



**GREAT LAKES  
ENERGY**

1323 Boyne Ave.  
Boyne City, MI 49712  
1-888-GT-LAKES (485-  
2537)  
gtlakes.com

## **Request for Proposal (RFP)**

### **Snow Removal and Ice Management Services – 10380 Great Lakes Drive, Waters**

**RFP Issue Date:** July 15, 2026

**Proposal Due Date:** August 31, 2026

**Contract Term:** November 1, 2026 – April 30, 2026

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## **1. Introduction**

Great Lakes Energy is soliciting proposals from qualified contractors to provide **snow removal and ice management services** for designated properties located in Kalkaska, MI. The objective is to ensure safe, accessible, and compliant conditions during winter weather events.

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## **2. Scope of Services**

The selected contractor will provide all labor, equipment, materials, and supervision necessary to perform the following services:

### **2.1 Snow Removal**

- Plowing of parking lots, driveways, and access roads
- Clearing of sidewalks, walkways, stairs, and entryways
- Snow clearing around loading docks and emergency exits
- Hauling/removal of accumulated snow when required and agreed upon by Great Lakes Energy point of contact

### **2.2 Ice Management**

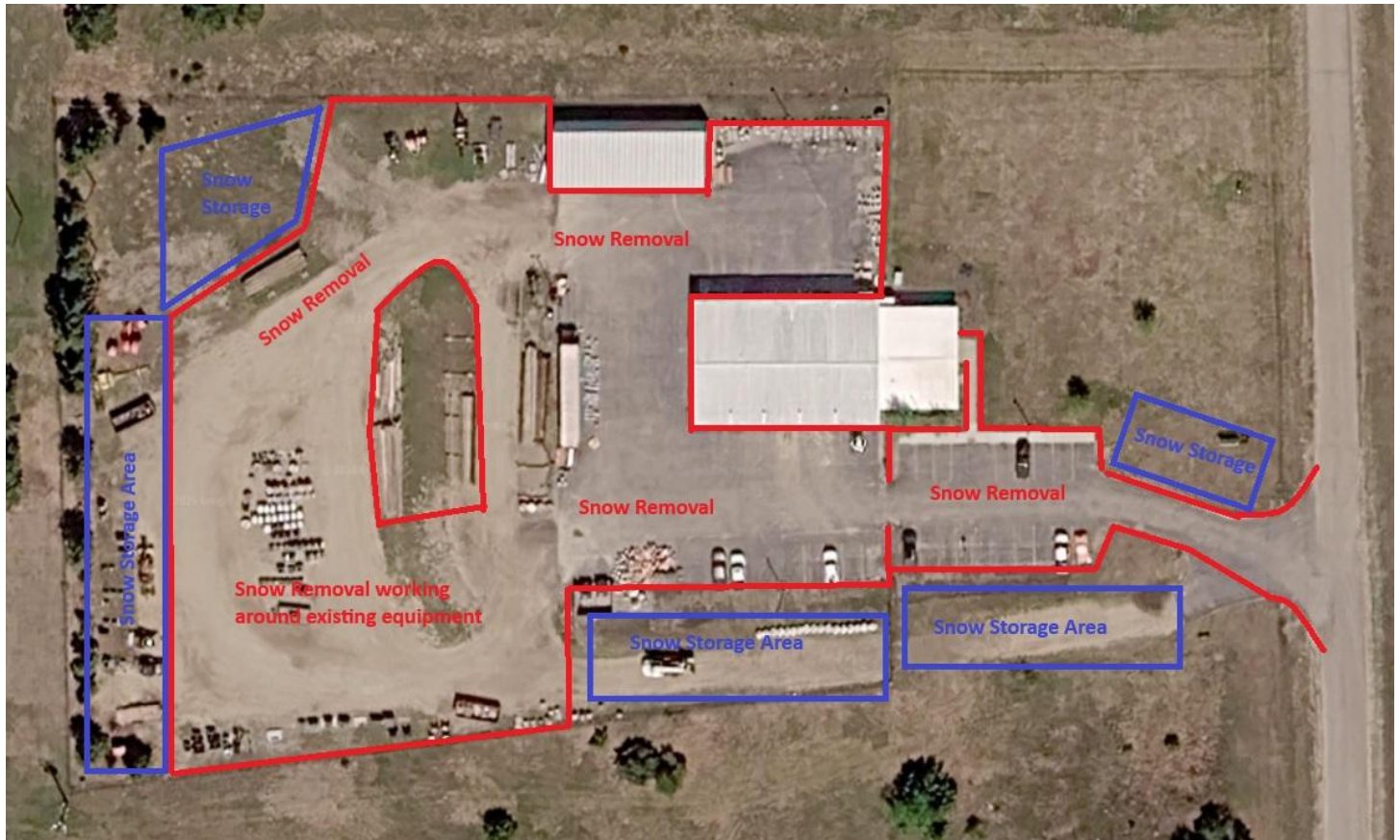
- Application of salt, sand, or approved de-icing products
- Pre-treatment services prior to forecasted storms
- Monitoring of refreeze conditions
- Use of environmentally responsible products where possible

### **2.3 Trigger Depth & Response**

- Snow removal to be initiated at 2 inches of accumulation
- Repeated service during prolonged storms
- Completion timelines as snowfall/icing allows
  - Completion prior to start of business @ 6:30am on weekdays
  - GLE provides critical services to the public and requires priority during storm events as they happen
  - During business hours as snowfall/icing occurs – garages/yards do not close for weather events

### **2.4 Service Areas**

- Provide services at the following locations:
  - 10380 Great Lakes Drive, Waters, MI 49797
  - Site maps included with snow removal and snow storage areas defined
    - Snow removal/ice management within marked red areas
    - Snow storage within marked blue areas



### 3. Service Level Expectations

- Maintain safe and accessible conditions at all times
- Ensure ADA compliance for sidewalks and entrances
- Avoid damage to property, landscaping, and structures. Any damage caused is to be reported to Great Lakes Energy and is the responsibility of the awarded bidder.
- Provide 24/7 availability during winter season
- Respond to urgent service calls within 2 hours
- Spring clean-up of salt/sand residue, damage to lawn/landscaping or other property damage that occurs during the snow/ice removal process

### 4. Contractor Requirements

#### 4.1 Qualifications

- Minimum 5 years of snow removal experience
- Proven experience with commercial properties
- Adequate staffing and equipment capacity

#### 4.2 Insurance Requirements

Contractor must provide certificates of insurance, including:

- General Liability: \$5,000,000
- Workers' Compensation: \$1,000,000

#### 4.3 Equipment



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- List of available plows, loaders, blowers, and spreaders
- Backup equipment plan for breakdowns

#### **4.4 Personnel**

- Trained and experienced operators
- Supervisor assigned to account
- Communication protocol during storm events

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### **5. Proposal Requirements**

Proposals must include:

#### **5.1 Company Information**

- Company name and address
- Contact person and contact details
- Years in business and relevant experience

#### **5.2 Approach and Methodology**

- Snow removal strategy
- Response times and availability
- Staffing plan
- Equipment deployment approach
- Storm monitoring and communication process

#### **5.3 Pricing Structure**

Provide detailed pricing, including:

- Per push (per visit) pricing
- Per sanding/salting visit
- Seasonal fixed-rate pricing (if available)
- Rates for additional services such as hauling of excessive snow amounts when storage areas overflow
- Salt/de-icing material costs
- Emergency service rates
- Discounts for multiple-year commitments

#### **5.4 References**

- At least 3 references with similar scope of work preferred

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### **6. Evaluation Criteria**

Proposals will be evaluated based on:

- Experience and qualifications
- Responsiveness and service approach
- Pricing and cost structure
- Equipment and staffing capacity
- References and past performance

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### **7. Contract Terms**

The selected contractor will be required to:

- Enter into a formal service agreement
- Meet all insurance and compliance requirements
- Adhere to agreed service level standards
- Participate in seasonal kickoff and post-season review meetings



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## 8. Submission Instructions

Proposals must be submitted by:

- **Due Date:** September 4, 2026
- **Submission Method:** email to [rfp@glenergy.com](mailto:rfp@glenergy.com)
- **Contact Person:**
  - Daryl Desloover
  - [ddesloover@glenergy.com](mailto:ddesloover@glenergy.com)
  - 231 675 0553

Late submissions may not be considered.

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## 9. Additional Information

- Site visits may be scheduled upon request
- Questions must be submitted by August 28, 2026

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## 10. Terms and Conditions

Great Lakes Energy reserves the right to:

- Accept or reject any or all proposals
- Request additional information
- Negotiate terms with selected vendors
- Cancel or modify this RFP at any time