

City Council Agenda Memo

From: Jeremy Linstad, Street Division/Interim Solid Waste Manager

Council Meeting: September 26, 2023

Subject: Resolution 23-086: Bid Award - Road Salt

Person(s) Responsible: Jeremy Linstad, Street Division/Interim Solid Waste Manager

Summary:

Approval of the recommended resolution will award the 2023-2024 Road Salt bid based on best pricing available. The low bid of \$82.80 / ton is a 3% decrease from the 2022-2023 road salt price. The budget includes \$91,927 for this item.

Background:

The City uses road salt as part of the snow and ice removal process. The City collaborates with Brookings County on the annual road salt order to take advantage of economies of scale and cost savings.

Between 2016 to 2023, the price per ton of road salt has ranged from \$61.45 to \$89.25. Mining and transportation costs are the largest factors in determining the annual price per ton of road salt. Bidding on an annual basis promotes receiving the most competitive pricing.

Item Details:

The City opened bids for road salt on Tuesday, August 22, 2023 at 1:30 pm at the City & County Government Center. Four bids were received:

- | | |
|-----------------------|----------------|
| 1. Blackstrap, Inc | \$82.80 / ton |
| 2. Central Salt, LLC | \$85.98 / ton |
| 3. NSG Logistics, LLC | \$104.06 / ton |
| 4. Compass Minerals | No Bid |

Legal Consideration:

None.

Strategic Plan Consideration:

Fiscal Responsibility, Service and Innovation Excellence, and Sustainability: snow and ice removal furthers Brookings' mission of providing a high quality of life for its citizens through proactive, fiscally responsible municipal government. Effective snow and ice removal also supports economic development through safe and efficient business travel.

Financial Consideration:

The budget includes \$91,927 in appropriations for road salt.

Options and Recommendation:

The City Council has the following options:

1. Approve as presented
2. Amend
3. Deny
4. Move the item to a work session
5. Discuss / take no action / table

Staff recommends approval of the resolution.

Supporting Documentation:

Resolution