



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Doc No. 2746839371 to Various Suppliers for the Supply and Delivery of Winter & Summer Maintenance Services for Various Divisions

Date: April 29, 2021
To: Bid Award Panel
From: Chief Procurement Officer
Wards: All

RECOMMENDATIONS

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

Solicitation Number:

Negotiated Request for Proposal (nRFP) No. 2746839371

Description:

For the Supply and Delivery of Winter & Summer Maintenance Services for a period of three (3) years with the option to renew for an additional two (2) one-year option periods, all in accordance with the terms, conditions, and specifications contained in this nRFP and any applicable City policy.

This nRFP was issued for the City of Toronto divisions to award contracts to the highest scoring proponents per service category and property group, for the provision of either Winter and/or Summer maintenance services on a seasonal basis.

Recommended Suppliers:

Winter Maintenance:

Landscape Effects Group
Lima's Gardens & Construction Inc.
Lomco Limited
Forest Ridge Landscaping Inc.

Summer Maintenance:

Hank Deenen Landscaping Ltd.
Lima's Gardens & Construction Inc.
Lomco Limited

Contract Award Value by Service and Supplier for Each Division:

WINTER SERVICES

Landscape Effects – Awarded for Property Group 1 for Children's Services

\$ 489,645 net of all applicable taxes and charges
\$ 553,299 including HST and all applicable charges
\$ 498,263 net of HST recoveries

The contract is expected to start from date of award to April 30, 2024.

Option Year 1 from May 1, 2024 to April 30, 2025
\$ 168,111 net of all applicable taxes and charges
\$ 189,966 including all applicable taxes and charges
\$ 171,070 net of HST recoveries

Option Year 2 from May 1, 2025 to April 30, 2026
\$ 173,155 net of all applicable taxes and charges
\$ 195,665 including all applicable taxes and charges
\$ 176,202 net of HST recoveries

Total Potential Winter Contract Award Value to Landscape Effects (Group 1)

\$ 830,911 net of all taxes and charges
\$ 938,930 including HST and all applicable charges
\$ 845,535 net of HST recoveries

Lima's Gardens – Awarded for Property Group 2 for Toronto Fire Services

\$ 1,707,025 net of all applicable taxes and charges
\$ 1,928,939 including HST and all applicable charges
\$ 1,737,069 net of HST recoveries

The contract is expected to start from date of award to April 30, 2024.

Option Year 1 from May 1, 2024 to April 30, 2025
\$ 585,870 net of all applicable taxes and charges
\$ 662,034 including all applicable taxes and charges
\$ 596,182 net of HST recoveries

Option Year 2 from May 1, 2025 to April 30, 2026
\$ 603,446 net of all applicable taxes and charges
\$ 681,895 including all applicable taxes and charges
\$ 614,067 net of HST recoveries

Total Potential Winter Contract Award Value to Lima's Gardens (Group 2)

\$ 2,896,342 net of all taxes and charges
\$ 3,272,867 including HST and all applicable charges
\$ 2,947,318 net of HST recoveries

Lomco Limited – Awarded for Property Group 3 for Long-Term Care Home Services

\$ 1,122,000 net of all applicable taxes and charges
\$ 1,267,860 including HST and all applicable charges
\$ 1,141,747 net of HST recoveries

The contract is expected to start from date of award to April 30, 2024.

Option Year 1 from May 1, 2024 to April 30, 2025
\$ 385,220 net of all applicable taxes and charges
\$ 435,299 including all applicable taxes and charges
\$ 392,000 net of HST recoveries

Option Year 2 from May 1, 2025 to April 30, 2026
\$ 396,777 net of all applicable taxes and charges
\$ 448,358 including all applicable taxes and charges
\$ 403,760 net of HST recoveries

Total Potential Winter Contract Award Value to Lomco Limited (Group 3)

\$ 1,903,997 net of all taxes and charges
\$ 2,151,516 including HST and all applicable charges
\$ 1,937,507 net of HST recoveries

Forest Ridge – Awarded for Property Group 4 for Solid Waste

\$ 228,531 net of all applicable taxes and charges
\$ 258,240 including HST and all applicable charges
\$ 232,553 net of HST recoveries

The contract is expected to start from date of award to April 30, 2024.

Option Year 1 from May 1, 2024 to April 30, 2025
\$ 78,462 net of all applicable taxes and charges
\$ 88,662 including all applicable taxes and charges
\$ 79,843 net of HST recoveries

Option Year 2 from May 1, 2025 to April 30, 2026
\$ 80,816 net of all applicable taxes and charges
\$ 91,322 including all applicable taxes and charges
\$ 82,238 net of HST recoveries

Total Potential Winter Contract Award Value to Forest Ridge (Group 4)

\$ 387,809 net of all taxes and charges
\$ 438,224 including HST and all applicable charges
\$ 394,634 net of HST recoveries

SUMMER SERVICES

Hank Deenen – Awarded to Property Group 1 for Children's Services

\$ 352,368 net of all applicable taxes and charges
\$ 398,176 including HST and all applicable charges
\$ 358,570 net of HST recoveries

The contract is expected to start from date of award to April 30, 2024.

Option Year 1 from May 1, 2024 to April 30, 2025
Award of Ariba Doc No. 2746839371

\$ 120,980 net of all applicable taxes and charges
\$ 136,707 including all applicable taxes and charges
\$ 123,109 net of HST recoveries

Option Year 2 from May 1, 2025 to April 30, 2026
\$ 124,609 net of all applicable taxes and charges
\$ 140,808 including all applicable taxes and charges
\$ 126,802 net of HST recoveries

Total Potential Summer Contract Award Value to Hank Deenen (Group 1)

\$ 597,957 net of all taxes and charges
\$ 675,691 including HST and all applicable charges
\$ 608,481 net of HST recoveries

Lima's Gardens – Awarded for Property Group 2 for Toronto Fire Services

\$ 830,468 net of all applicable taxes and charges
\$ 938,429 including HST and all applicable charges
\$ 845,084 net of HST recoveries

The contract is expected to start from date of award to April 30, 2024.

Option Year 1 from May 1, 2024 to April 30, 2025
\$ 292,855 net of all applicable taxes and charges
\$ 330,927 including all applicable taxes and charges
\$ 298,010 net of HST recoveries

Option Year 2 from May 1, 2025 to April 30, 2026
\$ 301,641 net of all applicable taxes and charges
\$ 340,854 including all applicable taxes and charges
\$ 306,950 net of HST recoveries

Total Potential Summer Contract Award Value to Lima's Gardens (Group 2)

\$ 1,424,965 net of all taxes and charges
\$ 1,610,210 including HST and all applicable charges
\$ 1,450,044 net of HST recoveries

Lomco Limited – Awarded to Property Group 3 for Long-Term Care Home Services

\$ 365,217 net of all applicable taxes and charges
\$ 412,695 including HST and all applicable charges
\$ 371,644 net of HST recoveries

The contract is expected to start from date of award to April 30, 2024.

Option Year 1 from May 1, 2024 to April 30, 2025
\$ 132,767 net of all applicable taxes and charges
\$ 150,027 including all applicable taxes and charges
\$ 135,104 net of HST recoveries

Option Year 2 from May 1, 2025 to April 30, 2026
\$ 136,750 net of all applicable taxes and charges
\$ 154,528 including all applicable taxes and charges
\$ 139,157 net of HST recoveries

Total Potential Summer Contract Award Value to Lomco Limited (Group 3)

\$ 634,734 net of all taxes and charges
\$ 717,249 including HST and all applicable charges
\$ 645,905 net of HST recoveries

Lima's Gardens – Awarded for Property Group 4 for the Solid Waste division

\$ 236,868 net of all applicable taxes and charges
\$ 267,661 including HST and all applicable charges
\$ 241,037 net of HST recoveries

The contract is expected to start from date of award to April 30, 2024.

Option Year 1 from May 1, 2024 to April 30, 2025
\$ 86,108 net of all applicable taxes and charges
\$ 97,303 including all applicable taxes and charges
\$ 87,624 net of HST recoveries

Option Year 2 from May 1, 2025 to April 30, 2026
\$ 88,692 net of all applicable taxes and charges
\$ 100,222 including all applicable taxes and charges
\$ 90,253 net of HST recoveries

Total Potential Summer Contract Award Value to Lima's Gardens (Group 4)

\$ 411,668 net of all taxes and charges
\$ 465,185 including HST and all applicable charges
\$ 418,913 net of HST recoveries

The total potential contract award identified in this report for all contracts (Winter & Summer) including the option years is \$9,088,382 net of all applicable taxes and charges. **The total potential cost to the City for all contacts including the option years is \$9,248,338 net of HST recoveries.**

The above cost calculations reflect a 3% CPI adjustment applied annually to each year's cost after the initial one (1) year period.

FINANCIAL IMPACT

The total potential contract award identified in this report for all contracts (Winter & Summer) including the option years is \$9,088,382 net of all applicable taxes and charges. The total potential cost to the City for all contacts including the option years is \$9,248,338 net of HST recoveries.

Funding in the amount of \$154,965 net of HST recoveries is available in the 2021 Approved Budget for Children's Services. Additional funding will be requested in the

2022-2024 Operating Budget Submissions for Children's Services. Should the optional periods be exercised, additional funding will be requested in the 2024-2026 Operating Budget Submissions for Children's Services. Additional funding details follow in Table 1.

Funding in the amount of \$439,234 net of HST recoveries, including the contingency amount, is available in the 2021 Approved Budget for Toronto Fire Services. Additional funding will be requested in the 2022-2024 Operating Budget Submissions for Toronto Fire Services. Should the optional periods be exercised, additional funding will be requested in the 2024-2026 Operating Budget Submissions for Fire Services. Additional funding details follow in Table 1.

Funding in the amount of \$236,168 net of HST recoveries is available in the 2021 Approved Budget for Senior Services and Long-Term Care. Additional funding will be requested in the 2022-2024 Operating Budget Submissions for Senior Services and Long-Term Care. Should the optional periods be exercised, additional funding will be requested in the 2024-2026 Operating Budget Submissions for Senior Services and Long-Term Care. Additional funding details follow in Table 1.

Funding in the amount of \$96,732 net of HST recoveries is available in the 2021 Approved Budget for Solid Waste Management Services. Additional funding will be requested in the 2022-2024 Operating Budget Submissions for Solid Waste Management Services. Should the optional periods be exercised, additional funding will be requested in the 2024-2026 Operating Budget Submissions for Solid Waste Management Services. Additional funding details follow in Table 1.

The Chief Financial Officer and Treasurer has reviewed this report and agrees with the financial impact information

SOLICITATION SUMMARY

Solicitation Issued: December 11, 2020 **Solicitation Closed:** January 19, 2021
Number of Addenda Issued: Six (6)
Number of Bids: Winter Maintenance, Thirteen (13), Summer Maintenance, Nine (9)

Table 2 - List of suppliers participated and submitted their bids.

	Winter Services		Summer Services
1	*Forest Ridge Landscaping	1	*Forest Ridge Landscaping
2	*Industrial Property Services	2	*Hank Deenen Landscaping
3	*Jimricks Enterprises	3	*Industrial Property Services
4	*Landscape Effects Group	4	*Landscape Effects Group
5	*Lima's Gardens & Construction	5	*Lima's Gardens & Construction
6	*Lomco Limited	6	2411221 Ontario Inc.

	Winter Services		Summer Services
7	*Mr. Mow It All Corp.	7	Across Canada Construction
8	2411221 Ontario Inc.	8	Arcado Property Maintenance
9	Across Canada Construction	9	The Grounds Guys of Toronto
10	Arcado Property Maintenance		
11	Crosscut Stones Ltd		
12	Hank Deenen Landscaping		
13	Wilcon Construction		

The evaluation process described in the NRFP consisted of four (4) stages and each of the proposals were evaluated against the criteria as follows:

- Stage 1: Mandatory Submission Requirements - (All passed)
- Stage 2: Technical Evaluation (Rated Criteria & Reference Check)
 - o *Supplier's proposal met the minimum threshold of 75% and advanced to next stages. For winter maintenance seven (7) out of thirteen (13) and summer maintenance five (5) out of nine (9) suppliers
- Stage 3: Pricing Evaluation and Ranking
- Stage 4: Contract Negotiations

Consolidated range of scores for awarded portfolio:

- Winter Maintenance = 50.9 to 91.4
- Summer Maintenance = 46.5 to 89.8

DIVISION CONTACTS

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Riaz Shaikh, Manager Environmental Services Ltd, Community & Social Services, 416-397-0553, Riaz.Shaikh@toronto.ca

COMMENTS

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

- a. The firm recommended for award is the lowest Supplier meeting specifications or to the highest scoring Supplier based on the evaluation criteria included in the Solicitation and meeting the requirements of the solicitation;
- 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 Solicitation 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 firms understands the Fair Wage Policy and Labour Trades requirements and has agreed to comply fully.

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

SIGNATURE

Mike Pacholok
Chief Procurement Officer

ATTACHMENTS

Attachment 1: Table 1 - Financial Impact Summary of Recommended Contract