



VANSANT & GUSLER, INC.

State & Local Government Capability Statement

CORE COMPETENCIES

Vansant & Gusler, Inc. provides Mechanical, Electrical, and Plumbing (MEP) engineering design and independent Commissioning (Cx) services for state and local government facilities throughout Virginia. Services support renovations, infrastructure upgrades, and new construction with a focus on reliability and long-term performance.

Engineering & Design

- HVAC and mechanical systems design
- Electrical power distribution and lighting
- Central plant and utility system upgrades
- Building automation and DDC systems
- Emergency power and resiliency systems
- Energy efficiency and sustainability solutions
- Facility assessments and feasibility studies
- Infrastructure and campus utility systems

Commissioning (Cx)

- Independent Commissioning Authority (CxA) services
- Design and construction phase commissioning
- Functional performance testing review
- Systems integration verification
- Owner training and O&M documentation review

DIFFERENTIATORS

- Experience with Virginia state agencies and local governments
- Familiar with DEB requirements and processes
- Proven term contract and task order delivery
- Ability to serve as prime or subconsultant
- Integrated MEP design and commissioning
- Effective coordination with owners and project teams
- Experience in occupied and phased projects
- Responsive small business with senior involvement

PAST PERFORMANCE (REPRESENTATIVE)

- Virginia Higher Education — Term contracts and campus projects
- Fort Monroe Authority (FMA) — HVAC and building system replacements
- VDOT (HRBT) — Facility and support building design
- Norfolk State University (DEB) — HVAC upgrades and renovations
- Municipal Clients — Community facilities and infrastructure

COMPANY DATA

Norfolk, VA | 757-461-6757 | vansantgusler.com

SWaM Certified Small & Micro Business (VA)

SWaM Certification No. 7041

UEI: CNHRS1NDL2Z5 | CAGE: 1XCK8 | Est. 1960

Capabilities: MEP Engineering • Commissioning • Assessments • Construction Administration

STATE & LOCAL PROJECT EXPERIENCE

- Virginia Department of Transportation (VDOT)
- Division of Engineering and Buildings (DEB)
- Fort Monroe Authority (FMA)
- Norfolk State University
- College of William & Mary
- Local municipalities and public agencies across Virginia

KEY CONTACT

Thomas B. Sellers, Jr., P.E., President

tbs@vansantgusler.com | 757-461-6757