



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Doc Number 2804646264 to Cornerstone Renewables Inc. and StormFisher Environmental Ltd. for the Non-exclusive Provision of Processing Services for up to 45,000 tonnes annually of Organic Material for Solid Waste Management Services Division

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:

Request for Proposal (RFP) Ariba Doc No. 2804646264

Description:

Non-exclusive provision of Processing Services for up to 45,000 tonnes annually of Organic Material with or without Haulage Services for a period of three (3) years from June 1, 2021 to May 31, 2024 with an option to extend the contract for one (1) additional one (1) year period, in accordance with the provisions and specifications contained in the Request for Proposal.

Should the option be exercised, the General Manager of Solid Waste Management Services will request the Chief Procurement Officer to process the renewal under the same terms and conditions.

The RFP permits two (2) Contracts to be awarded, one (1) each to the two (2) highest scoring proponents for the 25,000 tonne capacity and 20,000 tonne capacity respectively.

Recommended Suppliers:

- 1. Contract A – 25,000 Tonne Capacity: Cornerstone Renewables Inc.**
- 2. Contract B – 20,000 Tonne Capacity: StormFisher Environmental Ltd.**

Contract Award Value:

Contract A - 25,000 Tonne Capacity: Cornerstone Renewables Inc.

From the June 1, 2021 to May 31, 2024

\$12,663,031 net of all applicable taxes and charges

\$14,309,225 including HST and all applicable charges

\$12,885,901 net of HST recoveries

Option Period 1: June 1, 2024 to May 31, 2025

\$4,476,766 net of all applicable taxes and charges

\$5,058,746 including HST and all applicable charges

\$4,555,558 net of HST recoveries

The total potential cost for Contract A including the optional period and optional services is \$17,441,458 net of HST recoveries, \$17,139,797 net of all taxes and charges and, \$19,367,971 including HST and applicable charges.

Contract B - 20,000 Tonne Capacity: StormFisher Environmental Ltd.

From the June 1, 2021 to May 31, 2024

\$10,592,515 net of all applicable taxes and charges

\$11,969,542 including HST and all applicable charges

\$10,778,943 net of HST recoveries

Option Period 1: June 1, 2024 to May 31, 2025

\$3,744,776 net of all applicable taxes and charges

\$4,231,597 including HST and all applicable charges

\$3,810,684 net of HST recoveries

The total potential cost for Contract B including the optional period and optional services is \$14,589,627 net of HST recoveries, \$14,337,290 net of all taxes and charges and, \$16,201,138 including HST and applicable charges.

Contracts are expected to start on June 1, 2021, and end on May 31, 2024, with the option to renew the Contracts for one (1) additional one (1) year period.

The total potential award for the two (2) contracts identified in this report including the option years is \$31,447,087 net of all applicable taxes and charges, \$35,569,108 including HST and applicable charges. **The total potential cost to the City for both contracts including the optional period and contingency value is \$32,031,084 net of HST recoveries.**

Contract values include a 3% CPI increase for years two (2) and three (3) of the initial term and the one (1) year option period.

Contract values includes 15% contingency.

FINANCIAL IMPACT

The total potential award for the two (2) contracts identified in this report including the option years is \$31,447,087 net of all applicable taxes and charges, \$35,569,108 including HST and applicable charges. The total potential cost to the City is \$32,031,084 net of HST recoveries.

Funding is available in the 2021 Approved Operating Budget for Solid Waste Management Services Division. Additional funding will be included in the 2022-2024 Operating Budget Submissions. Should the option period be exercised, then additional funding will be requested in the 2024-2025 Operating Budget Submissions.

Table 1: Financial Impact Summary of Recommended Contract (net of HST recoveries)

WBS Element/Cost Element	June 1, 2021- Dec. 31, 2021	Jan 1, 2022 - Dec. 31, 2022	Jan 1, 2023 - Dec. 31, 2023	Jan 1, 2024 - May 31, 2024	Option Period 1 June 1, 2024 - May 31, 2025
Cost Centre SW0476 C/Es 4440, 4416	\$4,601,498	\$7,888,281	\$7,888,281	\$3,286,784	\$8,366,241
Total					\$32,031,084

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

SOLICITATION SUMMARY

Solicitation Issued: February 1, 2021

Solicitation Closed: March 3, 2021

Number of Addenda Issued: Five (5)

Number of Bids: Five (5)

Table 2: Summary of Proposals Received for Ariba Doc No. 2804646264

Supplier Name
Cornerstone Renewables Inc.*
StormFisher Environmental Ltd. *
Convertus Canada Ltd.
GFL Environmental Inc.
Walker Environmental Group

* Pursuant to the RFP document the contract award value includes contingency

Range Of Total Scores: 84.79 - 93.58

DIVISION CONTACTS

Elena Caruso, Manager, Goods & Services, Purchasing & Materials
Management Division (PMMD), 416-392-7316, Elena.Caruso@toronto.ca

Andrew Agbanti, Manager (Acting), Resource Recovery, Solid Waste Management
Services (SWMS), 416-392-4687, Andrew.Agbanti@toronto.ca

COMMENTS

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

a. The firm recommended for award is the highest scoring Supplier Proponent 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 firm 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

Michael Pacholok,
Chief Procurement Officer