



COMPANY PROFILE

Pertinent Information



- DUNS NUMBER | SAM UNIQUE ENTITY ID NUMBER
 078351631 | N2H6YLMHS5J9
- CAGE CODE6MZC8
- SWAM/DBE NUMBER
 711835
- CLASS A CONTRACTOR LICENSE
 2705150704 | CBC/RBC
- BONDED & INSURED

\$15 Million Single Job | \$40 Million Aggregate
General Liability | Automobile | Umbrella Liability | WC

NAICS CODES

236220 - Commercial & Industrial Building Construction

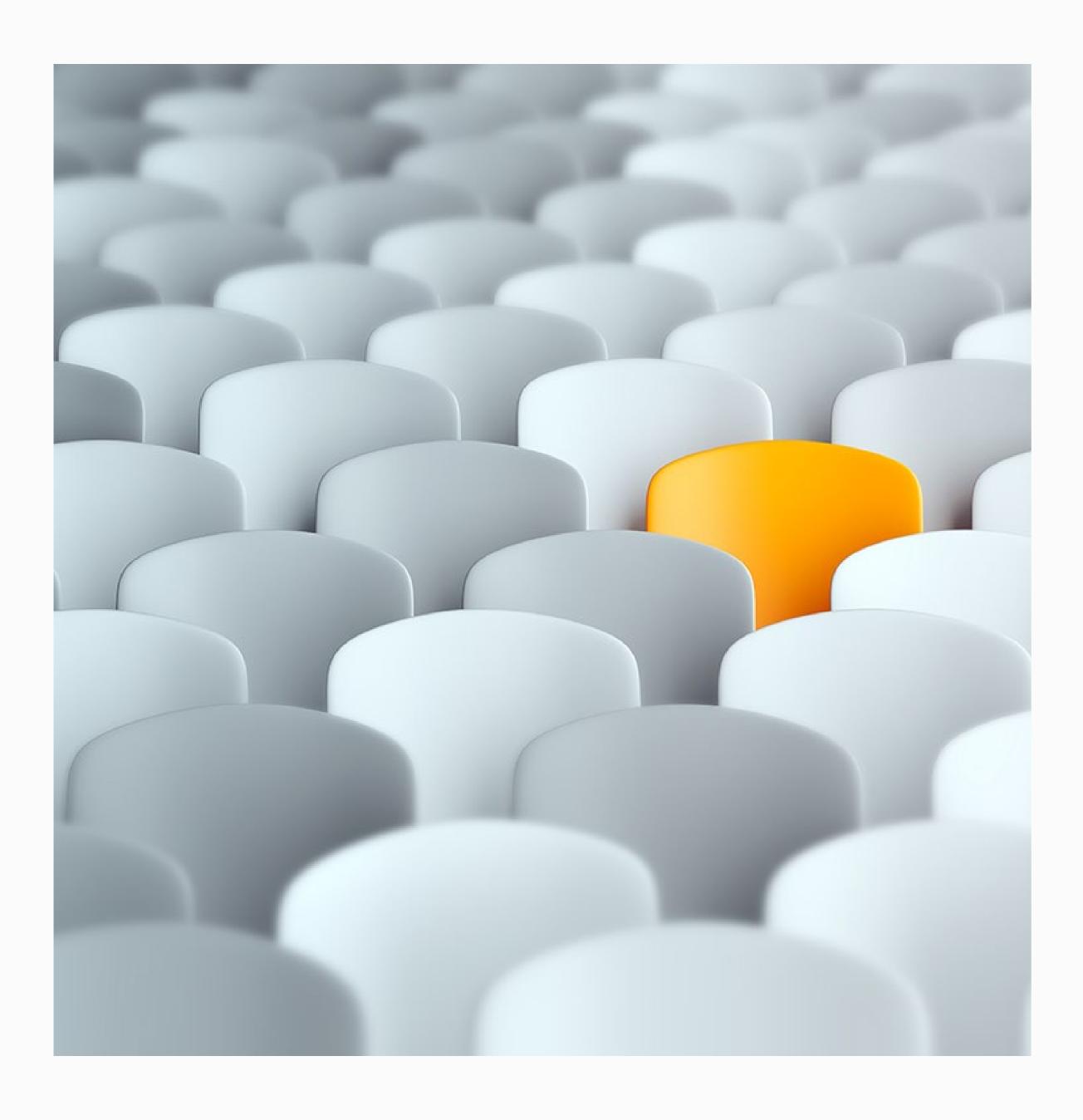
238150 - Glass & Glazing Contractor

238160 – Roofing Contractor

238990 - All Other Specialty Trade Contractors

561790 - Other Services to Buildings & Dwellings

562910 - Remediation Services



What Makes Us Standout?

We have the experience, qualifications, and proven methodologies to handle construction projects of varying complexities and price points through effective Program Management, Project Management, and Project Planning. We can handle multiple projects at any given time and have the methodologies in place to be successful and provide a great experience and product for our customers.

What sets us apart from other Contractors, is that we have in-house General Contracting, as well as Commercial Roofing and Glazing divisions through our DBA's/Divisions TST Roofing and Mid-Atlantic Glass & Panel.

Our specialty is task order contracting, and we have completed dozens of task orders, ranging from \$298 - \$1,998,600.00, with multiple projects running concurrently at multiple locations ranging from Atlanta, GA to Baltimore, MD. Our company is very experienced in task order style contracting. Currently, we operate on multiple IDIQ-style contracts. Our customers include NAVFAC, the Department of Veterans Affairs, the City of Norfolk, Suffolk Public Schools, Virginia Beach Public Schools, City of Virginia Beach, USCG, and many other federal and state agencies.

How it all started...

TST Tactical Defense Solutions, Inc. is a Virginia Beach, VA based business that was founded in 2011 to handle emerging federal contracting needs. The company operates under three (3)

Commonwealth of Virginia SCC approved DBA's / Divisions, which include:

- Tidewater Development Services Corporation (TDSC)
 Commercial General Contractor
- TST Roofing (TST)
 Commercial Roofing Contractor
- Mid-Atlantic Glass & Panel (MAG)
 Commercial Glazing Contractor

All three DBA's have been extremely competitive and successful within their commercial trades, and when combined are able to offer customers not only overall management as a General Contractor with TDSC, but also in-house commercial roofing with TST and commercial glazing with MAG.





FACILITIES & EQUIPMENT

Our Virginia Beach, Virginia office consists of a 5,600 square foot office with a reception area, conference room, full kitchen, fax/copy/work area, office supply cabinet area, 18 office spaces and a bullpen area with 6 cubicles.

Directly behind our office building is our 11,000 square foot indoor warehouse facility and sheet metal shop. Our sheet metal shop is a fully functioning, fabrication facility, where we can produce our own metal as needed for projects.

We also have 2 acres of outdoor, paved, storage and laydown area, around and behind our warehouse.

OWNED IN-HOUSE EQUIPMENT, TOOLS, AND SAFETY ITEMS:

- Sheet Metal Roll Forming Machine
- Electric Computerized Sheet Metal Brake
- Electric Hydraulic Sheet Metal Shear
- Heavy Duty Upcut Saw
- Hydraulic Ironworker Machine
- OSHA Compliant Safety Equipment
- Personal Fall Arrest Systems
- Generators
- Compressors
- Misc. Tools Roof Cutters, Circular Saws, Hammer Drills, Sawzalls, etc.
- (2) Shop Trucks

- (36) Work Vehicles
- (4) Utility Trailers (3) open and (1) enclosed
- (1) 80'JLG 800A Boom Lift
- (2) Genie Z80/60 Boom Lifts
- (1) Genie Lift Z60/34 Boom Lift
- (1) 50' Skyjack Scissor Lift
- (1) Haulotte 4527A Boom Lift
- (1) Haulotte 4537A Boom Lift
- (1) Lull 42' Telehandler
- (3) Lull 1044C-54 Telehandlers

We also hold accounts in good standing with many major distributors, material suppliers, and equipment rental companies, in the area, giving us the ability to perform work as needed on many different types of projects.

Meet Our Team

A company is only as good as its staff... and we have great staff!



RYAN TURNER

President

Ryan brings to the table over 10 years of Management and Leadership experience, beginning with his time as an Officer in the United States Air Force.



TODD SCANLON

Vice President

Todd has a solid background of over 20 years in Construction Management, specifically in Commercial Roofing with an established track record of achieving success in multiple facets of the Commercial Roofing Industry.



PINKIE WOOD

CSHM Corporate Safety Officer

Pinkie is a proactive and committed Certified Safety and Health Manager (CSHM) with more than 25 years of commercial construction experience managing successful safety programs and personnel.



MISTY SCANLON

Director of Contracting & Admin

Misty has over 20 years of experience in the construction industry, specializing in Management, CPM Scheduling, and Contract Administration, holding positions of Scheduler, PM, SATOC Manager, & COO.

Meet Our Team (cont.)

A company is only as good as its staff... and we have great staff!



RONNIE ROUSE

P.E, LEED AP (BD+C), CSP Project Manager

Ronnie has experience as a Project Manager, Estimator, Design Manager, Construction Manager, Engineer, QC Manager, and SSHO and Safety Manager with more than 40 years in the engineering, design, and construction industries.



CODY TURNER

Project Manager

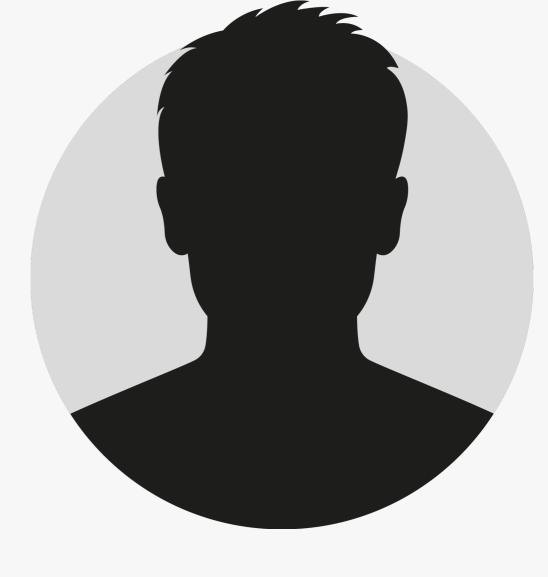
Cody has been with the company since its inception. He began working in the field as a Superintendent, quickly proving that his knowledge and exceptional skills in scheduling, coordination, quality control, and supervision were instrumental to both project and overall company success.



VINCE CULBERTSON

Project Manager

With more than 10 years of professional experience in the Construction Industry, which includes extensive experience in General Construction, from renovations to ground-up projects, with strong attention to safety requirements, Vince is a valuable asset to the TDSC team.



MICAH MORGAN

Project Manager

Micah started his career in commercial glazing in the field and now boasts 10+ years of experience, ranging from hands-on field experience, to superintendent, to learning how to estimate, and now as a project manager, running multiple commercial glazing projects at any given time.

Meet Our Team (cont.)

A company is only as good as its staff... and we have great staff!



DARREN BRYAN

Estimator/Preconstruction

Darren started his Construction journey as an Intern with an 8(a) Contractor, while still in school, working heavily in the pre-construction phase of projects, and is now working as the GC Precon Manager/Estimator to ensure that we continue to be awarded great projects!



DANNY DONNOVAN

Estimator/Preconstruction

Danny has over 17 years of experience in the construction industry, specializing in Commercial Glazing Estimating, Project Management and On-Site Installation. Danny has held the previous positions of Project Scheduler, Estimator, General Manager and Glazing Foreman.



NATHAN DADLES

Estimator/Preconstruction

Nathan has close to 10 years in the construction industry, with 5 of those years working at TST. He started working in the Roofing Division, showing great promise, he was brought into the office and has grown into an amazing roofing estimator.

OTHER TEAM MEMBERS

- Mackenzie Turner, HR/Accounting 5 Years
- Sidonia Young, GC Precon Admin 3 Years
- Judy Harris, GC PMA 1 Year
- Bryon Dadles, Roofing VP 8 Years
- Trey Heath, Roofing PM 2 Years
- Ty Danh, Roofing PM 4 Years
- Kelly Sisley, Roofing/Glazing PMA 2 Years
- Michael Hurst, Roofing Field Ops Mgr 5 Years
- Kirk Barnes, Glazing Field Ops Mgr 2 Years
- Billy Sisley, Roofing Repairs VP 5 Years
- Suzi Bowman, Roofing Repairs PMA 2 Years
- Kenea Warden, Repairs Estimator 5 Years
- Carey Clayborn, Repairs Field Ops Mgr 5 Years
- Michael Clark, Exteriors VP 1 Year
- Daniel Holloway, Exteriors Field Ops Mgr 4 Years
- Colvin Fillmore, Warehouse Mgr 3 Years
- Ross Jackson, Sheet Metal Fabricator 6 Years
- Brittany Padilla, Reception 1 Year
- Forty plus (40+) amazing field superintendents, foreman, roofers, glaziers, and skilled laborers.

TRADESPEOPLE ON STAFF

- Carpenters
- Caulkers
- Equipment Operators
- Glaziers
- Laborers
- Roofers
- Sheetmetal Mechanics

SERVICES WE OFFER

WE ARE A COMPANY OFFERING A WIDE-RANGE OF SERVICES, ACROSS MANY MARKETS.

We work with our partners and clients to streamline projects that don't just deliver on excellence, but also deliver on time and within budget – which is crucial to success in a highly competitive market where every day and every dollar counts. We have consistently embraced innovation to provide a superior level of quality for all our valuable clients. We have completed all kinds of projects, across many different markets, and would love to work with you on your next project!



D/B Construction

We offer a streamlined approach to design and construction by combining the vision of the Architect and the attention to cost and detail of the Contractor into a single entity.



Renovations

We offer interior/exterior services for commercial building construction expansions and renovations.



New Construction

Our commercial ground up construction projects will meet your scheduling requirements and deadlines, all while meeting your budget needs.



Construction Repairs

We understand construction repairs to your facility need to be handled quickly with the least amount of downtime to your daily business functions. We can help!



Construction Mgmt

Let us help you ensure the planning, execution, and coordination of a building project from start to finish.



Precon Services

Our collaborative preconstruction services give our construction clients an appropriate budget, an accurate schedule and a great plan.



Scope Development

The scope is like a rule book. A well-written scope promotes clearly defined project objectives, which helps get projects done correctly, on time, on-budget, and to the highest standards.



Commercial Roofing

We offer and deliver complete commercial new roofing installations, reroofing, roof repairs and roof maintenance for all types of low and steep slope roof systems.



Commercial Glazing

From storefront windows and glass, to glass entry doors, windows, conference room walls, and more, We are your onestop-shop for all things glass in commercial buildings.

JUST BE

OUR METHODOLOGY

HOW DO WE ACHIEVE CLIENT SATISFACTION & SATISFY REQUIREMENTS OF THE PROJECT SCOPES?

We take great pride in Customer Satisfaction. It is because of the great lengths that we are willing to go to, that we have been able to achieve a tremendous, ever-growing client-base and with that client-base, continued opportunities, and growth as a company. Our stance when it comes to projects, no matter how large or small is simple – work our hardest to deliver what was promised – ALWAYS. How will we work to deliver what we promise? Simple... WE WILL BE...

- BE AVAILABLE whenever needed. For site visits, pricing, construction, emergencies, meetings. If we are needed, we will work to be available.
- BE PROACTIVE plan to stay ahead of issues, so that issues never get out of control.
- BE PROBLEM SOLVERS work with the Customer to come up with solutions that are cost and time effective.
- BE FLEXIBLE issues often arise it is how you deal with them that sets you apart we are flexible so that we can roll with whatever comes our way and deal with it so that it has the least effect on the overall project.
- BE COMMUNICATIVE Communication is key to any successful project keeping all key players in the loop and aware of what's going on. We pride ourselves on our communication.
- BE ORGANIZED a successful Contractor is a very skilled "puppet master" and "puzzle solver" putting all the right people and pieces in the right place scheduling it and keeping it all organized. We are great "puppet masters."
- BE DETAIL-ORIENTED Sometimes it is the little things that blow up and become major issues we call those "red beads." If you have a bucket of white beads (representing project tasks going as planned) with some red beads scattered throughout (representing potential problems) and you need ONLY white beads but quickly and recklessly scoop out the beads in your bucket... you will always get some red beads. But if you carefully scoop, taking the time to avoid and go around the red beads... you can get a full scoop of almost all white beads. We are always looking to avoid the red beads in our scoop on projects.
- BE DELEGATORS One person cannot do everything alone. Great managers know when to delegate and how to build a great team. We love being a part of a great team!
- BE GOOD LISTENERS You are taught as early as you can walk and talk to be a good listener and it is no different as an adult. We will listen to what you want and work hard to make it a reality.

__SAFETY

SAFETY BELONGS TO EVERYONE.

We are extremely dedicated to safety on our job sites and the culture of safety within the company as a whole. Our philosophy is, "Safety Belongs to Everyone." What that means is, everyone on our job sites is empowered to stop work if they see a potential hazard. This approach allows everyone to look at the problem and produce a workable solution.

We have a dedicated Corporate Safety Director whose sole focus is on Safety Management. Our safety director has 25+ years of experience in commercial and Federal construction and brings a proactive approach to our safety program. Her certifications include Certified Safety and Health Manager, CSHM, OSHA 500, Asbestos Supervisor, OSHA Master Trainer, OSHA Outreach Trainer, OSHA 301 Trenching and Soil Mechanics, Competent-Person Fall Protection Instructor, ECATTS, CSST, CSSS, Army Corp of Engineers 40-Hour Safety, Contractor Quality Control, Emergency Medical Technician, OSH Program Management, Occupational Safety Stds, Principles of OSH Health.

KNOWING SAFETY IS NOT ENOUGH. YOU HAVE TO PRACTICE IT.

While we implement a holistic and whole company approach to safety, it all starts with the example and direction set by the management team. Our President, Vice Presidents, and Division Managers review daily reports from every job site on a nightly basis to review safety inspections and enforce corrective actions when necessary. Management organizes and implements monthly safety stand-downs and companywide mandatory training sessions. Additionally, an annual Safety Training Day is held for the whole company with vendors and trainers from across the region, including local and regional OSHA officials.

Due to our policy that safety is everyone's responsibility, all employees receive the same training, regardless of job position. Everyone participates in weekly toolbox talks, monthly safety training events, and the annual safety standdown day. We enforce protection from retribution for reporting unsafe conditions and protect anonymity if necessary. We want employees to feel comfortable identifying, reporting, and correcting unsafe actions and conditions.



SAFETY (cont.)

We Plan > We Communicate > We Monitor > We Prepare

PLAN:

Our corporate safety plan meets industry standards and our own company-specific requirements — which often exceeds OSHA regulations. Because each project poses different safety challenges, we also develop site-specific safety plans for each project.

COMMUNICATE:

We start and end each week with discussions about workplace safety. All on-site workers, including subcontractors and vendors, also are required to complete an orientation informing them about known site hazards and empowering them to take steps aimed at mitigating the impact of unforeseen hazards.

MONITOR:

Job-site hazards and safety concerns identified and not previously addressed in our site-specific safety plan require written Job Hazard Analysis planning. We complete these reports to ensure every work item has been planned and evaluated through the lens of safety. We open our operations to outside monitors. On-site safety audits are conducted internally or by third-party consultants each week.

PREPARE:

All field supervisors are required to maintain OSHA's 30-hour certificates and to be certified in CPR and First Aid response.

A safety record we are proud of.

Our company has won numerous national and regional safety awards, including the ABC National Safety Excellence Award, ABC Paragon Safety Award, and the Platinum STEP Safety Award. We work extremely hard to keep our documented Experience Modification Rate (EMR) and Incident Rate (IR) ratios below industry standards. We are very proud of our company's safety efforts and recognitions.





A BIT OF THE WORK WE ARE PROUD OF

Examples of some of our current and past commercial construction projects are on the following pages. Chances are we have done a project or have experience working on a project similar to a project that you need help with. We would love to talk to you about how we can help you.

CONSTRUCTION PERFORMANCE

Overview of some of our work...

NEW FOOD SERVICE BLDG

Federal Correctional Institution

PROJECT NUMBER: 15B11421CV6X10002 DOLLAR VALUE: \$4,560,000.00 SCOPE OF WORK:

The project consists of the demolition of the existing food service building, and the construction of a new food service facility in approximately the same location. The new facility is approximately 23,000SF on one floor, with a mechanical mezzanine encompassing approximately 2,000 SF of additional space. The scope of Bid Package A includes, but is not necessarily limited to, abatement of existing hazardous materials, demolition of existing food service building, demolition of portion of existing utility tunnel, site utilities, site grading, site improvements, cast in place concrete footings, poured concrete mezzanine slab over deck, masonry exterior bearing wall assemblies, limited interior masonry walls at structural bearing locations, interior steel column/beam framing, steel roof framing and decking, steel mezzanine framing and decking, stairs, roofing and flashing, doors and frames, windows, and other work as indicated in the construction documents.

B110 MOISTURE INTEGRITY

Hampton VA Medical Center

PROJECT NUMBER:
590-15-007 | Contract #36C24621C0042
DOLLAR VALUE:

\$2,800,000.00 SCOPE OF WORK:

Provide all labor, tools, and materials to repair, insulate, seal and waterproof exterior walls, parapet walls, windows, lintels, roofs, roof flashings, precast concrete copings, and Louvers of Bldgs. 110/110A, located at Hampton, VA Veterans Affair Center in accordance with the drawings and specifications.

All brick repair work shall be completed in accordance with the NPS Preservation Briefs and by a qualified historic masonry repair and cleaning specialist.

SEAPORT EMBARKATION TRAINING FACILITY

US Army Corps of Engineers

PROJECT NUMBER: W91236-21-C-2040 DOLLAR VALUE: \$2,700,000.00 SCOPE OF WORK:

Construction of a ship mock-up for training soldiers in the methods and techniques for loading and unloading a cargo ship. Project consists of a 2,000 square foot (facility is approximately 80 ft by 25 ft), single story industrial type facility with provisions to include: A replica of a cargo ship with two ramps to accommodate roll-on/roll off capabilities of vehicles. The facility will include two access ramps located on each end for driving different pieces of equipment into the replica. Supporting facilities include electrical services for fluorescent lighting in the interior, emergency and egress lighting, and ventilation exhaust fans located at the opposite end of the loading ramps; underground storm water storage system; bio-retention filter; new gravel hardstand; and site improvements. Site work includes installation of electrical and communication support utilities, as well as a mass notification system.

CAD 2, 4, 6, 7, AND 8 ROOFS

NAVFAC Mid-Atlantic

PROJECT NUMBER:

Multiple

DOLLAR VALUE:

Ranging from \$485K to \$1.2M SCOPE OF WORK:

TST was and/or currently is the roofing contractor for the individual roof replacement projects at Buildings CAD 2, CAD 4, CAD 6, CAD 7, and CAD 8 at Cheatham Annex, Virginia.

Each project called for providing all labor, tools, and materials and equipment to complete work which includes demolition, wood fascia boards, wood purlin sister boards, plywood decking, modified bitumen roofing system, flashing, sheet metal, seamless gutters, and incidental related work.

The work includes the whole roof of the buildings.

CONSTRUCTION PERFORMANCE (cont.)

Overview of some of our work...

P-975 UNACCOMPANIED HOUSING FACILITY

NAVFAC Washington

PROJECT NUMBER: 10762 | N40080-18-C-0311 DOLLAR VALUE: \$711,230.00

SCOPE OF WORK:

The scope of this project located at Naval Air Station Patuxent River, MD, included the installation of a Steel Standing Seam Roofing Panel system over a mechanically attached R-35 polyisocyanurate insulation above a newly constructed metal decking. The standing seam roof panels were comprised of 22-gauge steel and mechanically locked. All associated sheet metal flashings, and assemblies were installed as required to provide specified warranty.

In addition, a fully-adhered 60 mil TPO roof system over R-35 polyisocyanurate insulation was installed above a newly constructed metal roof deck. All roof-mounted HVAC and Mechanical equipment was flashed into the TPO roof system in accordance with the manufacturer's specifications and details. A roof hatch and safety railing were also provided and installed.

FIRST LANDING STATE PARK RESTROOMS

VA Dept of Conservation & Rec

PROJECT NUMBER: 199-18262-000 (A08) DOLLAR VALUE: \$282,781.00 SCOPE OF WORK:

Demolition of existing public restroom building at 64th Street parking lot and the construction of a new approximately 553 sf public restroom building (frame construction).

Work includes demolition, concrete, wd framing, millwork, roofing and gutters, insulation, doors, painting, gypsum wallboard, tile, toilet accessories, signage, plumbing, HVAC and electrical.

OLD DOMINION UNIVERSITY KOCH HALL

Old Dominion University

PROJECT NUMBER: 221-A6221-023 | 221-A9221-005 DOLLAR VALUE: \$2,992,455.57 SCOPE OF WORK:

This project was for the Architectural Renovations, HVAC Replacement and Roof Replacement at Old Dominion University's Koch Hall Building.

Work included interior and exterior demolition, concrete, masonry, structural steel, roofing, storefront, doors & hardware, architectural woodwork, joint sealants, gypboard, tiling, ACT, painting, bathroom accessories, roller window shades, site furnishings, plumbing, HVAC, electrical, controls, TABS and fire alarm.

SDA - 211

NAVFAC Mid-Atlantic

PROJECT NUMBER: N40085-14-D-8156 (0007) DOLLAR VALUE: \$840,000.00 SCOPE OF WORK:

The work was divided into 4 sections of work, shingle roof, gravel surfaced areas, miscellaneous repairs, and silicone roof coating. Work included removal of shingles down to wood deck, new ice and water shield and synthetic underlayment, installation of new asphalt dimensional shingles. The gravel surfaced area repairs included making all necessary repairs to all wall/curb using cement and fabric and installation of roof coating to all vertical seams on gravel surfaced roofs. Miscellaneous repairs included caulking panels, terminating EPDM, repairing failing caulk joints and removal of gutters. The silicone scope included removal of all debris/dirt from modbit roof surfaces to receive roof coating and installation of new silicone roof coating.

CONSTRUCTION PERFORMANCE (cont.)

Overview of some of our work...

HAMPTON VA HOSPITAL BUILDING 137 ROOF

Dept of Veterans Affairs

PROJECT NUMBER:

VA246-16-C-0081 **DOLLAR VALUE:**

\$1,568,293.00

SCOPE OF WORK:

Work included removing existing roofing system consisting of but not limited to membranes, flashings, insulations, edge metal and terminations. Remove and store existing lightening protection system. Once roof system has been installed, reinstall existing lightening protection system. Examine existing roof deck for any defective, deteriorated or unsuitable roof decking. Examine existing wood blocking at curbs, penetrations and perimeters and replace any unsuitable blocking with new blocking as per specifications and details. Raise all penetrations and curbs and sleeper curbs to be a minimum of 8" above finished roof surface.

This project also included removal and replacement of brick, installation of a new tapered lightweight insulating concrete insulation system, nailers to match new insulation heights, and new electrical. Rust inhibiting paint were also added.

SECURITY VESTIBULE IMPROVEMENTS-6 SCHOOLS

Williamsburg/JCC Public Schools

PROJECT NUMBER: 20-14133 DOLLAR VALUE: \$370,608.30 SCOPE OF WORK:

Work was comprised of providing a new secure vestibule in the existing lobby of each of six buildings.

The Work in the building includes but not limited to the construction of a new securely contained vestibule comprised of an aluminum storefront and glazing system (with secure door hardware) within the existing building Lobby or Main Entry. Some projects require removal and/or relocation of existing doors and hardware, demolition of existing partitions (or portions thereof), installation of new partitions and reconfiguration of existing egress paths.

Minor HVAC and Electrical work also required at each school.

OLD DOMINION UNIVERSITY SPONG HALL

Old Dominion University

PROJECT NUMBER: 221-A8221-12
DOLLAR VALUE: \$1,411,277.20
SCOPE OF WORK:

The project is generally described to consist of the following work: Replace the existing dual temperature, 2-pipe system with a 4-pipe system, including piping controls, and 2-pipe Air Handling Units (AHUs) and Fan Coil Units (FCUs).

Provide three roof-mounted Dedicated Outdoor Air Systems (DOAS), decoupling the building's ventilation system from the space heating and cooling systems.

Modifications to the electrical infrastructure to support the HVAC upgrades.

LANGLEY HOSPITAL ADDITION

US Army Corps of Engineers

PROJECT NUMBER:

18006300 | w9127S-13-D-6001

DOLLAR VALUE:

\$840,000.00

SCOPE OF WORK:

The project consists of 1700sf of aluminum framed storefront, storefront entrances and doors as well as 1700 sf of blast-rated aluminum framed curtain walls spanning multiple floors.

Work included the installation/setting of over 180 pieces of glass including a few fire rated interior window units.

Also included was all incidental firestopping, joint sealants and door hardware, as it related to the glazing scope of work.



We Would Love To Work With You!

GET IN TOUCH!

TST TACTICAL DEFENSE SOLUTIONS, INC.

TST ROOFING | MID-ATLANTIC GLASS & PANEL | TIDEWATER DEVELOPMENT SERVICES CORPORATION

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