

Virginia Military Institute
Lexington, Virginia 24450-0304

REQUEST FOR QUALIFICATIONS

RFP# V211-19-075-03

Issue Date: 18 December 2020

Title: On-Demand Trades Pool for Renovation and Repair Services
SET-ASIDE FOR SBSO Certified SWaM VENDORS ONLY -- Limited to Area 103

Due Date: 20 January 2020 at 2:00 PM EST (mailed or hand delivered to VMI Procurement Services)

Commodity Code: 91200 – Construction Services, General

Issuing Agency: Virginia Military Institute
Procurement Services, 314 Smith Hall
Lexington, VA 24450

Period of Contract: Date of Award through 31 December 2021 (Annually Renewable Thereafter for two (2) successive one year renewals). Contractors not initially awarded a contract through this solicitation may submit proposals annually after public solicitation following the prescribed method for submission found herein.

Proposals should be mailed directly to the Issuing Agency shown above. Due to COVID-19 protocols, we are not available to accept hand-delivered proposals.

IDENTIFICATION OF BID ENVELOPE: The signed bid should be returned in a separate envelope or package, sealed and identified as instructed in Section IX, paragraph H. The envelope should be addressed as directed in the heading of this Page of the solicitation. No other correspondence or other bids should be placed in the envelope.

PRE-PROPOSAL CONFERENCE- No pre-proposal conference will be held for this solicitation.

All Inquiries for Information Should Be Directed To: MAJ Lynn W. 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 Qualifications 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:

Ebenezer Electric LLC

1810 Reddy Dr #4113

Woodbridge, VA Zip Code: **22194**

EVA Vendor ID or DUNS number **93-767-3742**

E-mail: **Fredy@EbenezerElectric.com**

Date: **1/19/2021**

By:

Name: **Fredy Vasquez**

(Please Print)

Title: **President**

Phone: **(703) 652-8478**

Fax: ()

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, or any other basis prohibited by state law relating to discrimination in employment.

COPY

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Response to RFP, Section VII, B

1. Qualifications and Experience

- A. Fredy Vasquez and Saul Vasquez will have knowledge of an agreement with the Institute.

Fredy Vasquez

President/General Manager - Fredy plays an important role in the daily operations of Ebenezer Electric. He has over 17 years of experience in business management. He has taken many engineering courses at George Mason University, including Construction Management.

Email: Fredy@EbenezerElectric.com

Saul E. Vasquez

Vice President/ Project Manager. Saul is an experienced Master electrician with over 18 years of experience. He is a licensed master electrician in the states of Virginia, Maryland and Washington, D.C.

Email: Saul@EbenezerElectric.com

- B. General Experience: Ebenezer Electric is an electrical contractor company, serving commercial businesses throughout Northern Virginia, Maryland, and the DC area. Our company was established in March 2008. We are electrical contractors with several years of experience, in providing electrical repair and services for commercial businesses. We are highly skilled electricians who install, maintain, and repair electrical systems in order to ensure proper working order and safety. We have vast experience working for state government, local government and universities as on-demand contractors.

- C. List of On-demand clients comparable to the Institute's nature of project

a. Virginia Tech

- i. Mary Seyler, 540-231-3813
- ii. 300 Turner Street NW, Ste 2100. Blacksburg, VA 24061
- iii. Contract since June 24, 2019
- iv. 2020 contract amount - \$151,238.16

b. Virginia Commonwealth University

- i. Teresa Hall, 804-828-3409
- ii. 912 W. Grace Street, 5th Fl. Richmond, VA 24061
- iii. 2020 contract amount - \$60,040.00

c. Old Dominion University

- i. Neil Cutler, 757-683-3105
- ii. 4401 Powhatan Avenue, Norfolk, VA 23529
- iii. Contract since August 29, 2019
- iv. 2020 contract amount \$96,115.39

- D. Clients lost within the last three years - None

2. Plan for providing services

- A. When the Institute has a new project out for bid, we will submit our bid per instructions. We will provide a project schedule and discuss any power outages, if necessary, and access to rooms/classrooms before we start any project. If it's a project that we need to do in phases, we will make sure the Institute knows how we plan on completing the project, the means and methods so everybody has a clear understanding of what and how we will perform the work. We believe communication is key to successfully completing any project, for this reason, we always send a daily report at the end of the day. Our electricians performing the work on site, have experience and knowledge in the electrical field. We will perform the work to the highest standards and in a safe manner.
- B. Our commitment to our clients, and in this case to the Institute, is to provide outstanding electrical services by following our core values of commitment to service excellence, complete each project on or ahead of schedule, within budget, and without compromise to the highest level of quality and safety. For this on-demand contract, the projects estimate is between \$5,000 and less than \$50,000, which would be small projects compared to the type of projects we normally perform. Our commitment to the Institute is to provide the resources, personnel and investment necessary to successfully complete any project awarded.
- C. For the nature of our work, most of the time we self-perform all of the work. If we have to use a subcontractor, we have a very good working relationship with JFJ Contractors, Inc., which we plan to use for any subcontracting work. They offer engineering and construction services, and are SWaM certified.
- D. Our prices are competitive and we agree to the terms and conditions under this RFQ. We offer one year labor warranty for our work.
- E. The projects estimate for this on-demand contract is less than \$50,000, performance and labor and material payment bonds are normally required for projects above \$100,000, but if required, we can provide any bonding.

3. SWaM certification

Ebenezer Electric, LLC is a small and minority-owned business.

4. References - please see attached form

5. Financial Stability - please attached financial statement

6. Geographic Location - We are located in Woodbridge, Virginia, but do work throughout the state.

List of Current or Prior State Projects

Project Title: Automatic Transfer Switch Replacement at MRDCC
Owner: State of Maryland Dept. of Public Safety and Correctional Services
Owner Contact: Scott Snyder, 410-209-2101, scott.snyder@maryland.gov
Date of Service: October 2018
Description: Replaced (1) 600 A automatic transfer switch.
Contract Amount: \$49,340.00
Type of Contract: Prime - self-performed 100% of the work

Project Title: Fire Department Electrical Work - Generators installation
Owner: Town of Ocean City
Owner Contact: Terry McGean, 410-289-8796, Tmcgean@oceancitymd.gov
Date of Service: October 2018
Description: Installed two owner furnished generators at two different fire stations.
Contract Amount: \$45,969.00
Type of Contract: Prime - self-performed 100% of the work

Project Title: Replace Breaker Panel, Visitor Center, Seneca Creek State Park
Owner: State of Maryland Dept. of Natural Resources
Owner Contact: Jovito Pacaanas, 410-260-8937, jovito.pacaanas@maryland.gov
Date of Service: February 2019
Description: Replaced (1) 400A main service electrical panel
Contract Amount: \$6,416
Type of Contract: Prime - self-performed 100% of the work

Project Title: Fire Administration Blvd - electrical equipment replacement
Owner: The city of Lynchburg, Va
Owner Contact: Randall Dalton, 434-455-4407, randy.dalton@lynchburgva.gov
Project Engineer: Master Engineers & Designers
Date of Service: January, 2020
Description: Replace 600 amps switchgear, CT cabinet and six panels.
Project Amount: \$74,682.52
Type of Contract: Prime - self-performed 100% of the work

Project Title: Critical Electrical Feed Moisture Elimination - Vocational
Bon Air Juvenile Correctional Center
Owner: Department of Juvenile Justice, VA
Owner Contact: Jennings James, 804-588-3843, randall.james@djj.virginia.gov
Project Engineer: Say Consulting Group
Date of Service: August, 2019
Description: Replace 200 amps electrical service.
Project Amount: \$44,524.00
Type of Contract: Prime - self-performed 100% of the work

Project Title: Northern Virginia Community College, Alexandria Campus
Engineering Building A, Panelboard Replacement
Owner: Virginia Community College System
Owner Contact: Chuck Gambrell, 703-764-6006, cgambrell@nvcc.edu
Project Engineer: Astute Engineering, LLC
Date of Service: August, 2019
Description: Replace 100 amps panel and circuits wiring
Project Amount: \$14,599.41
Type of Contract: Prime - self-performed 100% of the work

Project Title: Virginia Western Community College
Whitman Auditorium - Lighting Upgrade
Owner: Virginia Community College System
Owner Contact: Reginald Walke, 540-857-6456, rwalker@viriniawestern.edu
Project Engineer: RRMM Architects
Date of Service: February, 2019
Description: Replace auditorium lighting and controls
Project Amount: \$89,530.00
Type of Contract: Prime - self-performed 100% of the work

Project Title: J. Sargeant Reynold Community College, Parham Road Campus
Exterior Lighting - Georgiadis Hall
Owner: Virginia Community College System
Owner Contact: Daniel Jewett, 804-819-4914, djewett@vccs.edu
Project Engineer: Moseley Architects
Date of Service: July, 2019
Description: Install exterior lighting
Project Amount: \$44,432.00
Type of Contract: Prime - self-performed 100% of the work

Project Title: Automatic Transfer Switch Upgrade at Ashland Headquarters for VDOT
Owner: Virginia Department of Transportation
Owner Contact: Randy Bagley, 804-524-6327, Carl.Bagley@vdot.virginia.gov
Project Engineer: Simmons, Rockecharlie and Prince, Inc.
Date of Service: September 2017
Description: Install one 130 kw standby diesel generator, one 500 amps automatic switch and One 600 amps automatic switch.
Project Amount: \$55,210.00
Type of Contract: Prime - subcontracted work for the concrete pads.

Project Title: Tidewater Community College, Norfolk Campus,
Martin Building Electrical Upgrades
Owner: Virginia Community College System

Owner Contact: Shelley Bains, 804-819-4996, SBains@vccs.edu
Project Engineer: Thompson Consulting Engineers, Inc.
Date of Service: March, 2018
Description: Install one 500 amps main panel, six 100 amps sub-panels, and one 150 KVA Transformer.
Project Amount: \$65,750.00
Type of Contract: Prime - subcontracted work for the drywall repairs/paint

Project Title: Onancock Readiness Center Electrical Upgrades and Generator
Owner: Department of Military Affairs
Owner Contact: Clint Bailey, 434-298-6432, clint.a.bailey2.nfg@mail.mil
Project Engineer: DJG, Inc.
Date of Service: December 2018
Description: Install one 100 kw standby generator, replacement of existing panelboards, located throughout the armory and the annex.
Project Amount: \$115,800.00
Type of Contract: Prime - subcontracted work for the concrete pads.

Project Title: Emergency Generators - 2 Locations -Justice Bldg & Adult Detention Center
Owner: The City of Newport News
Owner Contact: George Batts, 757-592-2101, gbatts@nnva.gov
Project Engineer: Thompson Consulting Engineers, Inc.
Date of Service: March, 2019
Description: Install one 100 kw and one 150 kw standby generators
Project Amount: \$233,850.00
Type of Contract: Prime - subcontracted work for the concrete pads.

Project Title: Walton Middle School Switchgear and Panels Replacement
Owner: Albemarle County
Owner Contact: Neale Craft, 434-882-2416, ncraft@albemarle.org
Project Engineer: 2RW Consultants, Inc.
Date of Service: August, 2019
Description: Replace 1400A switchgear and 19 panelboards
Project Amount: \$166,016.49
Type of Contract: Prime - self-performed 100% of the work

Project Title: Thomas Nelson Community College, Hampton Campus,
Repair Electrical Services Auto Lab and Plant Services
Owner: Virginia Community College System
Owner Contact: Shelley Bains, 804-819-4996, SBains@vccs.edu
Project Engineer: DJG, Inc.
Date of Service: June, 2017
Description: Install two 600 amps main electrical panels.
Project Amount: \$41,370.00

Type of Contract: Prime - self-performed 100% of the work

Project Title: Henley Middle School Switchgear and Panelboard Replacement

Owner: County of Albemarle

Owner Contact: Neale Craft, 434-872-4501 x 3370, ncraft@albemarle.org

Project Engineer: 2RW Consultants, Inc.

Date of Service: August 2018

Description: Install (1) 225 kva transformer, multiple panelboards and (1) 2500A switchgear.

Project Amount: \$137,548.45

Type of Contract: Prime - self-performed 100% of the work

Project Title: Electrical Upgrades Powhatan Correctional Center
Housing Unit Wing C-3

Owner: Commonwealth of Virginia Department of Corrections

Owner Contact: Tom Young, 804-887-7776, Tom.Young@vadoc.virginia.gov

Project Engineer: Pace Collaborative, P.C. Design

Date of Service: February, 2017

Description: Addition of cable television and service outlets to approximate 120 inmate cells.

Project Amount: \$101,400.00

Type of Contract: Prime - self-performed 100% of the work

Project Title: 224 Ballard St - Manual Transfer Switch Replacement

Owner: County of York, Virginia

Owner Contact: Joe Sisler, 757-876-8831, sislerj@yorkcounty.gov

Project Engineer: County of York

Date of Service: June, 2017

Description: Install owner furnished manual transfer switch

Project Amount: \$9,730.00

Type of Contract: Prime - self-performed 100% of the work

Project Title: Virginia Tech EMC Office Renovation

Owner: Virginia Tech

GC Contact: JFJ Contractors, Katrina Best, 571-659-0951, katrina.best@jfjcontracts.com

Project Engineer: Hammel, Green and Abrahamson, Inc.

Completion Date: August, 2019

Description: Tenant fit-out - new lighting and power

Project Amount: \$80,845.00

Type of Contract: Subcontractor

Project Title: Virginia Tech Fout Barn Renovation

Owner: Virginia Tech

GC Contact: JFJ Contractors, Katrina Best, 571-659-0951, katrina.best@jfjcontracts.com

Project Engineer: Gilbane Building Company



Completion Date: February, 2019
Description: Tenant fit-out - new lighting and power
Project Amount \$85,054.00
Type of Contract: Subcontractor

Project Title: Virginia Tech Marion Dupont Scott Equine Medical Center
Owner: Virginia Tech
GC Contact: JFJ Contractors, Katrina Best, 571-659-0951, katrina.best@jfqcontracts.com
Project Engineer: Colley Architects, pc
Completion Date: April, 2017
Description: Tenant fit-out - new lighting and power
Project Amount \$29,620.00
Type of Contract: Subcontractor

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: Ebenezer Electric LLC
ADDRESS: 1810 Reddy Dr #4113
CITY/STATE: Woodbridge, VA 22194
TELEPHONE NUMBER: 703-652-8478
FEDERAL ID NUMBER(FIN): 26-2217379

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 checked="" type="checkbox"/> MINORITY-OWNED BUSINESS | <input checked="" type="checkbox"/> PARTNERSHIP |
| <input type="checkbox"/> SHELTERED WORKSHOP | <input type="checkbox"/> CORPORATION |

RELATIONSHIP WITH THE COLLEGE OF VIRGINIA: **None**

IS ANY MEMBER OF THE FIRM AN EMPLOYEE OF THE COMMONWEALTH OF VIRGINIA WHO HAS A PERSONAL INTEREST IN THIS CONTRACT PURSUANT TO THE CODE OF VIRGINIA, SECTION 2.1-639.1-639.24? ☐ YES ☒ NO

IF YES, EXPLAIN:


SIGNATURE OF OFFEROR

1/19/2021
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 Minority Business Enterprise.
- ☒ Other (please specify) eVA.

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. 12 Years
10 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
Virginia Commonwealth University	Since 4/12/2019	\$60,040.00
Teresa Hall, 804-828-3409		
912 W. Grace Street, 5th Fl		
Richmond, VA 23284		
Virginia Tech RFP #0058539	Since 6/24/2019	\$151,238.16
Mary Seyler, 540-231-3813		
300 Turner Street NW, Ste 2100		
Blacksburg, VA 24061		

LOST ACCOUNTS:

Account Name, Address & Phone #	Length of Service	\$ Volume/Year
None		

REFERENCES

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

CLIENT: **Virginia Tech**

ADDRESS: **300 Turner Street NW, Ste 2100. Blacksburg, VA 24061**

CONTACT
PERSON/PHONE#: **Mary Seyler, 540-231-3813**

APPROXIMATE DOLLAR VOLUME PER YEAR: **\$150,000.00**

PROJECTS/DATES/DESCRIPTION: **LED lighting replacement, miscellaneous electrical work.**

CLIENT: **Virginia Commonwealth University**

ADDRESS: **912 W. Grace Street, 5th FL Richmond, VA 24061**

CONTACT
PERSON/PHONE#: **Katherine Mottley, 804-404-9628**

APPROXIMATE DOLLAR VOLUME PER YEAR: **\$60,040.00**

PROJECTS/DATES/DESCRIPTION: **LED lighting replacement**

CLIENT: **Old Dominion University**

ADDRESS: **4401 Powhatan Avenue, Norfolk, VA 23529**

CONTACT
PERSON/PHONE#: **Craig Marshall, 757-683-4485**

APPROXIMATE DOLLAR VOLUME PER YEAR: **\$96,115.00**

PROJECTS/DATES/DESCRIPTION: **Electrical panels installation**

Please use a separate sheet of paper for additional references.

Small Business Certification

Definitions

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

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

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

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

Offeror Name: **Ebenezer Electric LLC**

Preparer Name: **Fredy Vasquez** Date: **1/19/2021**

Instructions

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

Section A

CERTIFICATION TYPE (check only one below):

☐ Small Business

☐ Small and Women-owned Business

☒ Small and Minority-owned Business

Certification Number: **722102** Certification Date: **11/8/2019**
Expiration Date: **11/8/2024**

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.

TRADE CONSIDERATION

RFP# V211-19-075-03

Contractor Pool for Non-Capital Construction, Renovation and Repair Services
for projects valued at less than \$50k

Check all trades for which your firm is proposing:

TRADE:	CHECK ALL THAT APPLY FOR CONSIDERATION
General Construction	
Asbestos Remediation	
Asphalt Repair	
Casework/Millwork	
Concrete Work	
Demolition	
Disaster Recovery	
Dry Wall Installation/Finishing	
Electrical	X
Excavation/Grading	
Exterior Waterproofing	
Fencing	
Flooring Installation/Refinishing	
Guttering	
HVAC	
Insulation services	
Masonry	
Mechanical	
Metal Fabrication	
Mold Remediation	
Painting	
Plumbing	
Roofing	
Tile and Grout Work	
Water Mitigation	
Welding	
Window & Door Repair/Replacement	
OTHER: (Describe)	

COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

9960 Mayland Drive, Suite 400, Richmond, VA 23233

Telephone: (804) 367-8500

EXPIRES ON

08-31-2022

NUMBER

2705116856

BOARD FOR CONTRACTORS

CLASS A CONTRACTOR

CLASSIFICATIONS ELE



EBENEZER ELECTRIC LLC

1810 REDDY DR 4113

WOODBIDGE, VA 22194



Mary Broz-Vaughan
Mary Broz-Vaughan, Director

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

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

DPOR-LIC (02/2017)