyed by a tornado.



Certifications and Organizations

- Pattern Making and Tool & Die Work Journeyman's card
- OSHA 30

Safety Officer

- Develop and execute health and safety plans in the workplace according to legal guidelines.
- Evaluate practices, procedures, and facilities to assess risk and adherence to the law.
- Conduct training and presentations for health and safety matters and accident prevention.
- Monitor compliance to policies and laws by inspecting employees and operations.
- Inspect equipment and machinery to observe possible unsafe conditions.
- Investigate accidents or incidents to discover causes and handle worker's compensation claims.
- Recommend solutions to issues, improvement opportunities or new prevention measures.
- Report on health and safety awareness, issues, and statistics.

Jodi Robertson

Office Manager / Accountant

30+ Years of Experience in Construction

Education

Central Virginia Community
College
Studies in Accounting

Altavista High School

Skill Set

Accounts Receivable,
Payable and Payroll

Customer Service

Experience

Wall Construction
Office Manager

Asst. Safety Director CSE,
Inc.

Accounting Coordinator
For MEP subcontractor

Project Coordinator
Moore's Electric (24 Yrs.)



Barabara Regester

Project Manager

23 Years of Experience in Construction

John Early Apartment Renovation

Bedford, VA

\$5.9 M. – Full renovation of eight, 2-story apartment buildings (78 apt. units) and full renovation of Community Center building.



Tenth Street Warehouses & Peloton Station

Charlottesville, VA

\$4.1 M. – 17,400 sf. Mixed-Use Facility, 3 story: 4 apartments, 2 business spaces, and a restaurant/bar.



Lord Fairfax Community College Upgrade

Middletown, VA

\$3.4 M. – MEP upfit for Main Campus Building and science lab expansion.



Sigma Chi Fraternity Expansion

Charlottesville, VA

\$1.8 M. – 5 bedroom expansion and interior upgrade



Education

Western Carolina University – School of Engineering, Master of Construction Management 2018

Sweet Briar College
Bachelor of Arts in Business 2012

Certifications and Organizations

OSHA 30, CPR, and ICRA certified

Most Innovative Mixed-Use Project of the Year (2019), Urban Land Institute
Charlottesville, Va

Workforce Solutions Committee – Piedmont Chair (2020-2021)

Other Projects

Albert and Shirley Small Special Collections
UVA Library
Charlottesville, VA

CFA Institute
Charlottesville, VA

BMW Dealership
Bridgewater, VA

Aldi Grocery
Henrico, VA



Zachary Campbell

Asst. Project Manager, Estimating

7 Years of Construction Experience

Culpeper Technical Education Center PV Project

Culpeper, VA

- \$800,000+
- Project Manager
- 550 kW Net Zero PV system installation
- Developed Trade Education Program alongside Project to educate students on PV Solar with a classroom instruction sub-array



BMS Direct Inc.

Lynchburg, VA

- \$1 million +
- 603 kW Solar PV System, multi-phase installation



Department of Game & Inland Fisheries (DWR)

Headquarters

Richmond, VA

- \$327,000
- 200 kW Solar PV System installation



Education

James Madison University,
Bachelor of Science in
Integrated Science and
Technology

Energy Concentration

ABET-Accredited Program
in Applied Sciences

Certifications and Organizations

- OSHA 10 Hour
- Elected Official for
Amherst County
R.E.L. Soil & Water
Conservation District:
Board of Directors
- CPR & First Aid Cert.
- FEMA / CDP Cert.

Other Projects

- Roanoke Gas Solar PV system
- Bluestone Elementary School PV System
- Solarize Fredericksburg
- BARC Electric Co-Op Community Solar Farm



Justin Jennelle

Superintendent

15+ Years of Experience in Construction

John Early Apartment Renovation

Bedford, VA

\$5.9 M. – Full renovation of eight, 2-story apartment buildings (78 apt. units) and full renovation of Community Center building.



Home Renovations

Specializing in...

- Custom Woodwork
- Flooring Specifications
- Siding and Gutters.
- Keeping the project on schedule and under budget



Pitt Home

New Custom Home

Madison Height, VA

- 4-Story Custom Home
- Elevator.
- Wrap around porch



Bon Secours

Townley Farm

Amherst, VA

- Ten Unit Bed & Breakfast
- Geothermal Heating
- Lobby/Breakfast Area



Certifications and Organizations

OSHA 10

Heavy Equipment Certified
Licensed Contractor

Superintendent

Schedule subcontractors, consultants, and vendors in critical path to ensure timely completion.

Coordinate required inspections with local jurisdictions.

Responsible for all personnel on jobsite.

Ensure that the job site is always kept in a clean and organized manner.

Identify conflicts in construction progress and communicate them to project team for resolution.

Perform job progress and completion punch list



Jason McBride

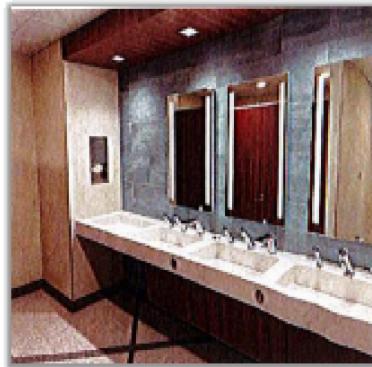
Commercial Superintendent

15+ Years of Experience in Construction

Lynchburg Regional Airport Restroom Modernization

Lynchburg, VA

\$2.7 M. – restroom renovation



Virginia Military Institute

Lexington, VA

\$862,441 - Exterior
Waterproofing and PVC roof
repairs on Cocke Hall



Petersburg Social Services Building

Petersburg, VA

\$719,050 - Complete envelope
restoration and waterproofing and
metal roof repairs.



Petersburg Quonset Repairs at Artist Loft

Petersburg, VA

\$124,000 – Structural roof repairs
and renovation.



Education

High School (vocational
technical program) Building
trades

Certifications and Organizations

VDCI: Commercial Blueprint
reading (certificate course)

Stratford Career Institute:
Landscape Architecture and
Basic Horticulture
(certificate course)

Rigger, level 1 (crane work)

Lead Renovator level 1

OSHA 10, CPR and First Aid

Other Projects

Barger residence

Enright residence (guest
house)

Enright residence (primary
residence)

Rogacki residence

Larlee residence



Calvin Goff

Superintendent/ Master Electrician

12+ Years of Experience in Construction

Oliver Hill Justice Center

Juvenile & Domestic Relations Court
Renovation

Roanoke, VA

\$2 M. – 9,500 sf phased construction
renovation of courthouse



Lynchburg Regional Airport Restroom Modernization

Lynchburg, VA

\$2.7 M. – restroom renovation



Solar Installations

Bath County Schools

Bluestone Elementary School

BMS Direct

Floyd Wind Turbine



Education

Liberty H. S., 2010

Bedford Science Technology
Center, 2010

Certifications and Organizations

License – Master
Electrician, 2022

OSHA 10, CPR

Other Experience

Southern Air Inc.
Apprentice Electrician
2010-2012

Bedford Weaving Mill Inc.
Maintenance Technician
2012-2017

Winnbo Electric LLC
Electrical Foreman
2017-2021

COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

9960 Mayland Drive, Suite 400, Richmond, VA 23233

Telephone: (804) 367-8500

EXPIRES ON

12-31-2025

NUMBER

2705101372

BOARD FOR CONTRACTORS
CLASS A CONTRACTOR
CLASSIFICATIONS CBC RBC



WALL CONSTRUCTION LLC
161 DILLIARD ROAD
MADISON HEIGHTS, VA 24572



Kishore S. Thota
Kishore S. Thota, Director

Status can be verified at <http://www.dpor.virginia.gov>

(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 CBC RBC

NUMBER: 2705101372 EXPIRES: 12-31-2025

WALL CONSTRUCTION LLC
161 DILLIARD ROAD
MADISON HEIGHTS, VA 24572



(FOLD)

Status can be verified at <http://www.dpor.virginia.gov>

DPOR-PC (02/2017)

COMMONWEALTH OF VIRGINIA



DEPARTMENT OF SMALL BUSINESS & SUPPLIER DIVERSITY

101 N. 14th Street, 11th Floor
Richmond, VA 23219

WALL CONSTRUCTION, LLC

is a certified Small Business meeting all the eligibility requirements set forth under the
Code of Virginia Section 2.2-16.1 et seq. and Administrative Code 7VAC 13-20 et seq.

Certification Number: 676012

Valid Through: Jul 26, 2028

Accordingly Certified

Willis A. Morris

Willis A. Morris, Director

