

Get the Lead Out (GTLO) – Lead-free fishing tackle rebate

Request for Proposals (RFP)

FY 2025-FY 2027

Proposals are requested from eligible applicants for lead-free tackle purchase rebates. The rolling application form, sample grant agreement, and other relevant documents are on the Minnesota Pollution Control Agency (MPCA) Get the Lead Out rebate webpage: www.pca.state.mn.us/leadoutrebate. Get the Lead Out has staff and a list of lead-free tackle manufacturers and retailers that could be used as resources to find lead-free tackle (www.bit.ly/GTLO_LeadFreeList). Applicants may continue to use their usual distributors and suppliers for eligible, lead-free tackle. Previous applicants from the first implementation of this rebate program (from April 2022 to June 2024) must apply again if they are interested.

1. Overview

Get the Lead Out is an education and outreach program at the MPCA that promotes the voluntary use of lead-free fishing tackle. This funding opportunity provides physical storefront retail establishments rebates on purchases of lead-free tackle for sale to consumers/the public.

The goal of this rebate program is to increase the availability of lead-free tackle at retail establishments, such as bait and tackle stores, and make lead-free tackle more available and affordable for retailers and consumers.

Environmentally preferable lead-free alternative fishing tackle materials include but are not limited to tungsten, tin, bismuth, steel, glass. Popular types of lead-free fishing tackle alternatives include but are not limited to jigs, sinkers, spinner baits, and weights.

2. Funding

A total of \$50,000 in funding is available. This RFP will remain open, and applications will be accepted on a rolling, first come, first serve basis until all dedicated funds have been dispersed or **4:00 pm Central Time on Wednesday, March 31, 2027**, whichever occurs first.

If application is approved, to formally enroll in the rebate program, the applicant must sign a grant agreement valid for **1-year (or until Wednesday, June 30, 2027, whichever occurs first)**.

To be eligible for a rebate, lead-free tackle purchases must be completed in this timeframe (within 1-year from their fully executed grant agreement date or by Wednesday, June 30, 2027, whichever occurs first).

Rebate Percentage: 45% of lead-free tackle purchases, up to \$3,000. The lead-free tackle purchases that receive a rebate shall not be marked up more than the manufacturer's suggested retail price (MSRP).

Award: Each retail establishment may request up to \$3,000. Applicants will be asked to put down a requested amount on the application and will not be reimbursed above the requested amount.

Reimbursement Schedule: To receive a rebate, retail establishments must send itemized receipts, invoices, and/or proof of purchases to MPCA Get the Lead Out for review. These documents may be sent via email as a PDF or photo. Applicants may submit multiple invoices during their enrollment. Invoices do not have to only include items that are intended to be rebated; invoices may include other, ineligible items too.

Rebates for eligible costs shall be paid on a reimbursement basis upon submission of approved and completed lead-free tackle purchases, made after the applicant's fully executed grant agreement start date and before the grant agreement end date. The MPCA is not responsible for any delays from tackle suppliers and manufacturers.

Number of Rebate Submissions: Applicants have the entirety of their enrollment period (1-year from grant agreement start date or by Wednesday, June 30, 2027, whichever occurs first) to draw down their requested grant awards balance. While enrolled, applicants may make multiple purchases, and in turn, send multiple rebate submissions to draw down their balance. Meaning, applicants do not have to use up the entirety of their requested grant award with one purchase/invoice.

3. Eligible and ineligible applicants

Eligible applicants

- Eligible applicants include owners or operators of brick-and-mortar retail establishments physically located in Minnesota that sell fishing bait and tackle; and
- Eligible applicants must be for-profit business with 100 full-time equivalent employees or less (including parent companies and all business operations).
- Franchise owners or operators are eligible if they meet the criteria above.

Ineligible applicants

- Online retailers that do not have a physical brick-and-mortar retail establishment in Minnesota.
- Entities that do not meet the eligibility criteria above. The MPCA may also deem an applicant ineligible because of, but not limited to environmental enforcement issues or tax status.
- Entities that are currently suspended or debarred by the State of Minnesota and/or the federal government are ineligible applicants.

4. Eligible and ineligible projects

Eligible projects

- Fishing tackle that does not contain solid lead parts or is not made of solid lead. Rebated tackle purchases must be sold to consumers/the public at a price no more than the MSRP.

Ineligible projects

- Fishing tackle that contains solid lead parts or is made of solid lead.
- Fishing tackle that traditionally does not contain solid lead parts or traditionally is not made of solid lead. That is, there are no lead-free alternatives for these tackle types because they traditionally do not contain solid lead parts nor are made of solid lead in the first place. Examples include but are not limited to plastic lures, floating crankbaits, unweighted bobbers, and unweighted hooks.
- Purchases of fishing equipment that are not tackle. Examples include but are not limited to rods, reels, tackle boxes, and line.

If there is uncertainty whether a product is lead-free and eligible for a rebate, prior to purchasing the product, it is encouraged (though not required) to contact MPCA Get the Lead Out (leadout@state.mn.us) to confirm.

5. Eligible and ineligible costs

Eligible costs

- Costs of lead-free tackle that are to be resold to consumers/the public at a price no more than the MSRP.

Ineligible costs

Ineligible costs include costs that are not directly related to the project. The following costs, including but not limited to, and even if they are directly related to the project, are ineligible:

- Costs associated with shipping, handling, freight, and taxes from lead-free tackle purchases.
- Costs associated with backordered lead-free tackle purchases.
- Costs associated with advertising and displaying lead-free tackle purchases.
- Costs associated with administrative duties.
- Any expenses incurred before the grant agreement is fully executed, including applicant's expense for preparing the eligibility and cost applications or any expenses incurred during work plan application and final work plan development.

6. Application submission instructions

All applicants must submit the Rolling Application Form. Applications must be received electronically by the MPCA **no later than 4:00 pm Central Time on Wednesday, March 31, 2027**. The email properties header will reflect the date and time submissions are received. Application submissions received after the deadline will be ineligible. Email applications to grants.pca@state.mn.us with the subject line: **"Get the Lead Out Rebate Rolling Application"** The MPCA is not responsible for any errors or delays caused by technology-related issues.

MPCA may choose not to award all funding. This RFP does not obligate the State to award a grant, and the State reserves the right to amend, modify, or cancel this solicitation if it is considered to be in its best interest.

7. Application questions

The MPCA is obligated to be transparent in all aspects surrounding grant work. To meet this obligation, all questions must be submitted in the same manner. Applicants who have any questions regarding this RFP must email questions to grants.pca@state.mn.us, subject line: **"Get the Lead Out Rebate Rolling Application Question."**

It is the applicant's responsibility to check the MPCA website for the most recent updates about an open RFP, including questions, answers, and addendums.

8. Application review process

Applications received by the grant deadline will be reviewed by MPCA staff based on the Application Assessment score sheet in Exhibit A. Applicants must meet all requirements to be considered for funding. Applications will be reviewed on a rolling basis as they are received and awarded on a first come, first served basis.

All applicants will be notified via email of their award status by MPCA staff within approximately 30 days of application submission. Applicants selected for funding will be contacted with the next steps in the award process, including execution of the grant agreement.

9. Grantee responsibilities

Awardees are required to be a registered vendor in SWIFT. To register, go to the Supplier Portal webpage of [SWIFT](#) and click on the Register for an Account link and then Register as a Supplier.

Grant agreement

Each grantee must enter into an agreement and will sign the grant agreement using DocuSign. The agreement will address the conditions of the award, including implementation of the project. Once the agreement is signed, the recipient is expected to read and comply with all conditions of the agreement. Rebate funds will only be distributed for eligible purchases made after the date of the fully executed grant agreement.

A sample State of Minnesota agreement can be found on the MPCA Get the Lead Out web page (www.pca.state.mn.us/leadoutrebate) for your reference. Much of the language reflected in the agreement is required by statute.

Reporting requirements

Itemized receipts, invoices, and/or proof of purchases for approved and completed lead-free tackle purchases will serve as the reporting requirements.

Public data

Applications are private or nonpublic until opened. Once the applications are opened, the name and address of the applicant and the amount requested is public. All other data in an application is private or nonpublic data until all agreements are fully executed. After all agreements are fully executed, all remaining data in the applications is public with the exception of trade secret data as defined and classified in Minn. Stat. § 13.37. A statement that the application is copyrighted or otherwise protected does not prevent public access to the application (Minn. Stat. § 13.599, subd. 3).

Conflict of interest

The MPCA will take steps to prevent individual and organizational conflicts of interest, both in reference to applicants and reviewers per [Minn. Stat. § 16B.98](#) and [Conflict of Interest Policy for State Grant-Making](#).

Organizational conflicts of interest occur when:

- A grantee or applicant is unable or potentially unable to render impartial assistance or advice to the department due to competing duties or loyalties.
- A grantee's or applicant's objectivity in carrying out the awarded project is or might be otherwise impaired due to competing duties or loyalties.

In cases where a conflict of interest is suspected, disclosed, or discovered, the applicants or grantees will be notified and actions may be pursued, including but not limited to disqualification from eligibility for the award or termination of the agreement.

Audits

Per [Minn. Stat. § 16B.98, subd. 8](#), the grantee's books, records, documents, and accounting procedures and practices of the grantee or other party that are relevant to the award or transaction are subject to examination by the awarding agency and either the legislative auditor or the state auditor, as appropriate. This requirement will last for a minimum of six years from the agreement end date, receipt, and approval of all final reports, or the required period of time to satisfy all state and program retention requirements, whichever is later.

Affirmative action and non-discrimination requirements

- A. race, color, creed, religion, national origin, sex, marital status, status in regard to public assistance, membership or activity in a local commission, disability, sexual orientation, or age in regard to any position for which the employee or applicant for employment is qualified. [Minn. Stat. § 363A.02](#). The grantee agrees to take affirmative steps to employ, advance in employment, upgrade, train, and recruit minority persons, women, and persons with disabilities.
- B. The grantee must not discriminate against any employee or applicant for employment because of physical or mental disability in regard to any position for which the employee or applicant for employment is qualified. The grantee agrees to take affirmative action to employ, advance in employment, and otherwise treat qualified disabled persons without discrimination based upon their physical or mental disability in all employment practices such as the following: employment, upgrading, demotion or transfer, recruitment, advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship. [Minn. R, pt.5000.3500](#).
- C. The grantee agrees to comply with the rules and relevant orders of the Minnesota Department of Human Rights issued pursuant to the Minnesota Human Rights Act.

Voter registration requirement

The grantee will comply with [Minn. Stat. § 201.162](#) by providing voter registration services for its employees and for the public served by the grantee.

Exhibit A: Application assessment score sheet

Applicants must meet the following to be considered for funding:

Requirements	Meets / Does not meet
<p>Eligible applicants:</p> <ul style="list-style-type: none">• Eligible applicants include owners or operators of brick-and-mortar retail establishments physically located in Minnesota that sell fishing bait and tackle; and• Eligible applicants must be for-profit business with 100 full-time equivalent employees or less (including parent companies and all business operations).• Franchise owners or operators are eligible if they meet the criteria above.	
<p>Eligible projects:</p> <ul style="list-style-type: none">• Purchases of fishing tackle that does not contain solid lead parts or is not made of solid lead. Rebated tackle purchases must be sold to consumers/the public at a price no more than the MSRP. Purchases of fishing tackle must not fall into the categories listed under ineligible projects.	