



July 13, 2026

Mr. Jason Anderson
Director of Public Works / City Engineer
344 West Main Street
Marshall, Minnesota, 56258

Re: Southwest Minnesota Regional Airport
Snow Removal Equipment (SRE) Acquisition
Contract Award Recommendation
FAA AIP No. 3-27-0056-022-2026
State Project No. A4201-113
TKDA Project No. 23658.000

Dear Mr. Anderson:

Bids on the above-referenced project were received and opened at 2:00 PM on July 9, 2026. One bidder submitted a bid, as follows:

M-B Companies, Inc.	\$706,175.11
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The Engineer's Estimate for this equipment acquisition was \$739,357.86 for the Base Bid, as shown on the attached bid tabulation. We have reviewed the bids and found no improprieties in the bid proposal from the low bidder, M-B Companies, Inc. The low bid was 5% below the Engineer's Estimate.

The Base Bid provides for the procurement of a high-speed rotary plow with carrier vehicle. The Southwest Minnesota Regional Airport submitted a Grant Initiation Request for Federal assistance to the FAA in September 2025. The equipment acquisition will be funded utilizing Federal Airport Improvement Program (AIP) funds and FAA Airport Infrastructure Grant (AIG) funds, at a 95% funding rate, in addition to State Airport Funds (SAF) at a funding rate of 2.5%. The resulting funding shares for the equipment acquisition are therefore 95% Federal, 2.5% State, and 2.5% Local. The City's local share of the equipment acquisition cost will therefore be \$17,654.38.

M-B Companies, Inc. is currently submitting their Buy American waiver request and required documentation to support a 'Type 3 Waiver', which will demonstrate that more than 60 percent of the cost of all components and subcomponents are produced in the United States.

We therefore recommend that a contract be conditionally awarded to M-B Companies, Inc., the lowest responsible bidder. Grants are anticipated in the fall of 2026; therefore, the resolution for award should be subject to receipt of federal and state funding agreements.

Please contact us at your convenience with any related questions or comments.

Sincerely,

A handwritten signature in blue ink, appearing to read "Dan Sherer", with a stylized flourish at the end.

Daniel A. Sherer, PE
Project Manager

Enclosures

c: Luke Bourassa, MnDOT Aeronautics, elec. w/encl.
Mark Schrader, FAA, elec. w/encl.

BIDS OPENED: JULY 9, 2026
TABULATION BY: DAS

TABULATION OF BIDS
SNOW REMOVAL EQUIPMENT ACQUISITION
SOUTHWEST MINNESOTA REGIONAL AIRPORT

STATE PROJECT NO. A4201-113
TKDA PROJECT NO. 23658.000

			ENGINEER'S ESTIMATE		M-B COMPANIES INC.	
ITEM NO.	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENSION	UNIT PRICE	EXTENSION
34 70 00-1	HIGH-SPEED ROTARY PLOW WITH CARRIER VE	1 EA	739,357.86	739,357.86	706,175.11	706,175.11
			TOTAL \$ 739,357.86		\$ 706,175.11	