



Dec. 2, 2025

RFP# V211-26-018

On-Demand Construction
CONSTRUCTION SERVICES

Virginia Military Institute
Procurement Services
Attn: Lynn Carmack

330 Parade, Avenue Smith Hall, Room 314
Lexington, VA 24450

Virginia Military Institute
Lexington, Virginia 24450-0304

REQUEST FOR QUALIFICATIONS

RFP# V211-26-018

Issue Date: 28 October 2025

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

Pre-Proposal Meeting: MANDATORY. 10 November 2025 at 9:00 AM.
Location: 110 Hines Lane, Lexington, VA 24450. Physical Plant Conference Room

Questions Due: 13 November 2025 at 2:00 pm

Due Date: 2 December 2025 at 2:00 pm (Uploaded to eVA)

Commodity Code: 91200 – Construction Services, General

Issuing Agency: Virginia Military Institute, Procurement Services

Period of Contract: Date of Award through 31 December 2026, with four (4) optional one-year renewals.

Responses are to be submitted electronically through www.eva.virginia.gov. One complete proposal and one copy with redacted proprietary information should be included in the vendor response.

All Inquiries for Information Should Be Directed To: LTC Lynn Carmack, VMI Procurement Services at carmacklw@vmi.edu. The Understanding of Requirement Form (Attachment A) must be used for questions concerning specifications or statement of needs.

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:
Nielsen Builders, Inc.
3588 Early Rd. Harrisonburg, VA 22801

Date: December 2, 2025

By: 

eVA Vendor ID or DUNS Number: e2599

Name: Dan Hylton

Title: President & CEO

Email: dhylton@nielsen-inc.com

Phone: (540) 434-7376

Fax: (540) 432-6134

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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QUALIFICATIONS & EXPERIENCE



OUR VISION

To be acknowledged as a leading construction firm dedicated to delivering exceptional performance for our clients in the Commonwealth of Virginia. We pursue excellence and provide top-notch building services at every opportunity.

OUR VALUES

PEOPLE:

Nielsen recognizes that our people are the critical element in achieving our vision. We will support a team approach through open communication among all employees. We will promote the growth and empowerment of our people and commit to human resource practices based on standards of excellence, safety awareness, fair treatment and equal opportunity.

TOTAL CLIENT SATISFACTION:

Nielsen will build on our reputation and commit to exceed the expectations of our clients by maintaining the highest level of skill and responsibility in providing professional services. We will deliver a superior price/value relationship in providing quality construction services with a profit objective at a fair level.

QUALITY ASSURANCE:

Nielsen Builders' commitment to quality assurance is based on responsible craftsmanship, leadership, innovation, safety, awareness, and employee satisfaction. Our guarantee to furnish our clients with a total quality product is the heart of our company's existence.



Nielsen Builders is an employee owned commercial construction company based in Harrisonburg, Virginia, with a proud legacy spanning over a century. As one of the longest operating construction contractors in the Shenandoah Valley, we bring deep experience and a strong commitment to every project we undertake. Today, Nielsen employs nearly 80 dedicated employee-owners, all of whom share in the company's success and are invested in delivering exceptional results. Each year, we consistently generate over seventy five million dollars in project revenue, a testament to the trust our clients place in us.

At Nielsen Builders, we take pride in being more than just a builder of high quality facilities; we are a versatile, client-focused company that offers a wide range of services tailored to meet the unique needs of each construction project. Whether it's pre-construction planning, general contracting, or post construction support, we work closely with our clients to ensure their vision is realized every step of the way.

While our history is rich and deeply rooted in the community, we continually look toward the future. We are committed to strengthening our capabilities, adding talented employee-owners to our team, and continuously improving our processes to deliver outstanding, on-time results. We don't just build structures—we build lasting relationships and a legacy of excellence.



Nielsen has an abundance of experience with On-Demand contracts. With over 117 years of experience and a specially designed team dedicated to small/special projects, our Small/Special Project division is equipped to handle a wide range of construction projects for both new and existing commercial clients. These projects can vary in size and duration, spanning from just a few days to several months, and occasionally up to a year. We currently hold term contracts with JMU, UVA, VMI, and Albemarle County. Nielsen has completed projects of varying scope for On-Call GC Services: restroom renovations, storefront remodels, office/classroom renovations, safety fencing and brand new buildings. Experience is important, and that is one trait that Nielsen can display strongly.

Nielsen also provides services through our cabinetry & millwork division “Legacy”. For over 60 years, Nielsen’s millwork division has provided commercial cabinetry, custom wall panels, wood moldings and a variety of other types of architectural millwork. In January 2005, this division officially became known as Legacy Cabinets & Millwork. In 2014, Legacy expanded its services with the purchase of a local molding company to enhance the production and quality of its moldings. Legacy’s highly skilled craftsmen have years of experience in varying types of molding and millwork designs, fabrication and installation, including radius/arch-type moldings.

We are dedicated to ensuring client satisfaction by providing flexible service options. This commitment aligns with Nielsen’s vision of becoming a leading provider of construction services large and small. Additionally, Nielsen has not lost any clients and display our comparable history within Attachment D.



Our history and resume support our experience completing projects of this caliber. We have many happy clients and we assure that your projects will receive the same level of commitment and quality assurance.

The following pages highlight some of our experience over the last few years and our teams.



JMU—Veterans’ Memorial Park Seating Expansion

230 Veterans Memorial Dr., Harrisonburg, VA 22801

Owner:

James Madison University
181 Patterson St.
Harrisonburg, VA 22807
Tim Shantz (540) 568-5909

Architect:

PSH+
207 N. Foushee St.
Richmond, VA 23220
J. Sydnor Tetterton (804) 823-2900

| | | | | |
|-------------------------|--------------|--------------------------|-------------------------|--------------|
| Contract Amount: | Size: | Procurement Type: | Completion Date: | Type: |
| \$3,079,723 | 500 SF | Bid | February 2023 | Education |



University of Virginia—North Chiller Plant Façade Repairs

University of Virginia, Charlottesville, VA 22904

Owner:

University of Virginia
1450 Leake Dr.
Charlottesville, VA 22904
Berhan Aljiji (434) 982-4611

Architect:

McMullan Consulting Engineers
11800 Sunrise Valley Dr., Suite 430
Reston, VA 20191
Douglas Bond (703) 556-0651

| | | | | |
|-------------------------|--------------|--------------------------|-------------------------|--------------|
| Contract Amount: | Size: | Procurement Type: | Completion Date: | Type: |
| \$478,700 | N/A | Bid | May 2023 | Industrial |



Public Safety Building Security Fence Project

101 N. Main St., Harrisonburg, VA 22802

Owner:

City of Harrisonburg, VA
409 S. Main St.
Harrisonburg, VA 22801
Ande Banks (540) 432-7701

Architect:

City of Harrisonburg Engineering Division
409 S. Main St.
Harrisonburg, VA 22801
James Price (540) 230-2619

| | | | | |
|-------------------------|--------------|--------------------------|-------------------------|--------------|
| Contract Amount: | Size: | Procurement Type: | Completion Date: | Type: |
| \$976,844 | 1,000 LF | Design-Build | July 2023 | Municipal |



Riddleberger Brothers, Inc. Office Addition

6127 South Valley Pike, Mt. Crawford, VA 22841

Owner:

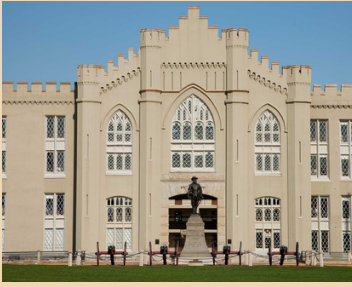
Riddleberger Brothers, Inc.
6127 South Valley Pike
Mt. Crawford, VA 22841
Daniel Blosser (540) 574-5908

Architect:

Gaines Group Architects
141 W. Bruce St. #201
Harrisonburg, VA 22801
Charles Hendricks (540) 437-0012

| | | | | |
|-------------------------|--------------|--------------------------|-------------------------|--------------|
| Contract Amount: | Size: | Procurement Type: | Completion Date: | Type: |
| \$1,250,218 | 8,000 SF | Design-Build | March 2024 | Industrial |





VMI New Barracks Courtyard Renovation

314 Smith Hall, Lexington, VA 24450

Owner:
VMI
110 Hines Ln.
Lexington, VA 24450
Col. Jarvis (540) 464-7886

Architect:
MTFA Architecture
3200 Lee Highway
Arlington, VA 22207
Michael Foster (703) 524-6616

| | | | | |
|-------------------------|--------------|--------------------------|-------------------------|--------------|
| Contract Amount: | Size: | Procurement Type: | Completion Date: | Type: |
| \$1,510,631 | 12,867 SF | Bid | September 2025 | Education |



UVA Riverside Pediatric

2325 Seminole Lane Suite 100 Charlottesville, VA

Owner:
UVA Health
1450 Leake Dr.
Charlottesville, VA 22904
Berhan Aljiji (434) 982-4611

Architect:
Hord Coplan Macht
700 E. Pratt St. Suite 1200
Baltimore, MS 21202
James Norwood (410) 837-7311

| | | | | |
|-------------------------|--------------|--------------------------|-------------------------|--------------|
| Contract Amount: | Size: | Procurement Type: | Completion Date: | Type: |
| \$3,317,093 | 9,772 SF | Bid | October 2024 | Healthcare |



UVA Zion Crossroads Clinic Build-Out

1015 Spring Creek Pkwy. Zion Crossroads, VA 22942

Owner:
UVA Health
1571 Pratt Dr.
Charlottesville, VA 22904
Berhan Aljiji (434) 982-0258

Architect:
HGA
1025 F Street NW, Suite 250
Washington, DC 20004
Paul Worthington-Berry (202) 470-3594

| | | | | |
|-------------------------|--------------|--------------------------|-------------------------|--------------|
| Contract Amount: | Size: | Procurement Type: | Completion Date: | Type: |
| \$3,684,000 | 11,440 SF | Bid | TBD | Healthcare |



Darden School Parking Garage

130 Duffy Blvd Charlottesville, VA 22094

Owner:
UVA
1571 Pratt Dr.
Charlottesville, VA 22904
George Cullen (434) 982-4620

Architect:
Desman
8201 Greensboro Drive, Suite 708
McLean, VA 22102
John Judge (703) 448-1190

| | | | | |
|-------------------------|--------------|--------------------------|-------------------------|--------------|
| Contract Amount: | Size: | Procurement Type: | Completion Date: | Type: |
| \$872,245 | TBD | Bid | TBD | Education |





Dan Hylton
President & CEO



Thomas Moomaw
Chief Operations Officer



Jacob Hull
Senior VP of Operations



Aaron Trovato
**Director of
Special
Projects**



Clay Hottinger
**Asst. Director
of Special
Projects**



Justin Lindsay
Superintendent



Kevin Crider
Superintendent



Duke Orren
Superintendent



Brannon Hottinger
Superintendent



DAN HYLTON

President & CEO

Dan continues to have involvement in the pricing development and subcontracting of each project Nielsen pursues. He provides support to our Estimators as they construct bids, select subcontractors to use, and reviews all bid documents provided. In addition to his Estimating support, Dan also contributes to all preconstruction efforts and processes, as well as Construction phase oversight. Dan will be a familiar face on projects to the owner and project team.

Began Construction Experience:

2000

Employed by Nielsen:

2002

Education Background:

Bachelor of Science in Horticulture,
Virginia Tech

CM at Risk

Middle School Wing Additions & Renovations (Riverheads HS & Buffalo Gap)

Contract amount: \$52.7 million

Owner: Augusta County Public Schools **Contact:** Dr. Eric Bond **Phone:** (540) 245-5110

Address: 18 Government Center Ln., Verona, VA 24482

Architect: RMM Architects **Contact:** Ben Motley **Phone:** (540) 344-1212

Address: 28 Church Ave. SW, Roanoke, VA 24011

As part of a two-part Capital Project for Augusta County Public Schools, Nielsen was selected through the Construction Management procurement process to provide all preconstruction and construction services for the two major additions and renovations. Buffalo Gap and Riverheads High Schools both received entire Middle School wing additions to their existing High School facilities; housing grades 6th through 8th and hosting around 350 students. The Buffalo Gap Middle School addition was two-story and totaled 66,483 square feet. Riverheads Middle is a three-story structure and measures out at 62,033 square feet. Auxiliary Gyms were built on to the existing structures for each Middle School's use, and expansions were made to the existing kitchens and dining areas, as well as full renovations to the existing kitchens.

Rocktown High School

Contract amount: \$102 million

Owner: School Board of the City of Harrisonburg, VA **Contact:** Craig Mackail

Phone: (540) 820-2782 **Address:** One Court Square, Harrisonburg, VA 22801

Architect: Grimm + Parker **Contact:** Jim Boyd **Phone:** (434) 296-5353

Address: 123 East Main St., 2nd Floor, Charlottesville, VA 22902

PPEA-DB

As a product of the Public-Private Education and Infrastructure Act (PPEA) process, this new high school was designed to resolve the issue of overcrowding within the city's educational system. Totalling nearly 257,800 square feet, this high school offers nearly 40 classrooms throughout the building. The exterior is comprised of a blend of brick, aluminum, and metal paneling to bring the three-story structure all together.

Notable Involvement:

- Board Member (incoming 7/1/25) – Harrisonburg Rotary Club
- Board Member – MTC Foundation Board
- Director and Chairman (voluntary)– St. Paul's Cemetery Committee
- Facilities Chair – First Presbyterian Court Square
- Nielsen Representative – Shenandoah Valley Partnership
- Volunteer Cross Country Coach – TA High School



JACOB HULL

Senior Vice President of Operations

Jacob is responsible for all operational activities. He will be active with project budget development, value engineering analysis, resource allocation, workforce monitoring, and schedule development. Frequently, Jake will be in contact with all project participants, clients, and committees.

Began Construction Experience:
2006

Employed by Nielsen:
2006

Education Background:
Bachelor of Science, Lynchburg
College

Rocktown High School

Contract amount: \$102 million

PPEA/ Design-Build

Owner: School Board of the City of Harrisonburg, VA **Contact:** Craig Mackail **Phone:** (540) 820-2782 **Address:** One Court Square, Harrisonburg, VA 22801

Architect: Grimm + Parker **Contact:** Jim Boyd **Phone:** (434) 296-5353
Address: 123 East Main St., 2nd Floor, Charlottesville, VA 22902

As a product of the Public-Private Education and Infrastructure Act (PPEA) process, this new high school was designed to resolve the issue of overcrowding within the city's educational system. Totalling nearly 257,800 square feet, this high school offers nearly 40 classrooms throughout the building. The exterior is comprised of a blend of brick, aluminum, and metal paneling to bring the three-story structure all together.

Wilson Hall Renovations

Contract amount: \$20.4 million

CM at Risk

Owner: James Madison University **Contact:** Kirk Morris **Phone:** (540) 568-3003
Address: 752 Ott St. Harrisonburg, VA 22807

Architect: Glave & Holmes Architects **Contact:** Lori Garrett **Phone:** (804) 649-9303
Address: 2101 E. Main St. Richmond, Virginia

Originally built by Nielsen in 1930, Wilson Hall stands as the face of James Madison University's iconic Quad. Through this CM at Risk project, Nielsen transformed the building to house the History Department. The flooring, wall finishes, and ceilings were replaced and/or refinished. The entire electrical and lighting system was upgraded while the building was ultimately a skeleton. A mechanical room was created in the attic after a structural build out was performed so the facility did not lose any operating space on the main levels. Externally, all of the concrete spandrel panels and other exterior woodwork features received new paint.

Bluestone Elementary School

Contract amount: \$25 million

PPEA/ Design-Build

Owner: School Board of the City of Harrisonburg, VA **Contact:** Craig Mackail **Phone:** (540) 434-9916 **Address:** One Court Square, Harrisonburg, VA 22801

Architect: VMDO Architects, P.C. **Contact:** Robert Moje **Phone:** (434) 296-5684
Address: 200 East Market St., Charlottesville, VA 22902

Bluestone Elementary School is built on a 10-acre lot across the street from Harrisonburg High School. It is a three-story facility for grades Pre-K through Fifth, along with associated playgrounds and sports fields. The building is 103,000 gross square feet with cast-in-place concrete foundations and steel framing for the structural system. The exterior façade consists of brick, stone, metal, wood-faced wall panels, glass, and cedar. A 70-well geothermal well field provides heat exchange for water source heat pumps located throughout the building.



AARON TROVATO

Director of Special Projects

Aaron's duties, between on and off-site management, ensures the project remains on schedule, meets budget requirements, and is built in accordance with the contract documents. He coordinates our Small/Special Projects division operations and is instrumental in regards to communication between the owners, field personnel, designers, and client groups as well as subcontractors and suppliers. Aaron will maintain expected delivery.

Began Construction Experience:

2008

Employed by Nielsen:

2017

Education Background:

Bachelor of Arts & Science in Construction Management, Appalachian State University

Cavalry Scout Squad Leader, United States Army 1999-2003

JMU - UREC Adventure Center

Contract amount: \$25,812

This overall project included a space expansion to the adventure center at UREC.

Sentara RMH—Free Clinic

Contract amount: \$960,000

This overall project included a renovation of a 3-story multi-functional facility funded through Sentara RMH. This facility will host and provide healthcare services for the community and at risk populations.

JMU - Godwin Hall Ramp Repairs

Contract amount: \$128,716.20

Performed repairs for the Godwin Hall ramp. Work included extra milling and hydro demolition to expose the slab for new coating.

Riddleberger Brothers, Inc. Office Addition 2023

Contract amount: \$1.2 million

As a product of Design-Build procurement, Nielsen was hired by Riddleberger Brothers, Inc. to build an 7,837 square foot office addition on to their existing facility. Included in the footprint of the addition were numerous offices, two restrooms, and a large multipurpose area to be used for conferences, training, and more.

Other Notable Projects:

Since joining Nielsen in 2017, Aaron has been a reliable Team Leader who strives for exceptional work. In the last seven years, as additional projects to the ones above, Aaron has been the Director for Small/Special projects coordinating all facets of projects with private customers, Sentara Health, and JMU.

- Numerous JMU On Demand Projects
- An MRI Room Renovation at Sentara RMH
- A Nuclear Medicine Room Renovation for Sentara RMH
- X-ray Room Renovations at Sentara RMH
- Kendall (Independent Living Facility)
- And more...



CLAY HOTTINGER

Assistant Director of Special Projects

Clay's duties, between on and off-site management, ensures the project remains on schedule, meets budget requirements, and is built in accordance with the contract documents. He helps coordinate our Small/Special Projects division operations and is instrumental in regards to communication between the owners, field personnel, designers, and client groups as well as subcontractors and suppliers. Clay will maintain expected delivery.

CM at Risk

Began Construction Experience:

2022

Employed by Nielsen:

2022

Education Background:

Bachelor of Science, Virginia Polytechnic Institute and State University

Middle School Wing Additions & Renovations (Riverheads HS)

Contract amount: \$27.1 million

Owner: Augusta County Public Schools **Contact:** Dr. Eric Bond **Phone:** (540) 245-5110

Address: 18 Government Center Ln., Verona, VA 24482

Architect: RRMM Architects **Contact:** Ben Motley **Phone:** (540) 344-1212

Address: 28 Church Ave. SW, Roanoke, VA 24011

As part of a two-part capital project for Augusta County Public Schools, this project was designed to construct an entire middle school wing on to the existing Riverheads High School footprint. In total, this new, 64,555 square foot middle school wing addition will house grades 6th through 8th and offer adequate space for 350 students. All of the necessary classrooms, labs, and learning components were included in the addition, with the only shared common areas being the lunchroom, auditorium, and main gymnasium as needed. Included in the scope too, was the addition of an auxiliary gym on to the high school.

Adagio House Ramp Replacement

Contract amount: \$28,000

Owner: The Healing Collective, LLC **Contact:** April Hepler

Address: 1000 Chicago Ave., Harrisonburg, VA **22801 Phone:** (540) 421-9564

Architect: Engineering Solutions **Contact:** Troy Rudolph

Address: 1010 N. Main St., Harrisonburg, VA 22802 **Phone:** (540) 442-8787

The Adagio House ramp replacement is a project for a non-profit organization located on 1000 Chicago Avenue in Harrisonburg. The project consisted of two major areas of work: demolition and Rework/renovation. The existing concrete slab, ramp, guardrail, and columns were demoed. Following demolition, a new concrete slab, ADA compliant ramp, columns and railing were installed. The new ADA ramp ensures accessibility for all individuals, and the new concrete slab, columns, and railing creates a new and inviting atmosphere at the Adagio House.

Other Notable Projects

Since joining Nielsen in 2022, Clay has been a reliable team member who strives for exceptional work. In the last 2 years as additional projects to the ones above, he has been a part of Small/Special projects such as:

Waynesboro First Baptist - Columbarium- \$171,370

Merck Health Services—\$1.7 Million

Merck EKV B69A Foundation Façade Repairs—\$198,000

Merck B24 Health Services—\$460,000



DUKE ORREN

Superintendent

Duke's responsibilities include directing all activities on the project site in accordance with the preestablished policies, schedules, budgets, plans, specifications, and procedures. He will also be in charge of lines, control points, and quality of workmanship.

Began Construction Experience:
1998

Employed by Nielsen:
2016

Riddleberger Brothers, Inc. Office Addition 2023

Contract amount: \$1.2 million

Owner: Riddleberger Brothers, Inc. **Contact:** Daniel Blosser

Address: 6127 South Valley Pike, Mt. Crawford, VA 22841 **Phone:** (540) 574-5908

Architect: Gaines Group Architects **Contact:** Charles Hendricks

Address: 141 W. Bruce St. #201, Harrisonburg, VA 22801 **Phone:** (540) 437-0012

As a product of Design-Build procurement, we were hired by Riddleberger Brothers, Inc. to build an 7,837 square foot office addition on to their existing facility. Included in the footprint of the addition is numerous offices, two restrooms, and a large multipurpose area to be used for conferences, training, and more.

Mattie Drive House Renovation

Contract amount: \$182,169

This project consisted of renovating a Respite House for Sentara Health and Strength in Peers. This facility will serve people in recovery who do not have a place to call home. The newly renovated home is located right behind the Sentara RMH campus

Home Instead Senior Care Renovations

Contract amount: \$1.2 million

This project was designed to turn an existing building in to a senior care facility. The scope of work detailed a complete gut of the interior and replacement of new finishes.

Sentara RMH Occupational Health Center Renovations

Contract amount: \$462,587

Performed a renovation project at the Sentara RMH Occupational Health Center that turned existing space in to a rehabilitation space for orthopedic patients. This required installing new finishes and flooring, too.

Sentara RMH Door & Hardware Renovations

Contract amount: \$75,000

This project involved replacing doors and hardware all around the Sentara RMH complex in Harrisonburg, Virginia. With a need for new doors, the included hardware and access controls needed to be installed, too. It was a very in-depth project.



KEVIN CRIDER

Superintendent

Kevin's responsibilities include directing all activities on the project site in accordance with the preestablished policies, schedules, budgets, plans, specifications, and procedures. He will also be in charge of lines, control points, and quality of workmanship.

Began Construction Experience:

1996

Employed by Nielsen:

1996

JMU - UREC Adventure Center

Contract amount: \$25,812

This overall project included a space expansion to the adventure center at UREC.

Sentara RMH—Community Care Center

Contract amount: \$78,443

This project was the renovation of the Community Care Center located in Harrisonburg, VA. Work included a mix of demo and renovation where we installed new blocking, worked on the plumbing and electrical systems, implemented a new storefront with access control, and patched/painted where necessary.

JMU - Godwin Hall Ramp Repairs

Contract amount: \$128,716.20

Performed repairs for the Godwin Hall ramp. Work included extra milling and hydro demolition to expose the slab for new coating.

JMU—Student Success Center Buildouts

Contract amount: \$167,372

This overall project included multiple areas of focus and work—on the second and third floors, we performed an office buildout, on the first floor, we demolished a wall and implemented a new door opening and conduit for electrical and data, and built out an Auntie Annes.

Other Notable Projects:

- Rockingham Insurance Waterproofing
- UVA Medical Door and Hardware Replacement
- LSC Communications Wood Frame Repairs
- Staunton City Courthouse Repairs
- Riddleberger Brothers, Inc. Chiller Pad Installation
- Staunton City Waste Treatment Overhead Door Installation
- Elkton Elementary School Renovations
- JMU Memorial Hall Roof Renovations
- McKee Foods Locker Room Renovations
- SunTrust Bank Renovations—New Market



BRANNON HOTTINGER

Superintendent

Brannon's responsibilities include directing all activities on the project site in accordance with the preestablished policies, schedules, budgets, plans, specifications, and procedures. He will also be in charge of lines, control points, and quality of workmanship.

Began Construction Experience:
1996

Employed by Nielsen:
2023

Certifications:

- OSHA 30
- ICRA Certified
- ASHE
- CPR
- Class A Contractor

Sentara - South Main

Contract amount: \$852,000

Performing an entire renovation of the first floor, all exam rooms, hallways, casework, labs, and nurse stations for Sentara Health at their South Main Facility.

JMU - Converse Hall Renovation

Contract amount: \$18,390.43

This project to renovate Converse Hall consisted of renovating the Hall Director's apartment. Work included removing doors and frames, infilling existing frames, adding doors and painting.

JMU - Harper Allen-Lee (Dance Studio)

Contract amount: \$19,020.80

Performed demolition of a raised floor to prepare for a future dance studio.

Sentara - Evelyn Byrd Health Center

Contract amount: \$21,634

Performed an Office Renovation for Sentara Health at their Evelyn Byrd Facility.



JUSTIN LINDSAY

Superintendent

Justin's responsibilities include directing all activities on the project site in accordance with the preestablished policies, schedules, budgets, plans, specifications, and procedures. He will also be in charge of lines, control points, and quality of workmanship.

Began Construction Experience:

2011

Employed by Nielsen:

2011

Certifications:

- Certified Welder
- OSHA 10
- Forklift & Excavator Certified
- ASHE
- CPR

Watson Auditorium Seating Replacement

Contract amount: \$446,473

Owner: Wilson Workforce and Rehabilitation Center **Contact:** Mark Snodgrass

Address: 28 Andrew Russell Ln. Fishersville, VA 22939 **Phone:** (540) 290-3260

Architect: Spectrum Design **Contact:** David Venable

Address: 10 Church Ave. Roanoke, VA 24011 **Phone:** (540) 342-6001

This project to renovate the Watson Auditorium consisted of removing and replacing the auditorium seating, all new flooring, seal and repair the existing concrete, painting and installing new acoustical panels.

JMU Pool Renovation

Contract amount: \$271,529

Owner: James Madison University **Contact:** Mike Derrow

Address: 181 Patterson Ln. Harrisonburg, VA 22807 **Phone:** (540) 568-7127

Architect: LDD Blueline **Contact:** Anna Campbell

Address: 126 W. Bruce St. Harrisonburg, VA 22801 **Phone:** (540) 437-1228

The Savage Natatorium as the facility is named, is an eight-lane, 25-yard facility with two 1-meter boards, two 3-meter boards. This project was a renovation to upgrade the existing pool in Godwin Hall on JMU's campus.

Staunton YMCA Pavilion

Contract amount: \$736,489

Owner: Staunton-Augusta YMCA **Contact:** Josh Cole

Address: 708 N. Coalter St. Staunton, VA 24401 **Phone:** (781) 551-0360

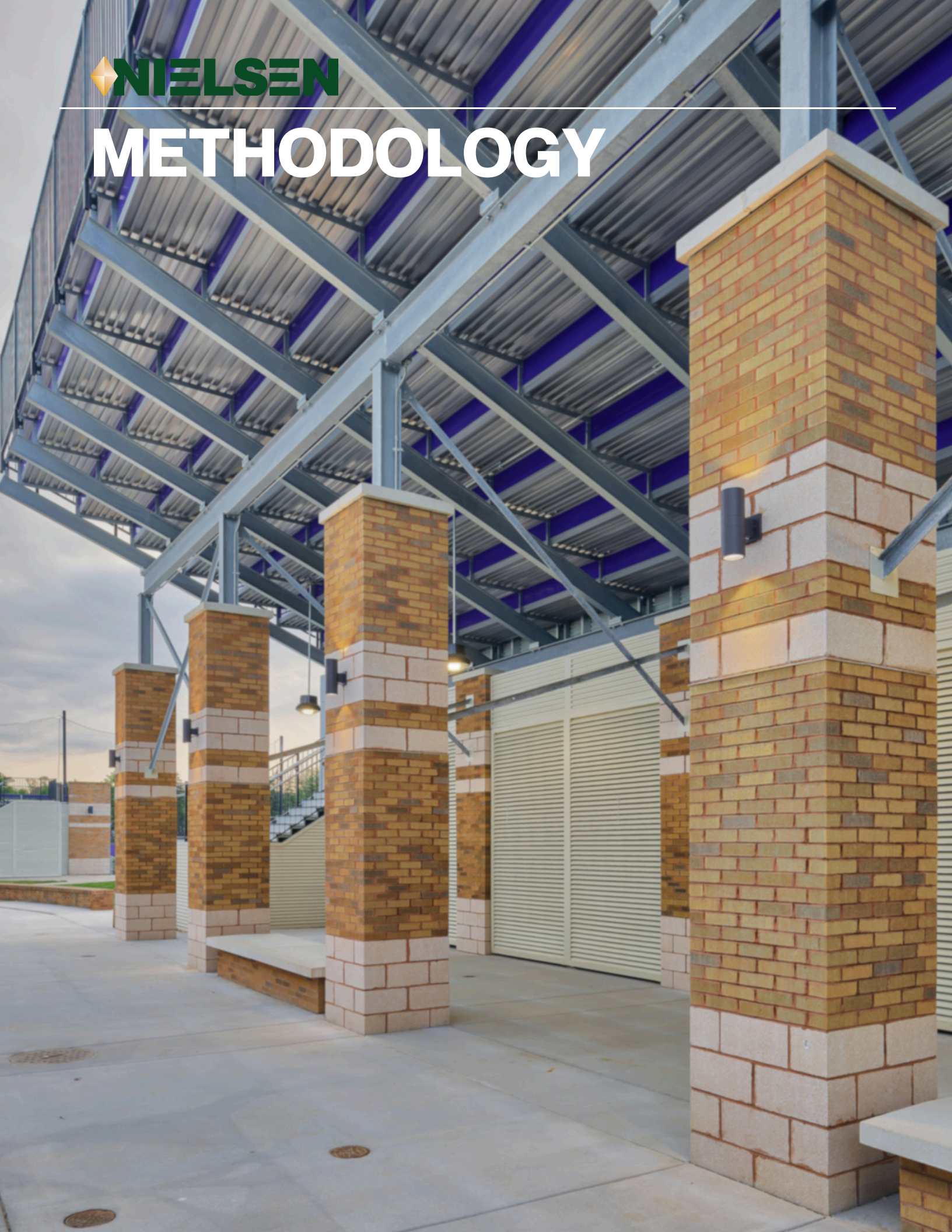
Architect: Lineage Architects **Contact:** John Garber

Address: 98 Lee Highway, Verona, VA 24482 **Phone:** (540) 248-3771

The YMCA secured funds to create this project to serve their "day camp" operations just outside the city limits. This 4,000 sf project serves as the potential first phase of additional construction that will increase capacity and functionality for the Staunton YMCA.



METHODOLOGY



We have many focus points that we emphasize to ensure continuous progress and safety. Prior to starting a project, we create a schedule that details objectives and expectations and brief all personnel so that everyone understands the means to meeting the goal. Our Directors and Project manager strongly demonstrate the ability to understand the needs of a project, gather the proper subcontractor team and work closely with the on-site supervisor to execute the building plan. Our on-site supervisor's added value is they work with their hands as well as coordinating the day-to-day activities on-site. This means better production rather than delays waiting for subcontractors to arrive.

Nielsen's commitment to every project is always 100%. From start to finish, we make sure our team members are dedicated to seeing the success of that project. Our resources, personnel, and investment all combine together to make for efficient progression. We take pride in providing our clients with the ultimate satisfaction; any resources, personnel, and investments that are assigned to a project remain until completion. We understand that your project is valuable to you, therefore it is valuable to us. Given the nature and size of these projects, we are completely willing to furnish Commonwealth of Virginia Standard Performance and Labor and Material Payment Bonds for projects when requested by the Institute.

Thomas Moomaw, Chief Operations Officer, and Jacob Hull Senior Vice President of Operations will be responsible for all operational activities on behalf of Nielsen with this contract, Aaron Trovato, Director of Special Projects and Clay Hottinger, have the task of coordinating with subcontractors, reviewing submittal logs, and handling project documents. Additionally, Duke Orren Justin Lindsay, Brannon Hottinger and Kevin Crider will be on-site as superintendents.

Subcontractors are a vital component of the engine that powers any construction project and no project would be successful without their performance. Below is a reliable subcontractors that we will consider for given trades:

Earthwork/Site Utilities: Randy Hostetter Excavation

Asbestos Abatement: Semco Asbestos

Interior Architectural Woodwork/Cabinets: Legacy Cabinets & Millwork

Roofing: Skyline Roofing

Painting: Black's Brothers Painting

Plumbing: A-Able Plumbing

Sprinkler Systems: ABC Fire Inc.

Electric: Design Electric, Varney Inc.

HVAC: Riddleberger Bros, Inc., Air Quality Systems, Inc.

Flooring: Blacks Paint & Wallcovering, McDaniel Contractor Services

****not all trades listed.**

NIELSEN

SWAM



E. This solicitation is SET-ASIDE for certified Small, Woman-owned, and/or Minority-owned businesses. Only those businesses certified by the Virginia Department of Small Business and Supplier Diversity are eligible to respond to this solicitation.

Proven Track Record

We regularly exceed the goals set for projects with state organizations and institutions within VASCUPP.

100%

Nielsen Builders is a certified “small” firm through the Department of Small Business and Supplier Diversity.

Networking Opportunities

We are proactive in engaging subcontractors and identifying new partners to work with

All Nielsen Projects achieve 100% SWaM participation due to our classification as a small business. Additionally, we strive to include and diversify our spend with other SWaM firms on all construction projects.



REFERENCES



1908 Nielsen was founded.

Higher education projects. **500+**

80 Employees.

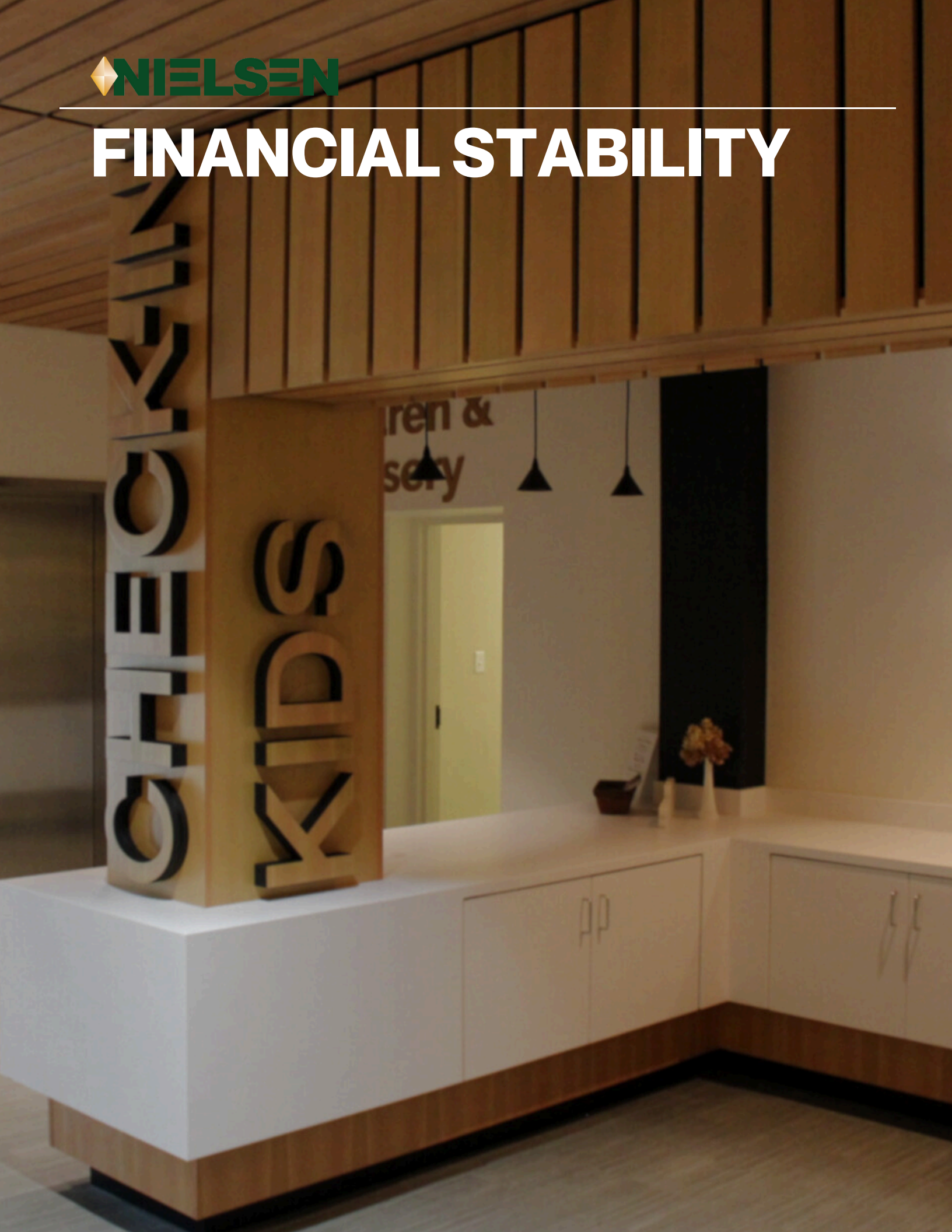
Regular VASCUPP clients. **3**

See Attachment D for recent educational and governmental references.





FINANCIAL STABILITY





To Whom It May Concern:

We are privileged to be the Surety Agent for Nielsen Builders, Inc. and consider this Company to be one of our most valued clients. Their bond needs are handled by Travelers Casualty and Surety Company of America (Travelers) which is one of the leading bond companies in the country. Travelers has an A.M. Best Rating of “A++ (Superior)” financial size category XV (\$2 Billion or greater) and is listed as an approved surety company in the Circular 570.

The management team of Nielsen Builders, Inc. demonstrates excellence and added value to the projects they undertake. Nielsen Builders, Inc.’s construction and construction management performance is of a magnitude and quality that cast them in a significant and unique role in the construction marketplace. They have earned the respect of their Surety Company, owners, architects, and engineers through the years. Without question, we can recommend this company to you, and we think that you will quickly see the high degree of professionalism and expertise they offer.

Nielsen Builders, Inc. has the financial capacity to bond single projects in the \$125,000,000.00 range with an aggregate capacity of \$200,000,000.00. These are parameters not limits. We have complete confidence in this company and its management, as they are financially responsible and businesslike in their operation.

Should Nielsen Builders, Inc. be awarded a contract for a project, then naturally, we would expect that the execution of any final bonds would be subject to a review of the final contract terms, conditions and financing by our client and Travelers. We assume no liability to third parties or to you if for any reason we do not execute said bonds.

Sincerely,

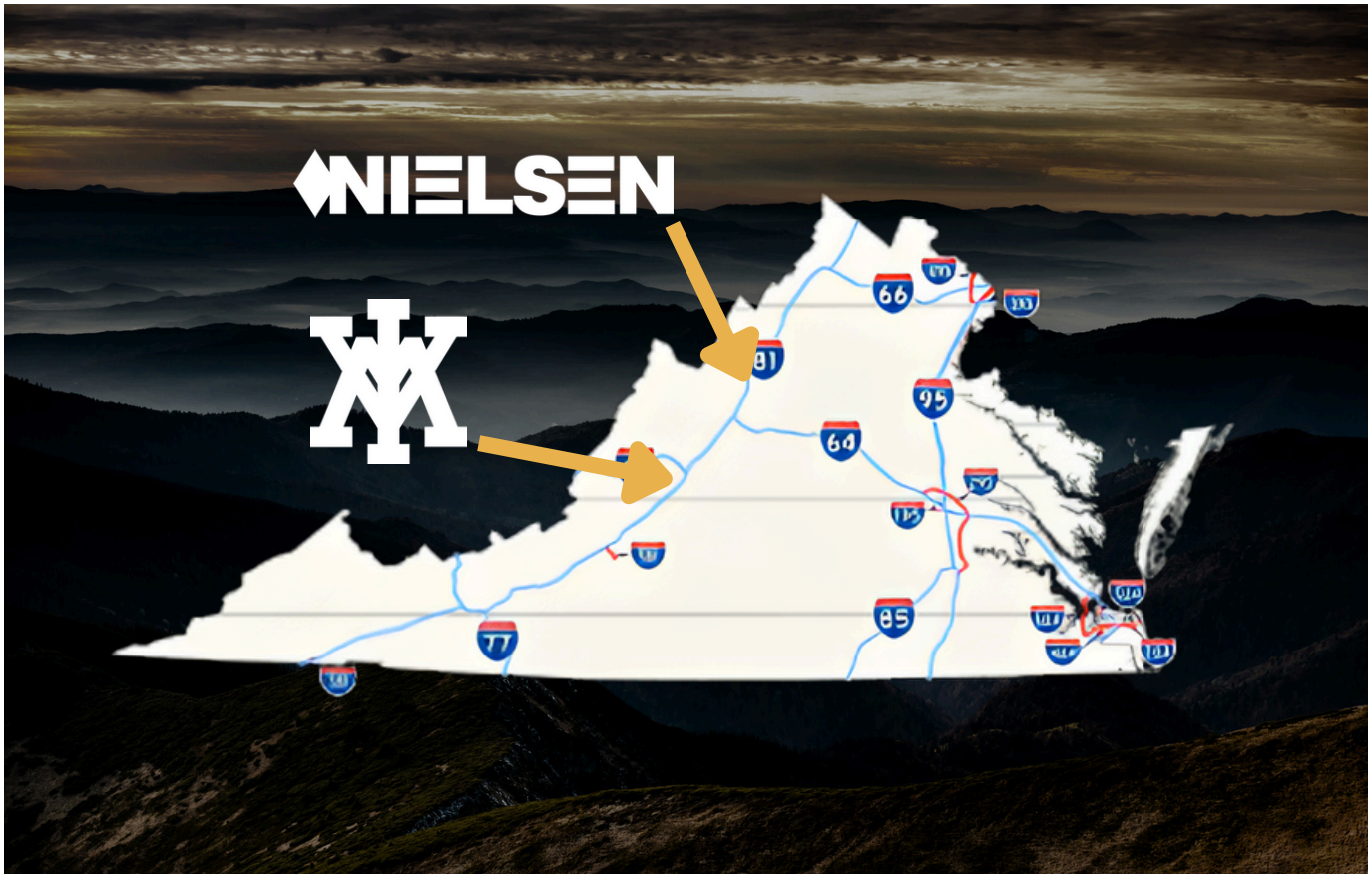


Evan Black
Attorney-in-Fact
Travelers Casualty and Surety Company of America



GEOGRAPHIC LOCATION





Nielsen operates out of one main office location, which is in Harrisonburg, Virginia. The physical address to our main office is 3588 Early Road, Harrisonburg, Virginia, 22801. Our location is within an hour of VMI and interstate access is extremely close; our team can travel back and forth from site to office/yard should they need anything and not delay the project. Convenience is key, and we offer that with our location.



ATTACHMENTS





ATTACHMENT B

CONFLICT OF INTEREST STATEMENT

RFP# V211-26-018

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: Nielsen Builders, Inc.

ADDRESS: 3588 Early Rd.

CITY/STATE: Harrisonburg, VA 22801

TELEPHONE NUMBER: (540) 434-7376

FEDERAL ID NUMBER(FIN): 54-0540965

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

- SMALL BUSINESS () INDIVIDUAL BUSINESS
- () WOMAN-OWNED BUSINESS () SOLE PROPRIETORSHIP
- () MINORITY-OWNED BUSINESS () PARTNERSHIP
- () SHELTERED WORKSHOP () CORPORATION

RELATIONSHIP WITH THE COMMONWEALTH 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 2.1-639.1639.24?

() YES NO

IF YES, EXPLAIN:



December 2, 2025

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) _____



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. 117 Years
Months

Provide a list of current references, either college, Educational Institutions, and/or other companies that your firm is servicing. Include the length of service, dollar volume, year contract was entered into, and the name and address of the person the State has your permission to contact. Such listing shall be comprehensive of your firm's customer base and can be formatted as follows:

CURRENT ACCOUNTS:

Table with 3 columns: Account Name, Address & Phone #; Length of Service; \$ Volume/Year. Contains 5 rows of current account data.

LOST ACCOUNTS:

Table with 3 columns: Account Name, Address & Phone #; Length of Service; \$ Volume/Year. Contains one row with 'N/A' and four empty rows.

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



James Madison University

Address: 181 Patterson St. Harrisonburg, VA 22807

Contact: Gary Shears, (540) 568-2850

Dollar Volume /Yr: \$2,000,000

Description: AUBC Locker Room: Created extra locker room in new arena; Varner House: Replace windows; Parking Deck Fencing: Added fencing for various parking lots for safety purposes

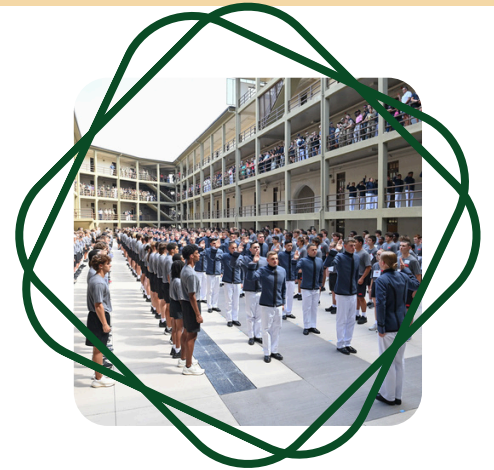
Virginia Military Institute

Address: 305 Freeland House. Lexington, VA 24450

Contact: Aaron Groah (540) 464-7021

Dollar Volume /Yr: \$1,000,000

Description: Glass House: Demolished and restored grade; Laundry Room Cabinets: Dispose of cabinetry and install new appliances; Post Security: Low bid for post security project (No award). Barracks Courtyard Reno



University of Virginia (Medical)

Address: 1571 Pratt Dr. Charlottesville, VA 22904

Contact: Berhan Aljiji (434) 982-4611

Dollar Volume /Yr: \$10,000,000

Description: UVA CSS: ICRA Wall; UVA Switchgear: Replacement of hospital switchgear. Zion Crossroads, Riverside: full floor office renovation; Darden Garage: parking deck repairs



Sentara RMH Medical Center

Address: 2010 Health Campus Dr. Harrisonburg, VA 22801

Contact: Rob Lynch (434) 981-3327

Dollar Volume /Yr: \$1,000,000

Description: Office Upfits, Satellite Office Builds, Room Renovations, Equipment Upgrades



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: Nielsen Builders, Inc

Preparer Name: Stephen D. Howard Date: 12/2/2025

Instructions

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

Section A

CERTIFICATION TYPE (check only one below):

Small Business

Small and Women-owned Business

Small and Minority-owned Business

Certification Number: 653299 Certification Date: 12/26/2023
Expiration Date: 12/26/2028

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.

COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation
9960 Mayland Drive, Suite 400, Richmond, VA 23233

Telephone: (804) 367-8500

EXPIRES ON
12-31-2026

NUMBER
2701002224

BOARD FOR CONTRACTORS
CLASS A CONTRACTOR
CLASSIFICATIONS CBC RBC

NIELSEN BUILDERS INC
3588 EARLY ROAD
HARRISONBURG, VA 22801



Barbara
Barbara Washburn, Director

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

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

DPOR-LIC (02/2017)



COMMONWEALTH of VIRGINIA
Department of Professional and Occupational Regulation

CLASS A BOARD FOR CONTRACTORS
CONTRACTOR

CLASSIFICATIONS CBC RBC
NUMBER: 2701002224 EXPIRES: 12-31-2026

NIELSEN BUILDERS INC
3588 EARLY ROAD
HARRISONBURG, VA 22801



(FOLD)

(DETACH HERE)

DPOR-PC (02/2017)

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

COMMONWEALTH OF VIRGINIA



DEPARTMENT OF SMALL BUSINESS & SUPPLIER DIVERSITY

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

NIELSEN BUILDERS, INC.

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: 653299
Valid Through: Dec 26, 2028

Accordingly Certified

Willis A. Morris

Willis A. Morris, Director

