

RESOLUTION NO.: 59-2025  
INTRODUCED BY: Mayor Thomas

**A RESOLUTION AUTHORIZING THE MAYOR TO ENTER INTO AN AGREEMENT WITH GREYSTONE CONSTRUCTION TO FURNISH AND INSTALL A SALT STORAGE BUILDING.**

WHEREAS, pursuant to the City Charter this Council may authorize expenditures in excess of twenty-five thousand dollars without public advertising through participation in the cooperative purchasing programs of political subdivisions, including the Sourcewell Cooperative Purchasing Program, where contracts have been competitively bid;

WHEREAS, the City has obtained a proposal from Greystone Construction to furnish and install a salt storage building under its Sourcewell contract for the price of \$259,485.00.

NOW, THEREFORE, BE IT RESOLVED by the Council of the City of Richmond Heights, State of Ohio, that:

Section 1: The Mayor is authorized to enter into an agreement with Greystone Construction to furnish and install a salt storage building as set forth in the proposal dated March 27, 2025, a copy of which is attached hereto as Exhibit A, for a total amount not to exceed \$259,485.00, including additional costs to be determined as a result of potential tariffs affecting the cost of materials as may be assessed by the U.S. government;

Section 2: Payment for any additional costs to be determined as a result of tariffs shall be subject to prior authorization and appropriation by this Council;

Section 3: The Director of Finance is authorized to utilize Fund No. 401-7150-52100 to cover the cost of the agreement authorized in Section 1 of this Resolution.

Section 4. It is found and determined that all formal actions of this Council concerning and relating to the adoption of this Resolution were adopted in an open meeting of this Council, and that all deliberations of this Council and any of its committees that resulted in such formal action, were in meetings open to the public, in compliance with all legal requirements, including Section 121.22 of the Ohio Revised Code.

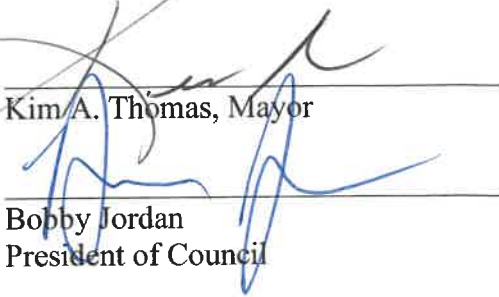
Section 5: This Resolution shall take effect and be in force from and after the earliest period allowed by law.

PASSED: April 8, 2025

APPROVED: April 8, 2025

ATTEST: Tracey Blair  
Tracey Blair  
Clerk of Council

  
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Kim A. Thomas, Mayor

  
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Bobby Jordan  
President of Council

## **EXHIBIT A**



March 27, 2025

Ryan Tiedman  
City of Richmond Heights, OH

**Re: Sourcewell Proposal – Salt Storage Building**

Mr. Tiedman,

Thank you for the opportunity to provide a proposal to furnish and install a salt storage building in Richmond Heights, OH. A few of the advantages the Greystone team brings to the project include:

- **Design-Build Experience** – Greystone has offered design-build and general construction services for 35 years.
- **Fabric Building Expertise** – Greystone has sold and installed fabric buildings for over 20 years. We've successfully completed thousands of fabric building projects.
- **Engineered Fabric Building** – Fabric building will be designed to meet site-specific load requirements including wind, snow and unbalanced loads.
- **Hot Dipped Galvanized Steel** – Fabric building frames are hot dip galvanized post production, after all cutting and welding complete
- **Self-Performed Work** – Greystone has the capability to self-perform the concrete and building installation with our own crews. Often times this allows us to provide the most competitive pricing, maintain quality and hold schedule.

Let us know if you have any questions. We look forward to discussing our next steps.

Sincerely,

Mitchell Lawless  
Business Development Manager



## Scope of Work & Pricing

*to be performed by Greystone Construction*

### Sourcewell Furnish & Install Price:

- 65' x 112' Britespan Atlas Series Building
- Truss spacing 16' on center
- 12 ounce, 23 mil polyethylene Non-FR fabric
  - Single piece cover design
- Building designed per ASCE7-16 (IBC 2021)
  - Fabric type: ASTM E-84 (NON-FR)
  - Occupancy category: CAT 1 (LOW HAZARD)
  - Ground snow load: 20 lbs. & Wind Load: 105 MPH wind
  - Wind Exposure: C
  - Site conditions: Ce = 0.9 Exposed
  - Collateral Load: 0
  - No sprinklers & No conveyor loads
  - Seismic Design Category: B
  - Stamped engineered building drawings – Included
- (1) Fabric end wall with steel framing with (4) 3'x3' mesh vent in back end
- (1) open end wall
- Hot dipped galvanized bolt and purlin upgrades
- Building to be installed on one row of concrete bunker foundations. Blocks to extend 2' above grade on three sides.
  - Engineered foundation drawings – Included
  - Assumes existing soils has minimum bearing capacity of 1,500 PSF
- Approximately 280 lineal feet of 8' tall pre-cast concrete bunker "L" panels with corrosion inhibitor
- Hot dipped galvanized anchor bolts
- Freight - Included
- Tariffs - Excluded
- Provide all necessary labor and equipment to complete items noted above
- Prevailing Wage Rates Included
- Approx. 3,000 tons of salt storage capacity
  - 32 degree angle of repose
  - 80 lbs/cubic foot product weight

<b>Sourcewell Material Price:</b>	<b>\$65,534.05</b>
<b>Install, Foundation, Bunker Panel Price:</b>	<b>\$193,950.95</b>
<b>Potential Tariffs, if required:</b>	<b>TBD</b>
<b>Total Furnish &amp; Install Price:</b>	<b>\$259,485.00 +TBD</b>

Pricing does not include current or future tariffs, surcharges, price escalation, or fees (Tariffs). Cost of Tariffs will be applied at the actual time of border crossing into the United States.

*See exclusions on last page*

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**Market Provisions:**

- Greystone is committed to being your trusted team partner on your project. We are asking all of our clients recognize the volatility of our markets and understand we are providing current pricing for budgeting purposes with the need to adjust final project pricing based on the markets at the actual time of the order. It's important to provide you with the best value for your project, and we do not want to speculate where the actual market rates will be at the time of procurement and/or delivery.
- Pricing does not include current or future tariffs, surcharges, price escalation, or fees (Tariffs). Cost of Tariffs will be applied at the actual time of border crossing into the United States. (i.e., many wholesalers and manufacturers are not committing to pre-determined pricing for pre-ordered materials. These materials are priced at the time of the delivery.) Due to extremely volatile markets, pricing shall be re-evaluated at time of procurement and/or delivery. Any savings or additional cost would be communicated with Owner prior to procurement and/or delivery.
- Price increases will be assigned as contingency. Unless Greystone specifically outlines a contingency value in our proposal or scope of work, it is recommended that the Owner carry a contingency.
- Construction schedule may be affected by material shortages or lead times beyond our control. Any shortages or lead time issues will be communicated with the owner. Evaluation of alternatives will be reviewed, and the contract schedule or costs may be adjusted accordingly.
- Unless noted otherwise proposal pricing is valid for 15 days



**Exclusions – Items not included, but may apply to overall project:**

- Architectural and Civil Engineering
- Sales Tax on Materials
- Utility Relocates
- Tariffs
- Permits & Fees
- Union labor
- Payment and performance bonds
- Emergency Responder Communication Enhancement System
- Cat II occupancy and FR Fabric
- US Steel – Building is fabricated in Canada using Canadian steel
- Alternate foundation design if proposed design isn't suitable for existing site
- Testing & special inspections by owner – Soil borings, soils testing, concrete testing, bolt inspection, etc
- Site work including, but not limited to: soil corrections, granular base material under floor and bunker panels, excavation and backfill, site prep, import or export of materials, dewatering, etc
- Assumed entire building footprint is clear along with 50' clear on all four sides for staging/erection and building engineering requirements
- Site specific safety requirements
- Bituminous paving or concrete – interior and exterior slabs and aprons
- Bunker panel toe extensions, dowels, or earth anchors unless noted otherwise
- Exterior aprons & stoops at doors
- Geotextile liner under building
- Doors – Overhead & personnel
- Insulation, interior liner panel or stainless steel cables
- All electrical & mechanical systems
- All winter conditions