



**DATE:** June 1, 2020

**MEMO TO:** Jessica Vealitzek, Chair  
Operations Committee

**FROM:** John E. Nelson, Director  
Operations and Infrastructure

**RECOMMENDATION:** Recommend approval of a Resolution awarding a Contract for Bulk Road Salt purchases to Morton Salt, Inc., in an amount not to exceed \$30,981.00.

**STRATEGIC DIRECTIONS SUPPORTED:** Organizational Sustainability; Public Access and Connections

**FINANCIAL DATA:** Road salt is ordered on an as-needed basis. The actual cost of up to \$30,981.00 will be charged to account 15523800-641100 for Grounds Maintenance Supplies. The FY2020 Budget for Grounds Maintenance Supplies is \$97,000.00, with an allocation of \$36,000 for road salt.

**BACKGROUND:** Road salt is purchased annually and is used for de-icing roads during the winter months throughout the District. Lake County Division of Transportation (LCDOT) solicited bids on behalf of multiple agencies, including the District, and Morton Salt, Inc. was selected as the lowest responsible bidder. The amount of the Contract is based upon a usage of 460 tons and is eligible for pricing under the Lake County Material Contract #21-00000-05-GM at a price of \$67.35 per ton. The unit price of \$67.35 per ton is applicable for 80%-120% of the bid quantity of 460 tons (i.e. 368 tons – 552 tons). Additional product, if needed, from 120%-150% of the bid quantity is available at the unit price of \$72.35 per ton per the contract. The District will have the option to renew the contract for one future year subject to Morton’s right to increase the price by up to 5% for the renewal term.

Year to year, operations staff makes adjustments in snow and ice removal operations to manage the use of road salt that have positive environmental and financial benefits. Following is a table of the road salt usage and cost for the past several years.

Winter	Salt Purchased (tons)	Price/ton	Total Amount Spent	# Snow Events
2012-13	379.81	\$53.41	\$20,285.64	Not recorded
2013-14	557.90	\$53.41	\$29,797.44	Not recorded
2014-15	539.02	\$86.54	\$46,646.79	28
2015-16	495.64	\$68.75	\$34,075.26	22
2016-17	312.14	\$59.78	\$18,660.02	12
2017-18	383.94	\$59.78	\$22,951.92	10
2018-19	535.33*	\$61.88	\$33,126.33	27
2019-20	451.45**	\$64.97	\$29,330.73	14

\* Ended the season with almost no salt in storage  
 \*\* Ended the season with approximately 150 tons in storage

**REVIEW BY OTHERS:** Chief Operations Officer, Director of Finance, Purchasing Manager and Corporate Counsel.



**LAKE COUNTY FOREST PRESERVE DISTRICT  
LAKE COUNTY, ILLINOIS**

**A RESOLUTION AWARDING A CONTRACT TO MORTON SALT, INC.,  
FOR BULK ROAD SALT**

**WHEREAS**, the Lake County Forest Preserve District (the “District”) desires to purchase road salt for the 2020-2021 season (the “Material”); and

**WHEREAS**, pursuant to the Illinois Governmental Joint Purchasing Act, 30 ILCS 525/1, et seq., any governmental unit may purchase personal property, supplies, and services jointly with one or more other governmental units if one of the governmental units has publicly advertised for, and received, competitive, sealed bids or proposals and has awarded a contract for such personal property, supplies, and services to the lowest responsible bidder or highest ranking proposer, all in accordance with such Act; and

**WHEREAS**, Lake County has publicly advertised for, and received, competitive sealed bids for the Material, including a bid by Morton Salt, Inc., in the amount of \$67.35 per ton; and

**WHEREAS**, Lake County has awarded its contract #21-00000-05-GM for the Material to Morton Salt, Inc., as the lowest responsible bidder for the Material (the “County Contract”) and the County Contract provides that other units of local government may also enter into contracts with Morton Salt, Inc. on the same terms as provided in the County Contract; and

**WHEREAS**, it is in the District’s best interest to award a contract for the Material to Morton Salt, Inc. on the same terms as provided in the County Contract (the “Contract”); and

**WHEREAS**, the Contract provides that the District may renew the Contract for an additional one-year period, in which case Morton Salt, Inc. would continue to make delivery under the Contract through November 1, 2022 (the “Future Renewal”) subject to Morton Salt Inc.’s right to increase the price per ton of the Product by up to 5%;

**NOW, THEREFORE, BE IT RESOLVED** by the Board of Commissioners of the Lake County Forest Preserve District, Lake County, Illinois, **THAT**:

**Section 1: Recitals.** The recitals set forth above are incorporated as part of this Resolution by this reference.

**Section 2: Award of Contract.** The bid submitted by Morton Salt, Inc., in the amount of \$67.35 per ton (the “Contract Price”) is hereby accepted and a Contract for the Material is hereby awarded to Morton Salt, Inc.; however, the total price paid pursuant to the Contract shall not exceed \$30,981.00.

**Section 3: Execution of Contract; Future Renewal.** The Executive Director and Secretary of the District are hereby authorized to execute and attest to the Future Renewal on behalf of the District. The Executive Director is hereby authorized to approve the Future Renewal on behalf of the District.

**Section 4: Payments.** The District Treasurer shall make payments under the Contract only pursuant to and in accordance with the Contract terms.

**Section 5: Effective Date.** This Resolution shall be in full force and effect from and after its passage and approval in the manner provided by law.

PASSED this \_\_\_\_\_ day of \_\_\_\_\_, 2020.

AYES:

NAYS:

APPROVED this \_\_\_\_\_ day of \_\_\_\_\_, 2020.

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Angelo D. Kyle, President  
Lake County Forest Preserve District

ATTEST:

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Julie Gragnani, Secretary  
Lake County Forest Preserve District

Exhibit No. \_\_\_\_\_