



## COUNTY OF LOUISA

### MEMORANDUM

TO: The Honorable Members of the Board of Supervisors

FROM: Sam Massie, Purchasing Coordinator  
Anderson Woolfolk, General Services Manager

CC: Christian Goodwin, County Administrator

DATE: October 24, 2025

RE: A Resolution to Approve and Award a Contract for On-Call General Contractor Services

I. Background:

a. Project Description

The County of Louisa is seeking qualified vendors to provide on-call general contractor services.

b. Need

The County of Louisa invites qualified Contractors to submit bids to establish a term contract for providing on-call construction and related services utilizing trade-specific sub-contractors.

c. Project Budget

Funds for such services provided are included in various accounts.

d. Request for Proposals

On September 22, 2025, the County issued a Request for Proposals inviting qualified firms to submit proposals for On-Call General Contractor Services.

e. The Selection Committee consisted of Sam Massie, Purchasing Coordinator and Anderson Woolfolk, General Services Manager.

II. Current Situation:

a. Proposals/Bids

Four (4) proposals were received by the closing date of October 9, 2025.

- HSL, Inc. dba Loudin Building Systems
- Haley Builders, Inc.
- Neilsen Builders, Inc.
- Paisley Kerr, LLC

b. Short Listed Firms

The selection committee reviewed and evaluated the proposals. Interviews with the following firms were conducted on October 20, 2025:

- HSL, Inc. dba Loudin Building Systems
- Haley Builders, Inc.
- Neilsen Builders, Inc.
- Paisley Kerr, LLC

c. Selected Firms

After careful consideration and negotiation, the selection committee determined that HSL, Inc. dba Loudin Building Systems, Neilsen Builders, Inc. and Paisley Kerr, LLC would be the most qualified firms to meet the needs of Louisa County.

d. Justification

HSL, Inc. dba Loudin Building Systems has done past contracts for the County of Louisa at great satisfaction. This firm has met the needs of the County, has been very responsive to the County's construction-related requests and is very familiar with Louisa County and its construction needs.

Neilsen Builders, Inc. has performed this type of contract for other localities and universities, and are currently performing multiple construction projects for Louisa County Public Schools.

Paisley Kerr, LLC has performed separate on-call construction projects for the County for the past ten years.

III. Recommendation

The recommendation is for the Board of Supervisors to approve and award the contract for On-Call General Contractor Services to HSL, Inc. dba Loudin Building Systems, Neilsen Builders, Inc. and Paisley Kerr, LLC for a period of one year beginning November 4, 2025, with two (2) optional one year renewals.