



To: Ryan Cannon, Town Manager; Steve Moore, Public Works Director
Cc: Avon Town Council

From: Keeton Olson, Asset Manager

Date: March 6th, 2026

Re: 2026 Authorization to purchase salt through State Purchasing Program

Since 2011, the Town has purchased salt through a partnership with the State of Indiana and other Municipalities. This has resulted in significant savings to the Town. The state's program requires that the Town determine the amount of salt they will purchase annually. To remain in the State program, the Town is required to purchase 80% of the requested tonnage and is allowed to purchase up to as much as 120% of the requested amount at the State's discounted rate. Delivery can be taken in increments as needed and is delivered to the Town's salt storage facility.

The Town is required to make this commitment by March 27th, 2026.

The Town of Avon has requested and fulfilled our commitment of treated salt for multiple years consecutively, without running short or yielding an excessive surplus.

Staff recommend the Town Council authorize the submittal of a commitment to purchase 1,800 tons of treated salt through the statewide salt purchasing program. This recommendation is based on the Town continuing to use a 1 to 2 mix (1-ton sand and 2-ton salt) which is the same mix that was previously approved by the Town Council. The estimated cost for 1,800 tons of salt, based on the price we paid in 2025, would be about \$171,000; which is within the budgeted amount for 2026. The Town pays for salt from the MVH fund which is gas tax revenue. We have 1,500 Tons of mixed salt in our barn and could hold 1,129 more Tons of salt; not including the 450 Tons we still have on the way.

If you have any further questions, please feel free to contact me at kolson@avonindiana.gov or (317) 272-0948 ext. 129.