

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)

ODOT CO-OP #6681 SUMMARY: 2022/2023 ROCK SALT to be supplied on an “as needed” basis to various locations throughout Cleveland Metroparks for the time period of September 1, 2022 through May 31, 2023

HIGHLIGHTS AT A GLANCE
2021/2022 Expenditures = *\$40,442.58
2022/2023 Estimate = \$192,266.80 <i>(estimate includes 10% overage or 4,070 tons; piling charge billed separately by delivery service)</i>

*Only purchased 1,083 tons at \$37.38/ton for the 2021/2022 winter season due to amount of salt in storage from previous winter season

Estimated purchase for 2022/2023 is 3,700 tons. The estimate takes into consideration the current inventory of 433 tons plus the forecast of usage for 2022/2023.

The Ohio Department of Transportation (ODOT) has approved Cleveland Metroparks’ participation in the ODOT (Contract 018-23) Cooperative Purchasing Program for Rock Salt. On July 14, 2022, ODOT notified Cleveland Metroparks that it awarded Cargill, Inc. the rock salt bid for participants in Cuyahoga County **at a cost of \$47.24 per ton** with a required minimum order of 25 tons dumped. The previous award’s cost was \$37.38 per ton reflecting an **increase in cost of \$9.86 per ton** as compared to the 2021/2022 winter season cost. The Procurement Manager recommends utilization of the award to the ODOT secured vendor, Cargill, Inc.

Research confirms that other municipalities in surrounding counties cost per ton will vary as follows: \$44.15 (Lake County), \$45.89 (Geauga County), \$49.87 (Medina County), \$47.88 (Summit County), \$48.69 (Portage County), and \$47.32 (Lorain County).

Salt piling (mechanically blowing the salt into the sheds) is currently NOT part of ODOT’s award. Delivery service may be paid via credit card to the third-party delivery service at ±\$10.00/ton for such services.

Cleveland Metroparks salt sheds can hold 3,575 tons at capacity, of which the park currently has 433 tons in stock. This action requests authorization for the purchase of up to 3,700 tons (includes 10% overage or 4,070 tons) of rock salt on an "as needed" basis for the 2022/2023 winter season at the cooperative bid price shown above.

Maximum inventory for 2022/2023 season is 4,503 (433 in storage plus 4,070 to purchase).

Park District Historical Utilization

Historical costs per ton/per season, reflect the following for Cleveland Metroparks:

2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022
\$51.22	\$52.89	\$29.32	\$29.12	\$64.76	\$73.28	*\$50.20	\$37.38

*Salt was not purchased for 2020-2021 season due to an abundance of salt in storage

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Total previous utilization per season follows:

<u>Winter of</u>	<u>TONS OF SALT</u>
2007 – 2008	4,300 tons
2008 – 2009	3,800 tons
2009 – 2010	4,321 tons
2010 – 2011	3,892 tons
2011 – 2012	2,400 tons
2012 – 2013	1,863 tons
2013 – 2014	3,122 tons (included extra purchase of 530 tons due to needs beyond contract season)
2014 – 2015	3,960 tons
2015 – 2016	±3,315 (285 tons in storage with Cargill for 2016/2017 season)
2016 – 2017	2,812 tons
2017 – 2018	3,313 tons
2018 – 2019	1,837 tons
2019 – 2020	1,258 tons
2020 – 2021	1,707 tons (salt was not purchased due to abundance of salt in storage)
2021 – 2022	2,296 tons

Capacity in the salt sheds follows:

<u>Locations</u>	<u>Stockpile Capacity/Tons (Max)</u>
Euclid Reservation - 850 Metroparks Blvd., South Euclid 44121	300 tons
North Chagrin Reservation - 3037 SOM Center Road, Willoughby Hills 44094.....	300 tons
South Chagrin Reservation - 35059 Cannon Road, Bentleyville 44022	200 tons
Bedford Reservation - 14505 Button Road, Walton Hills 44146.....	100 tons
Garfield Reservation - 11410 Broadway Avenue, Garfield Heights 44125.....	100 tons
Brecksville Reservation - 9305 Brecksville Road, Brecksville 44141	300 tons
Hinckley Reservation - 2191 Parker Road, Hinckley 44233.....	225 tons
Mill Stream Run Reservation - 9484 Eastland Road, Strongsville 44149	800 tons
Rocky River Reservation - 4500 Valley Parkway, Fairview Park 44126	550 tons
Ohio Erie Canal Reservation - 4704 E. 49 th St, Cuyahoga Heights 44105	550 tons
Lakefront Reservation – 4851 N. Marginal Rd., Cleveland 44144	50 tons
Cleveland Metroparks Zoo - 4001 Fulton Parkway, Cleveland 44144	100 tons
	<i>Total.....3,575 tons</i>

RECOMMENDED ACTION:

That the Board authorize an award for participation in the ODOT Co-Op #6681 for the purchase of rock salt from the ODOT awarded supplier **Cargill, Inc.**, at the price of \$47.24 per ton, for a total amount not to exceed **\$192,266.80** (includes 10% over 3,700 tons (or 4,070 tons)), as bid by the ODOT awarded vendor under the terms and conditions of Contract 018-23 of the Ohio Department of Transportation bid for Rock Salt for the

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2022/2023 winter season, for a period beginning September 1, 2022 through May 31, 2023 in full utilization of the Ohio Department of Transportation Cooperative Purchasing Program. In the event the log of consumption approaches 90 percent of the estimate, an action item will be presented to the Board requesting an increase.