COUNTY OF LOUISA

MEMORANDUM

TO: The Honorable Members of the Board of Supervisors

FROM: Sam Massie, Purchasing Officer
Scott Raettig, Information Technology Director

CC: Christian Goodwin, County Administrator

DATE: November 2, 2026

RE: A Resolution To Approve and Award a Contract for Demolition and Removal of Louisa County Broadband Towers

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I. Background:

a. Project Description

Demolition and removal services for the broadband towers located at Louisa County High School, Gammon Town Road, Trevilians Elementary School, and Moss Nuckols Elementary School.

b. Need

The Louisa County broadband towers were rendered obsolete by the introduction of Firefly fiberoptic broadband, and have not been in use for many months. The owner of the property on Gammon Town Road has requested that if the tower isn't going to be in use, that it be removed and it makes sense to do all the towers at the same time.

c. Project Budget

The total budget for this project is included in the Broadband Authority budget, GL #51381700-431600.

II. Current Situation:

a. Bids

An Invitation for Bid was issued on August 31, 2026. Fourteen (14) bids were received by the closing date of September 30, 2026.

b. Short Listed Firms/Bid Tabulation

Bids were opened and evaluated and the following bid tabulation was compiled.

Company Name	Louisa County High School	Gamon Town Road	Trevilians Elementary School	Moss Nuckols Elementary School
Advance Telecommunication Inplementation Solution dba ATI, LLC	$ 71,902.00	$ 74,473.00	$ 83,307.00	$ 82,327.00
Carrick Contracting Corporation	$ 41,163.00	$ 44,802.00	$ 40,802.00	$ 40,802.00
Cephas Next, Inc.	$ 77,995.00	$ 116,995.00	$ 116,995.00	$ 116,995.00
Craftsman Homes RVA, LLC	$ 36,994.00	$ 52,374.00	$ 61,936.00	$ 61,936.00
Demolitions Services, Inc.	$ 38,875.00	$ 46,875.00	$ 46,875.00	$ 46,875.00
Edward L. Muller Construction Company, Inc.	$ 55,742.00	$ 73,961.00	$ 54,785.00	$ 57,968.00
Iseler Demolition, Inc.	$ 76,000.00	$ 89,000.00	$ 64,000.00	$ 66,000.00
Mountain Valley Tower Service, Inc.	$ 13,500.00	$ 14,500.00	$ 13,250.00	$ 13,250.00
NB+C Technical Services, LLC	$ 65,000.00	$ 80,000.00	$ 73,000.00	$ 65,000.00
Reclaim Company, LLC	$ 120,000.00	$ 180,000.00	$ 180,000.00	$ 180,000.00
Second Sight Systems, LLC	$ 30,265.88	$ 35,627.18	$ 32,052.97	$ 32,052.97
Taff and Frye Company, Inc.	$ 71,000.00	$ 71,000.00	$ 71,000.00	$ 71,000.00
Trifecta Services Company	$ 34,843.01	$ 51,299.14	$ 51,799.08	$ 45,058.78
Utilities One, Inc.	$ 55,038.60	$ 69,295.27	$ 73,321.10	$ 73,321.10

c. Selected Firm

Mountain Valley Tower Service, Inc. was selected for the contract.

d. Justification

The selected vendor was determined to be the vendor with the lowest, responsive and responsible bid.

e. Costs

The total costs for Demolition and Removal of Louisa County Broadband Towers is $54,500.00.

III. Recommendation

The recommendation is for the Board of Supervisors to approve and award a contract for Demolition and Removal of Louisa County Broadband Towers with Mountain Valley Tower Service, Inc. for a period of one year beginning November 20, 2026, and ending within ninety (90) days of Notice to Proceed.