MINNESOTA STATE COLLEGES AND UNIVERSITIES

CENTURY COLLEGE

REQUEST FOR PROPOSAL (RFP)
FOR
SNOW REMOVAL
# SEPTEMBER 2023
## REQUEST FOR PROPOSAL (RFP)
### FOR SNOW REMOVAL

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Notice

This Request for Proposal (RFP) does not obligate the Minnesota State Colleges and Universities system, its Board of Trustees or Century College to award a contract or complete the proposed project and each reserves the right to cancel this RFP if it is considered to be in its best interest. Proposals must be clear and concise. Proposals that are difficult to follow or that do not conform to the RFP format or binding specifications may be rejected. Responding Vendors must include the required information called for in this RFP. Minnesota State reserves the right to reject a proposal if required information is not provided or is not organized as directed.

Century College also reserves the right to waive minor informalities and reserves the right to:

1. Reject any and all proposals received in response to this RFP;
2. Select a proposal for contract negotiation other than the one with the lowest cost;
3. Negotiate any aspect of the proposal with any Vendor;
4. Terminate negotiations and select the next most responsive Vendor for contract negotiations;
5. Terminate negotiations and prepare and release a new RFP;
6. Terminate negotiations and take such action as deemed appropriate.

Any decision to cancel or reject any and all proposals is in Minnesota State’s sole discretion. Minnesota State also reserves the right to change the evaluation criteria or any other provision in this RFP by posting notice of the change(s) on the Vendors and Suppliers at Minnesota State page. Vendors should check the site daily for updates (e.g. amendments, responses to questions) and are expected to review information on the site carefully before submitting a final proposal. Such changes or updates above constitutes written notice to each Vendor.

Definitions

Wherever and whenever the following words or their pronouns occur in this proposal, they shall have the meaning given here:

Minnesota State: State of Minnesota, acting through its Board of Trustees of the Minnesota State Colleges and Universities on behalf of Century College.

School: Century College

System Office: The central system office of Minnesota State Colleges and Universities located at Wells Fargo Place, 30 7th Street East, Suite 350, St. Paul, Minnesota 55101.
Vendor: The firm selected by Minnesota State as the successful responder(s) responsible to execute the terms of a contract.

Targeted Group Business (TGB): A business that is at least 51% owned and operated by a woman or person of color.

Minority-Owned Business Enterprise (MBE): Independent business which is at least 51% owned and operated by one or more minority group member (citizen of the United States or permanent resident who is Black, Hispanic, Asian, or American Indian).

Women-Owned Business Enterprise (WBE): Independent business which is at least 51% owned and operated by one or more women.

Economically Disadvantaged (ED) Business and Individuals: Independent business which must be located (or the owner must reside) in an Economically Disadvantaged Area in Minnesota as determined by the Department of Administration.

Veteran-Owned Business Enterprise (VO): Independent business which is at least 51% owned and operated by one or more veteran or service-disabled veteran as determined by the Minnesota Department of Veterans Affairs.

Diversity: The concept of diversity encompasses acceptance and respect. It means understanding that each individual is unique and recognizing our individual differences. These can be along the dimensions of race, ethnicity, gender, sexual orientation, socio-economic status, age, physical abilities, religious beliefs, political beliefs, or other ideologies.

Equity: The proactive reinforcement of policies, practices, attitudes and actions that produce-equitable power, access, opportunities, treatment, impacts, and outcomes for all.

Inclusion: Authentically bringing traditionally excluded individuals and/or groups into processes, activities and decisions/policy making in a way that shares power.

About Minnesota State and Century College

Minnesota State Colleges and Universities is the third-largest system of state colleges and universities in the United States. Minnesota State is comprised of 33 state colleges and universities with 54 campuses located in 47 Minnesota communities. Minnesota State serves approximately 340,000 students each year. Minnesota State employs more than 15,000 dedicated faculty and staff focused on student success. Minnesota State is an independent state entity that is governed by a 15-member Board of Trustees. For more information about the colleges and universities of Minnesota State, please view its website at www.minnstate.edu.

Century College is a two-year community and technical college located in White Bear Lake, Minnesota. As the largest comprehensive two-year college in Minnesota, Century College serves over 15,500 credit and non-credit students annually. Century College offers over 155 degrees,
diplomas, and certificates in a wide range of career and technical and transfer programs. Century College is accredited by the Higher Learning Commission. For more information about Century College, please visit www.century.edu.

**Authority**

This RFP is undertaken by Century College (hereinafter “Minnesota State”) pursuant to the authority contained in provisions of Minnesota Statutes § 136F.581 and other applicable laws. Minnesota State will select the Vendor(s) whose proposal(s), and oral presentation(s) if requested, demonstrate in its sole opinion, the clear capability to best fulfill the purposes of this RFP in a cost-effective manner. Minnesota State reserves the right to accept or reject proposals, in whole or in part, and to negotiate separately as necessary to serve the best interests of Minnesota State. This RFP does not obligate Minnesota State to award a contract or complete the proposed project and it reserves the right to cancel this RFP if it is considered to be in its best interest.

**Project Overview**

Minnesota State is requesting proposals to furnish all labor and equipment for clearing snow and applying salt efficiently from both the east and west campus parking lots. This will include all labor, materials, equipment, supplies, and services to maintain roadways between parking lots and parking lots for safe driving conditions.

The Contractor will be required to maintain an environment in compliance with all rules, regulations, and codes governing an occupied facility. Contractor will be required to plow and remove all snow from parking lot entrances, lots and drives. Contractor’s response time from call placement to arrival on campus should be no longer than three (3) hours.

**SCOPE OF WORK:**

a. When snow exceeds 1 inch, or snow accumulates during the night or early morning hours, initial snow removal efforts should be directed to primary areas to clear these areas by 7:00 am of the day.

b. The Contractor shall be responsible for clearing daytime accumulations so that the sites are effectively available for evening activities, community events, etc. (also weekend and holiday activities as communicated and directed by the College). Piles of snow must not interfere with visibility at entrances and/or exits of lots. Driveway entrances and exits are to be cleared to their full width with no piles blocking visibility to incoming or outgoing traffic.

c. During lulls in snowfall periods at the request of the College, the Contractor is responsible for pushing back accumulations on parking lots prevent these areas from being “bottled up” to an extent that a plow is prevented from effectively plowing away subsequent accumulations. It is the responsibility of the contractor(s) to monitor the loss of traffic space and parking.
spaces due to snow accumulation, and to report to Century College who will negotiate with the Contractor removal of the snow piles as needed to restore these spaces.

d. Century College may opt to self-perform or provide additional support to Contractors to ensure that access to all lots is clear and free of snow.

e. Equipment storage and power is negotiable with the College.

f. Contractor is responsible with sending a summary of services after all snowfall events, keeping track and reporting of how much product is introduced to our parking facilities and regular communication with the College. Contractor will provide timesheets for each snowfall that requires plowing. Details shall include the following information: equipment used, name and number of operators and the amount of time snowplowing and/or salting the lots.


g. Contractor and the College will walk the facilities at the beginning and end of each year to note conditions and any damaged done by contractor throughout the term of the contract. Contractor is responsible for damaged curbs, gutters, stormwater, turf, landscape, lighting, signs and any other damage done by Contractor. Contractor will be responsible for any/all repairs for damage to Century College property that include, but not limited to damage to trees, shrubs, fencing, concrete curbs, vehicles, buildings or any other unforeseen damages caused by the Contractor.

h. Sidewalks are maintained by Century College personnel.

i. Contractor will pile snow on-site as determined by Century College Grounds Supervisor. If it is determined that snow cannot be piled safely on site, snow removal will conform to all local, state and federal laws regarding transportation and dumping.

j. Contractor will be required to meet with Century College’s Grounds Supervisor to review the property to identify and determine priority areas. The Contractor will provide each of their plowing/salting operators with a copy of the instructions of the priorities.

k. Contractor is responsible for applying salt to all parking lots and roads after each snow event and/or when requested by Century College.

l. Minimum qualifications are:

- Five (5) years’ experience in the removal of snow from large commercial lots

- A minimum of three (3) names and phone numbers of references must be provided.

- Pricing detail for RFP must be submitted using ATTACHMENT A, “EQUIPMENT SPREADSHEET RFP”
Technical/Functional Requirements

Minimum equipment required per snowfall shall include, but not limited to:

- 5 loaders (160 Hp minimum, 190+ Hp preferred) with 3-4.5 yard buckets with attached box plows (minimum of 14 feet)
- 1 Single axel plow trucks, 12,000 lbs. with salt/sand attachment
- 1 Loader with blade attachment
- 1Tri or quad axel truck holding 14-46 yards to move snow if needed.

Vendor shall provide a list of available equipment, through description of each piece of equipment including, but not limited to, horsepower and yards. Pricing shall be in terms of “per hour”, per season pricing will not be accepted.

RFP Information Contact

An authorized representative of Minnesota State for purposes of responding to inquiries about the RFP is:

Name: Jessica Pruden
Title: Buyer Supervisor
Address: 3300 Century Ave N., White Bear Lake, Minnesota, 55110
Telephone: 651-773-1786
E-mail address: Jessica.pruden@century.edu

Other persons are not authorized to discuss RFP requirements before the proposal submission deadline and Minnesota State shall not be bound by and vendors may not rely on information regarding RFP requirements obtained from non-authorized persons. Questions must include the name of the questioner and his/her telephone number, fax number and/or e-mail address. Anonymous inquiries will not be answered.

Duration of Offer

All proposal responses must indicate they are valid for a minimum of 180 from the date of the proposal opening unless extended by mutual written agreement between Minnesota State and the Vendor.

Prices and terms of the proposal as stated must be valid for the length of the resulting contract.
**Terms and Conditions**

This RFP includes and incorporates Terms and Conditions. Vendors should be aware of the terms and conditions in preparing responses to this RFP. Much of the language reflected in any resulting contract with Minnesota State is required by statute. If you take exception to any of the language in the terms and conditions, you must indicate those exceptions in your response to the RFP; certain exceptions may result in your proposal being disqualified from further review and evaluation. Only those exceptions indicated in your response to the RFP will be available for discussion or negotiation.

**Authorized Signature**

The proposal must be completed and signed in the firm's name or corporate name of the Vendor and must be fully signed by an authorized representative of the Vendor. Proof of authority of the person signing must accompany the response.

**Pre-award Vendors Conference**

Vendor may request an on-site inspection prior to RFP submission deadline by contacting Phil Lebens at 651-247-0813.

**Selection and Implementation Timeline**

<table>
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<tr>
<th>Key Dates</th>
<th>Timeline</th>
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<tbody>
<tr>
<td>Monday, September 25, 2023</td>
<td>Publishes RFP notice on MinnState.edu/Vendors webpage</td>
</tr>
<tr>
<td>Monday, October 2, 2023</td>
<td>Deadline for Vendors to submit clarifying questions</td>
</tr>
<tr>
<td>Wednesday, October 4, 2023</td>
<td>Deadline to publish responses to RFP questions</td>
</tr>
<tr>
<td>Monday, October 9, 2023</td>
<td>Deadline for RFP proposal submissions</td>
</tr>
<tr>
<td>Wednesday, October 11, 2023</td>
<td>Review RFP proposal submissions</td>
</tr>
<tr>
<td>Monday, October 16, 2023</td>
<td>Complete section process and notify selected vendor</td>
</tr>
<tr>
<td>Monday, October 23, 2023</td>
<td>Deadline for executing contract</td>
</tr>
</tbody>
</table>

Minnesota State reserves the right to not award a contract. The dates noted above are estimates, but are reasonable for the purposes of presenting deadlines.

**Contract Term**

Minnesota State desires to enter into a contract with the successful Vendor(s) effective November 16, 2023, or on the date the last recognized signature is obtained, whichever occurs
later. The length of such contract(s) will be 3 YEARS with the option to extend an additional 2 YEARS. If Minnesota State and Vendor are unable to negotiate and sign a contract by October 23, 2023, then Minnesota State reserves the right to seek an alternative Vendor(s).

**Proposal Deadline**

Submitted proposals must be received at the following address not later than 2:00 p.m. CT on Monday, October 9, 2023.

Institution: Century College  
Name: Jessica Pruden  
Title: Buyer Supervisor  
Mailing Address: 3300 Century Ave North, White Bear Lake, Minnesota, 55110  
Street Address: (if different than mailing address)

**Format of Proposals and Submission**

The Vendor shall submit one (1) printed copy of its RFP response and one copy on digital media with the RFP response in Microsoft Word format. Proposals are to be sealed in mailing envelopes or packages with the Vendor’s name and address clearly written on the outside. One copy of the proposal must be unbound and signed in blue or black ink by an authorized representative of the vendor. Proof of authority of the person signing must accompany the response.

Proposals received after the Proposal Deadline date and time will not be considered. Fax and e-mail responses will not be considered. Proposals made in pencil will be rejected. Alterations in cost figures used to determine the lowest priced proposal will be rejected unless initialed in ink by the person responsible for or authorized to make decisions as to price quoted. The use of “white out” is considered an alteration.

**Proposal Content**

Vendors must submit the following information:

1. **Adherence to Minnesota State Terms and Conditions**: A statement of the objectives, goals, and tasks to show or demonstrate the vendor's view and understanding of the nature of the contract.

2. **Work Plan**: A description of the deliverables to be provided by the vendor along with a detailed work plan that identifies the major tasks to be accomplished and be used as a scheduling and managing tool, as well as the basis for invoicing.

3. **Qualifications of Vendor and its Personnel**: An outline of the vendor's background and experience with examples of similar work done by the vendor and a list of personnel who
will conduct the project, detailing their training, and work experience. Resumes or other information about project personnel should not, if possible, contain personal telephone numbers, home addresses or home email addresses. If it is necessary to include personal contact information, please clearly indicate in the proposal that personal contact information is being provided.

4. **Cost/Value:** Identify the level of the participation of Minnesota State in the contract, as well as any other services to be provided by Minnesota State, and details of cost allowances for this participation.

**Terms of Payment**

Payment shall be made by Minnesota State promptly after Vendor’s presentation of invoices for services performed and acceptance of such services by an authorized representative of Minnesota State. All services provided by the Vendor pursuant to the resulting contract shall be performed to the satisfaction of Minnesota State, as determined at the sole discretion of its authorized representative, and in accordance with all applicable federal, state and local laws, ordinances, rules and regulations. The Vendor shall not receive payment for work found by Minnesota State to be unsatisfactory or performed in violation of any applicable federal, state or local law, ordinance, rule or regulation.

**Required Documents and Forms**

1. **Affidavit of Non-Collusion.** All vendors must complete the [Affidavit of Non-Collusion](#) and submit it with the response.

2. **Conflicts of Interest.** Vendor must provide a list of all entities with which it has relationships that create, or appear to create, a conflict of interest with the work that is contemplated in this request for proposals. The list should indicate the name of the entity, the relationship, and a discussion of the conflict.

3. **Workforce Certificate.** For all businesses with **40 or more employees** and a contract is estimated to be in **excess of $100,000**, vendors are required to complete the Minnesota Department of Human Rights [Workforce Declaration Page](#) and submit your certification with the response (including extension options).

4. **Equal Pay Certification.** For all businesses with **40 or more employees** and a contract is estimated to be in **excess of $500,000**, vendors are required to complete the Minnesota Department of Human Rights [Equal Pay Declaration Page](#) or claim exemption prior to contract execution. Submit your certification with the response (including extension options).
5. Preferences for TG/ED/VO Businesses and Individuals. If applicable, eligible certified TG/ED/VO businesses will receive preference in the evaluation of its cost proposal as outlined below. Submit your certification with the response.

6. Completed equipment pricing spreadsheet (ATTACHMENT A).

**Selection Process**

The selection process includes Director of Facilities, Grounds and Building Supervisor, Associate Vice President of Finance and Administration, Operations Analyst, Buyer Supervisor. This group will evaluate the proposals and make the final decision.

**RFP Evaluation Factors**

The following factors and their identified weight will be used by Minnesota State to evaluate the responses:

<table>
<thead>
<tr>
<th>No.</th>
<th>Evaluation Factors</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Price/Cost</td>
<td>40%</td>
</tr>
<tr>
<td>2.</td>
<td>Equipment</td>
<td>25%</td>
</tr>
<tr>
<td>3.</td>
<td>Qualifications and experience of Vendor and its personnel</td>
<td>25%</td>
</tr>
<tr>
<td>4.</td>
<td>References</td>
<td>10%</td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

Minnesota State reserves the right to name a date which all responding Vendors will be invited to present demonstrations or participate in an interview.

Minnesota State does not agree to reach a decision by any certain date although it is hoped the evaluation and selection will be completed by the date identified in the Selection and Implementation Timeline.

A proposal may be rejected if it is determined that a Vendor’s ability to work with the existing infrastructure will be too limited or difficult to manage.

**Supplier Diversity**

In accordance with Board Policy 5.14, Minnesota State is committed to enhancing and optimizing business and contracting opportunities that promote economic growth and prosperity in the communities we serve. We are committed to developing mutually beneficial relationships with historically underutilized minority-owned, women-owned, and disability-owned business enterprises. The goal is to ensure that diverse suppliers that satisfy our procurement and contractual standards have opportunities to provide goods and services system-wide. Suppliers are encouraged to complete and submit the Supplier Diversity Form with their RFP, which will be
used to confirm eligibility based on their status and/or commitment to meeting the stated diversity goal for the specific project.

**Preference to Small TG/ED/VO Businesses and Individuals**

In accordance with Minnesota Rules, part 1230.1810 and Minn. Stat. §16C.16, the basis of award is that of a certified prime TG, ED, and VO business or individual will receive a six percent (6%) preference. Preferences are not cumulative; the total percentage of preference granted on a contract may not exceed the highest percentage of preference allowed for that contract. The points are applied to the final cost of the evaluation of the project. Eligible, verified, small businesses currently listed in the [Directory of Certified TG/ED/VO](#) are eligible for the preference.

Vendors interested in becoming a certified should refer to the [Office of Equity in Procurement](#) with the State of Minnesota.