

City Council Agenda Memo

From: Jacob Meshke, Assistant City Manager

Council Meeting: October 13, 2020

Subject: Awarding Bids on Road Salt

Person(s) Responsible: Jacob Meshke, Assistant City Manager

Summary:

The City uses road salt as part of the snow and ice removal process. This resolution will award the 2020-21 road salt bid based on best pricing available. The low bid of \$74/ton is a 17% decrease from the 2019-2020 road salt price.

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 2020, 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 Thursday, October 2, 2020 at 1:30 pm at the City & County Government Center. Six responses were received:

1. Johnson Feed – \$74.00/ton
2. BlackStrap – \$74.30/ton
3. Mills and Miller – \$78.00/ton
4. Central Salt – \$86.01/ton
5. Compass Minerals – No Bid
6. Morton Salt – No Bid

\$74 is a 17% decrease from the 2019-2020 road salt price of \$89.25 per ton. However, this price is up approximately 12% from 2018-2019 pricing.

Legal Consideration:

None.

Strategic Plan Consideration:

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 the tenant of economic development through safe and efficient business travel.

Financial Consideration:

City budget is \$60,000.

Options and Recommendation:

The City Council has the following options:

1. Approve as presented
2. Deny
3. Move the item to a work session
4. Do nothing

Staff recommends approval of the resolution as presented.

Supporting Documentation:

Resolution

Snow Operations Plan