



BID AWARD PANEL CONTRACT AWARD

Award of Request for Quotation Doc 2214138883 to Brinkman & Associates, Salivan Landscape Ltd. and Lomco Ltd. for Tree Planting Services for the City of Toronto's Parks, Forestry and Recreation Division

Date: April 2, 2020
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 contracts:

Call Number:
Request for Quotation Doc 2214138883

Description:
For RFQ 3716-20-0057 the non-exclusive supply, delivery, installation and warranty necessary to provide tree planting services for the City of Toronto's Parks, Forestry and Recreation Division from the date of Award for the period of one (1) year, with the option to renew the Contract for three (3) additional separate one (1) year periods.

The RFQ is structured to award three (3) separate contract(s) to the three (3) lowest bidders based on the bidders meeting specifications and providing the lowest total initial base bid price with the following allocation, 60% of the work to the primary vendor, 25% to the secondary vendor and 15% to the tertiary vendor.

Should the option(s) be exercised, then the General Manager of Parks, Forestry and Recreation will request the Chief Purchasing Officer to process the renewals under the same terms and conditions.

Recommended Bidders:
Brinkman & Associates – Primary Vendor – 60% of the work
Salivan Landscape Ltd. – Secondary Vendor – 25% of the work
Lomco Ltd. – Tertiary Vendor – 15% of the work

Contract Award Value:

Brinkman & Associates

Lowest Bidder - Primary Vendor - Award 60% of the work

\$3,660,176 net of all applicable taxes and charges (incl. 5% Contingency)

\$4,135,999 including HST and all applicable charges

\$3,724,595 net of HST recoveries

The contract is expected to start on the date of award and end on March 31, 2021.

Option Year 1: April 1, 2021 to March 31, 2022

\$3,769,982 net of all applicable taxes and charges

\$4,260,079 including HST and all applicable charges

\$3,836,333 net of HST recoveries

Option Year 2: April 1, 2022 to March 31, 2023

\$3,883,081 net of all applicable taxes and charges

\$4,387,882 including HST and all applicable charges

\$3,951,423 net of HST recoveries

Option Year 3: April 1, 2023 to March 31, 2024

\$3,999,574 net of all applicable taxes and charges

\$4,519,518 including HST and all applicable charges

\$4,069,966 net of HST recoveries

The total potential contract award for the initial contract term and all option years is \$15,312,813 net of all applicable taxes and charges, \$17,303,478 including HST and applicable charges. **The total potential cost to the City is \$15,582,317 net of HST recoveries.**

Salivan Landscape Ltd

Lowest Bidder - Secondary Vendor - Award 25% of the work

\$1,814,117 net of all applicable taxes and charges (incl. 5% Contingency)

\$2,049,952 including HST and all applicable charges

\$1,846,045 net of HST recoveries

The contract is expected to start on the date of award and end on March 31, 2021.

Option Year 1: April 1, 2021 to March 31, 2022

\$1,868,540 net of all applicable taxes and charges

\$2,111,451 including HST and all applicable charges

\$1,901,427 net of HST recoveries

Option Year 2: April 1, 2022 to March 31, 2023

\$1,924,597 net of all applicable taxes and charges

\$2,174,794 including HST and all applicable charges

\$1,958,469 net of HST recoveries

Option Year 3: April 1, 2023 to March 31, 2024
\$1,982,334 net of all applicable taxes and charges
\$2,240,038 including HST and all applicable charges
\$2,017,224 net of HST recoveries

The total potential contract award for the initial contract term and all option years is \$7,589,588 net of all applicable taxes and charges, \$8,576,235 including HST and applicable charges. **The total potential cost to the City is \$7,723,165 net of HST recoveries.**

Lomco Ltd.

Lowest Bidder - Tertiary Vendor - Award 15% of the work

\$1,196,514 net of all applicable taxes and charges (incl. 5% Contingency)
\$1,352,061 including HST and all applicable charges
\$1,217,573 net of HST recoveries

The contract is expected to start on the date of award and end on March 31, 2021.

Option Year 1: April 1, 2021 to March 31, 2022
\$1,232,409 net of all applicable taxes and charges
\$1,392,623 including HST and all applicable charges
\$1,254,100 net of HST recoveries

Option Year 2: April 1, 2022 to March 31, 2023
\$1,269,382 net of all applicable taxes and charges
\$1,434,401 including HST and all applicable charges
\$1,291,723 net of HST recoveries

Option Year 3: April 21, 2023 to March 31, 2024
\$1,307,463 net of all applicable taxes and charges
\$1,477,433 including HST and all applicable charges
\$1,330,475 net of HST recoveries

The total potential contract award for the initial contract term and all option years is \$5,005,768 net of all applicable taxes and charges, \$5,656,518 including HST and applicable charges. **The total potential cost to the City is \$5,093,871 net of HST recoveries.**

The combined total potential contract award identified in this report for the initial contract term and all option years is \$27,908,169 net of all applicable taxes and charges, \$31,536,231 including HST and applicable charges. **The combined total potential cost to the City is \$28,399,353 net of HST recoveries.**

The above cost calculations for the option years reflect an estimated 3% increase in the Consumer Price Index.

FINANCIAL IMPACT

The combined total potential contract award identified in this report for the initial contract term and all option years is \$27,908,169 net of all applicable taxes and charges, \$31,536,231 including HST and applicable charges. **The combined total potential cost to the City is \$28,399,353 net of HST recoveries.**

Funding is available in the 2020 Approved Operating Budget for Parks, Forestry and Recreation Division as well as the 2020 Approved Capital Budget for Transportation Services. Should the optional year(s) be exercised, then additional funding, as required, will be requested in their 2021-2024 Operating and Capital Budget Submissions. Additional funding details are summarized in Table 1 as follows:

Table 1: Financial Impact Summary of Recommended Contracts (net of HST Recoveries)

Cost Centre & G/L Account	Date of Award to December 31, 2020	January 1, 2021 to March 31, 2021	Option Year 1: April 1 2021 to March 31, 2022	Option Year 2: April 1, 2022 to March 31, 2023	Option Year 3: April 1, 2023 to March 31, 2024
P00034 4409	\$6,038,213	\$0	\$6,241,860	\$6,451,616	\$6,667,664
CTP315-06-274 4409	\$750,000	\$0	\$750,000	\$750,000	\$750,000
Total	\$6,788,213	\$0	\$6,991,860	\$7,201,616	\$7,417,664
Total (Net of HST Recoveries)					\$28,399,353

CALL SUMMARY

Call Issued: January 28, 2020

Call Closed: February 28, 2020

Number of Addenda Issued: One (1)

Number of Bids: Five (5)

Table 2: Summary Bids Received for RFQ Doc 2214138883

Bidder Name	Evaluated Bid Price (incl H.S.T. and Prompt Pymt Discount)
Brinkman & Associates	\$6,555,750
Salivan Landscape Ltd.	\$7,796,055
Lomco Ltd.	\$8,469,924
Wessuc Inc.	\$12,889,426 (incl. 1% prompt payment)
1913574 Ontario Inc O/A Royal Oak Tree Services	\$13,465,727

*Evaluated Bid Prices above do not include the 5% contingency and were based on total quantities and not allocation of work quantities.

DIVISION CONTACTS

Elena Caruso, Manager, Goods and Services, Purchasing and Materials Management, 416-392-7316, elena.caruso@toronto.ca

Ray Vendrig, Manager, Urban Forest Renewal, Parks, Forestry and Recreation, 416-392-5378, raymond.vendrig@toronto.ca

COMMENTS

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

a. The firms recommended for award are the lowest bidders meeting specifications or to the highest scoring proponent based on the evaluation criteria included in the call and meeting the requirements of the call;

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

c. the total contract value is less than \$20 million dollars (excluding applicable taxes) and 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 authority of the Bid Award Panel;

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

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

f. 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