



BID AWARD PANEL CONTRACT AWARD

Award of Request for Quotation No. 3903-18-5060 to Applewood Roofing And Sheet Metal Ltd. & Triumph Roofing & Sheet Metal Inc. for Roofing Services for the City of Toronto's Facilities Management Division & Solid Waste Management

Date: January 10, 2019
To: Bid Award Panel
From: Chief Purchasing Officer
Wards: All

RECOMMENDATIONS

The Chief Purchasing Officer recommends that the Bid Award Panel, grant authority to award the following contract:

Call Number:
RFQ Number 3903-18-5060

Description:

The non-exclusive supply of materials, labour, supplies, equipment, delivery, installation, and warranty of Minor Roof Repairs and Roof Maintenance Service as and when required at various City of Toronto's Facilities Management and Solid Waste Management Division for a period of two (2) years from the date of award with the option to renew the Contract for three (3) additional separate one (1) year periods, all in accordance with the terms, conditions, and specifications contained in this RFQ and any applicable City policy. The enclosed Prices "A", "A1" and "B", "B1". Should the option(s) be exercised then the General Manager of Facilities Management will request the Chief Purchasing Officer to process the renewals under the same terms and conditions.

Recommended Bidder:

- 1-Applewood Roofing and Sheet Metal Ltd. Facilities Management, (Schedule A, A1)
- 2-Triumph Roofing & Sheet Metal Inc. Solid Waste Management Division, (Schedule B, B1)

Contract Award Value:

Applewood Roofing and Sheet Metal Ltd.(Schedule A, A1)
\$ 3,051,056 net of all applicable taxes and charges
\$ 3,447,693 including all applicable taxes and charges

\$ 3,104,755 net of HST recoveries

Contract is expected to start on date of award and end on December 31, 2020 (two years term)

Option Year 1 (January 1, 2021 to December 31, 2021)

\$ 1,571,294 net of all applicable taxes and charges

\$ 1,775,562 including all applicable taxes and charges

\$ 1,598,949 net of HST recoveries

Option Year 2 (January 1, 2022 to December 31, 2022)

\$ 1,618,433 net of all applicable taxes and charges

\$ 1,828,829 including all applicable taxes and charges

\$ 1,646,917 net of HST recoveries

Option Year 3 (January 1, 2023 to December 31, 2023)

\$ 1,666,986 net of all applicable taxes and charges

\$ 1,883,694 including all applicable taxes and charges

\$ 1,696,325 net of HST recoveries

The total potential award to Applewood Roofing and Sheet Metal Ltd. including all option years for contract award is \$8,046,945 net of HST recoveries, \$8,935,778 including all applicable taxes and charges and \$7,907,768 net of all taxes and charges.

Triumph Roofing & Sheet Metal Inc. (Schedule B, B1)

\$ 3,643,970 net of all applicable taxes and charges

\$ 4,117,686 including all applicable taxes and charges

\$ 3,708,104 net of HST recoveries

Contract is expected to start on date of award and end on December 31, 2020 (two years term)

Option Year 1 (January 1, 2021 to December 31, 2021)

\$ 1,876,645 net of all applicable taxes and charges

\$ 2,120,608 including all applicable taxes and charges

\$ 1,909,673 net of HST recoveries

Option Year 2 (January 1, 2022 to December 31, 2022)

\$ 1,932,944 net of all applicable taxes and charges

\$ 2,184,227 including all applicable taxes and charges

\$ 1,966,964 net of HST recoveries

Option Year 3 (January 1, 2023 to December 31, 2023)

\$ 1,990,932 net of all applicable taxes and charges

\$ 2,249,753 including all applicable taxes and charges

\$ 2,025,973 net of HST recoveries

The total potential award to Triumph Roofing & Sheet Metal Inc. including all option years for contract award is \$9,610,714 net of HST recoveries, \$10,672,274 including all applicable taxes and charges and \$9,444,491 net of all taxes and charges.

The total potential award identified in this report for including all option years for two awards is \$17,352,259 net of all applicable taxes and charges; \$19,608,052 including all applicable taxes & charges. **The total potential cost to the City including all option years is \$17,657,659 net of HST recoveries.**

Contracts are expected to start on the date of award and end on December 31, 2020, with the option to renew the Contract for three (3) additional and separate one (1) year periods.

The above cost calculations for the Option Period reflects an estimated annual 3% increase as per the Consumer Price Index.

FINANCIAL IMPACT

The total potential contract award identified in this report, including all option years, is \$19,608,052 including all applicable taxes and charges. The total potential cost to the City, including the option years is \$17,657,659 net of HST recoveries.

Funding is available in the 2019 Recommended Operating and Capital Budgets and the 2020-2028 Recommended Capital Plan for Facilities, Real Estate, Environment & Energy and Solid Waste Management Services. Additional funds for the balance of the contract period will be requested in the 2020 Operating Budget Submission for Facilities, Real Estate, Environment & Energy and Solid Waste Management Services Divisions.

Should the City choose to exercise its option(s) after consultation with Financial Planning Division to renew for the three (3) additional, separate one (1) year periods, then appropriate additional funding, if needed, will be included in 2021-2023 Operating and Capital Budget Submissions for Facilities, Real Estate, Environment & Energy and Solid Waste Management Services Divisions.

The cash flow funding requirement for this service is summarized in the following table (net of HST recoveries).

Funding details are provided in Table 1 to follow:

Table 1: Financial Impact Summary of the Recommended Contract (Net of HST Recoveries)

GL Account/ Cost Centres	Base Period: Date of award to December 31, 2020	Optional Period 1: January 1, 2021 to December 31, 2021	Optional Period 2: January 1, 2022 to December 31, 2022	Optional Period 3: January 1, 2023 to December 31, 2023
FA100-30 C/E 4424	\$2,095,709	\$1,079,290	\$1,111,669	\$1,145,019
CCA251-08 C/E 4995	\$1,009,045	\$ 519,658	\$ 535,248	\$ 551,305
SW0011; SW0850 to SW0864 C/E 4403, 4412,4424	\$20,000	\$10,000	\$10,000	\$10,000
CSW312-18 C/E 4995	\$50,000	\$25,000	\$25,000	\$25,000
CSW361-17 C/E 4995	\$3,638,104	\$1,874,673	\$1,931,964	\$1,990,972
Total				\$17,657,659

CALL SUMMARY

Call Issued: September 14, 2018
Number of Addenda Issued: Two (2)
Number of Bids: Five (5)

Call Closed: October 16, 2018

Table 2: Summary of Bids Received for RFQ No. 3903-18-5060, including Bid price

Bidder Name	Evaluated Bid Price (Including HST):
Schedule A, A1	
Applewood Roofing And Sheet Metal Ltd.	\$3,447,693*
Triumph Roofing & Sheet Metal Inc.	\$4,523,718

Bidder Name	Evaluated Bid Price (Including HST):
Schedule A, A1	
Cordiero Roofing Ltd.	\$4,105,412
Proteck Roofing & Sheet Metal Inc.	\$4,462,579
Nortex Roofing Ltd.	\$8,328,750
Schedule B, B1	
Applewood Roofing And Sheet Metal Ltd.*	\$5,602,966
Triumph Roofing & Sheet Metal Inc.	\$4,117,686
Cordiero Roofing Ltd.	\$4,791,268
Proteck Roofing & Sheet Metal Inc.	\$6,290,204
Nortex Roofing Ltd.	\$6,648,459

*Bid prices were corrected for mathematical errors. Purchasing & Materials Management has verified that the mathematical errors were corrected.

DIVISION CONTACTS

Sabrina Dipietro, Acting Manager, Construction Services, Purchasing & Materials Management,
416-397-4809, Sabrina.Dipietro@toronto.ca

Malake AbouHmaid, Acting Sr. Project Manager, Project Management Office, Facilities Management Division, 416-397-5558, Malake.Abouhmaid@toronto.ca

Darryl Yaworski, Manager, Facilities & Equipment Maintenance, Solid Waste Management Services Division, 416-392-0762, Darryl.Yaworski@toronto.ca

COMMENTS

For the recommended contract award, the following requirements have been met:

- a. City Council is in summer recess and pursuant to the Municipal Code, Chapter 195, Purchasing, Sections 195-8.3(3), the Bid Award Panel has authority to exercise the power of a Standing Committee to make an award that exceeds \$20,000,000 (excluding applicable taxes);
- b. The firm recommended for award is the lowest bidder meeting specifications based on the evaluation criteria included in the call and meeting the requirements of the call;

c. the appropriate Division has reviewed submissions and found the price to be reasonable, within available budget and concurs with the recommendation;

d. the contract term is:

1. for a contract funded by the operating budget, 5 years or less including any option years; or

2. for a contract funded by the capital budget, within the projected term of the capital funding for the project as set out in the capital budget,

being within the delegated authority of the Bid Award Panel;

e. there are no material written objections to the award;

f. the call document was advertised on the City's internet website and bids were opened publicly; and

g. the Fair Wage Office confirms the recommended firm understands the Fair Wage Policy and Labour Trades requirements and has agreed to comply fully.

Additional details and information for the above calls are on the file in the Purchasing and Materials Management Division.

SIGNATURE

Michael Pacholok
Chief Purchasing Officer