



# COUNTY OF LOUISA

## MEMORANDUM

TO: The Honorable Members of the Board of Supervisors

FROM: Sam Massie, Purchasing Officer  
Christian Goodwin, County Administrator

CC: Christian Goodwin, County Administrator

DATE: February 17, 2026

RE: A Resolution to Approve and Award a Contract for Supplying and Delivering Bottled Drinking Water

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I. Background:

a. Project Description

The County of Louisa seeks qualified vendors to establish a term contract with a qualified supplier to furnish all tools, labor, equipment, delivery, and supervision necessary to provide inside delivery of bottled water and other beverages, to the County of Louisa at Various locations throughout the County.

b. Need

The County has need throughout the year for bottled water at numerous sites around the county for employees and the public.

c. Project Budget

Funds for such services are included in various budgets.

d. Request for Proposals

On November 26, 2025, the County issued an Request for Proposals inviting qualified vendors to submit bids for supplying and delivering bottled drinking water.

## II. Current Situation:

### a. Proposals

Two (2) Proposals were received by the closing date of December 17, 2025.

- DS Services of America, Inc.
- Luxe Kissed Collectives

### b. Short Listed Firms

Interviews with the following firms were conducted on January 22, 2026:

- DS Services of America, Inc.
- Luxe Kissed Collectives

### c. Selected Firms

DS Services of America, Inc. was selected for the contract.

### d. Justification

The selected vendor is well versed with the County of Louisa, and we now have an account manager to remedy any issues that may arise. They were also considerably cheaper than the other proposer.

## III. Recommendation

The recommendation is for the Board of Supervisors to approve and award the contract for supplying and delivering bottled drinking water with DS Services of America, Inc. for a period of one year beginning March 3, 2026, and ending March 2, 2027, with the option to renew for two additional one-year terms.