



# COUNTY OF LOUISA

## MEMORANDUM

TO: The Honorable Members of the Board of Supervisors

FROM: Sam Massie, Purchasing Coordinator  
Brittany Shupe, Airport Manager

CC: Christian Goodwin, County Administrator

DATE: May 5, 2026

RE: A Resolution to Approve and Award a Contract for Airport Insurance Brokerage Services for the Louisa County Airport

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I. Background:

a. Project Description

The County of Louisa requests proposals from experienced, qualified, and interested firms to provide airport insurance brokerage services to the County which owns and operates the Louisa County Airport.

b. Need

The Louisa County Airport has insurance requirements that are excluded from coverage by our normal firm and necessitate additional coverage.

c. Project Budget

Funds for these coverages are included in the Airport budget, under GL# 50484000-453080.

d. Request for Proposals

On April 2, 2026, the County issued a Request for Proposals inviting qualified insurance agencies to submit proposals for airport insurance brokerage services for the Louisa County Airport. The County of Louisa will select the firm(s) who they determine most closely satisfies the needs of the County.

- e. The Selection Committee consisted of Sam Massie, Purchasing Coordinator; Brittany Shupe, Airport Manager; and Faye Stewart, Senior Accounting Manager

## II. Current Situation:

### a. Proposals/Bids

One (1) proposal was received by the closing date of April 28, 2026. A proposal was received from the following firm:

- Titan Aerospace Insurance, LLC

### b. Short Listed Firms/Bid Tabulation

Interviews with the following firm was conducted on May 5, 2026:

- Titan Aerospace Insurance, LLC

### c. Selected Firm

After careful consideration, the selection committee determined that Titan Aerospace Insurance, LLC, would be the most qualified insurance broker to meet the needs of the County.

### d. Justification

Titan Aerospace Insurance, LLC was very responsive to any requests for information and is the current provider of airport insurance brokerage services.

They were able to get our premiums down considerably from our previous broker.

## III. Recommendation

The recommendation is for the Board of Supervisors to approve and award a contract for airport insurance brokerage services for the Louisa County Airport to Titan Aerospace Insurance, LLC for a period of one year beginning July 1, 2026, and ending June 30, 2027, with the option to renew for four additional one-year terms.