



BID AWARD PANEL CONTRACT AWARD

Award of Ariba Document Number 3024590614 to Various Suppliers for the Provision of Grounds Maintenance Services (Summer and Winter) for Corporate Real Estate Management

Date: October 14, 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 Doc3024590614.

Description:
Contract award for the provision of Grounds Maintenance (Summer and Winter Services) for the Corporate Real Estate Division to various Suppliers for a base two (2) year contract term plus three (3), one (1) year options. Should the option(s) be exercised, then the Executive Director, Corporate Real Estate, will request the Chief Procurement Officer to process the renewals under the terms and conditions outlined in the Agreement.

Recommended Suppliers:
Forest Ridge Landscaping Inc.
Lomco Limited
Mr. Mow It All Corp.
Peter Young o/a IPS

Contract Award Value:
Award for CREM Property Groups 6 and 9 for Summer Services:

Forest Ridge Landscaping Inc.
\$819,349 net of all applicable taxes and charges
\$925,865 including HST and all applicable charges
\$833,770 net of HST recoveries

Contract is expected to start on November 1, 2021, and end on October 31, 2023.

Option Period 1 (one year): November 1, 2023 through October 31, 2024

\$417,868 net of all applicable taxes and charges
\$472,191 including HST and all applicable charges
\$425,223 net of HST recoveries

Option Period 2 (one year): November 1, 2024 through October 31, 2025

\$426,226 net of all applicable taxes and charges
\$481,635 including HST and all applicable charges
\$433,727 net of HST recoveries

Option Period 3 (one year): November 1, 2024, and end on October 31, 2025

\$434,750 net of all applicable taxes and charges
\$491,268 including HST and all applicable charges
\$442,402 net of HST recoveries

The total potential contract award, including all options years, is \$2,370,958, including all applicable taxes & charges, \$2,098,193 net of all applicable taxes and charges. **The total potential cost to the City for the Forest Ridge Landscaping Inc. contract, including all options years, is \$2,135,121 net of HST recoveries.**

Contract Award Value:

Award for CREM Property Group 7 for Summer Services:

Lomco Limited

\$185,500 net of all applicable taxes and charges
\$209,615 including HST and all applicable charges
\$188,765 net of HST recoveries

Contract is expected to start on November 1, 2021, and end on October 31, 2023.

Option Period 1 (one year): November 1, 2023, through October 31, 2024

\$94,605 net of all applicable taxes and charges
\$106,904 including HST and all applicable charges
\$96,270 net of HST recoveries

Option Period 2 (one year): November 1, 2024, through October 31, 2025

\$96,497 net of all applicable taxes and charges
\$109,042 including HST and all applicable charges
\$98,195 net of HST recoveries

Option Period 3 (one year): November 1, 2024, and end on October 31, 2025

\$98,427 net of all applicable taxes and charges
\$111,223 including HST and all applicable charges
\$100,159 net of HST recoveries

The total potential contract award, including all options years, is \$536,783, including all applicable taxes & charges, \$475,029 net of all applicable taxes and charges. **The total**

potential cost to the City for the Lomco Limited contract, including all options years, is \$483,390 net of HST recoveries.

Contract Award Value:

Award for CREM Property Groups 7 and 8 for Winter Services:

Mr. Mow It All Corp.

\$1,605,855 net of all applicable taxes and charges

\$1,814,615 including HST and all applicable charges

\$1,634,118 net of HST recoveries

Contract is expected to start on November 1, 2021, and end on October 31, 2023.

Option Period 1 (one year): November 1, 2023, through October 31, 2024

\$818,986 net of all applicable taxes and charges

\$925,454 including HST and all applicable charges

\$848,359 net of HST recoveries

Option Period 2 (one year): November 1, 2024, through October 31, 2025

\$835,060 net of all applicable taxes and charges

\$943,618 including HST and all applicable charges

\$864,716 net of HST recoveries

Option Period 3 (one year): November 1, 2024, and end on October 31, 2025

\$851,455 net of all applicable taxes and charges

\$962,144 including HST and all applicable charges

\$881,399 net of HST recoveries

The total potential contract award, including all options years, is \$4,645,832, including all applicable taxes & charges, \$4,111,356 net of all applicable taxes and charges. **The total potential contract award for the Mr. Mow It All Corp. contract, including all options years, is \$4,183,716 net of HST recoveries.**

Contract Award Value:

Award for CREM Property Groups 5, 6, and 9 for Winter Services and Property Groups 5 and 8 Summer Services:

Peter Young o/a IPS

\$3,680,500 net of all applicable taxes and charges

\$4,158,965 including HST and all applicable charges

\$3,745,277 net of HST recoveries

Contract is expected to start on November 1, 2021, and end on October 31, 2023.

Option Period 1 (one year): November 1, 2023 through October 31, 2024

\$1,877,055 net of all applicable taxes and charges

\$2,121,072 including HST and all applicable charges

\$1,910,091 net of HST recoveries

Option Period 2 (one year): November 1, 2024 through October 31, 2025

\$1,914,596 net of all applicable taxes and charges

\$2,163,494 including HST and all applicable charges

\$1,948,293 net of HST recoveries

Option Period 3 (one year): November 1, 2024, and end on October 31, 2025

\$1,952,888 net of all applicable taxes and charges

\$2,206,763 including HST and all applicable charges

\$1,987,259 net of HST recoveries

The total potential contract award, including all options years, is \$10,650,294, including all applicable taxes & charges, \$9,425,039 net of all applicable taxes and charges. **The total potential cost to the City for the Peter Young (o/a IPS) contract, including all options years, is \$9,590,920 net of HST recoveries.**

The total potential contract award identified in this report, including all option years for all contracts, is \$16,109,617 net of all applicable taxes and charges, \$18,203,868 including HST and applicable charges. **The total potential cost to the City, including all option years for all contracts, is \$16,393,147 net of HST recoveries.**

The above cost calculations reflect a 2% CPI adjustment applied annually to each year's cost after the initial two (2) year period.

FINANCIAL IMPACT

The total potential contract award identified in this report, including all option years for all contracts, is \$16,109,617 net of all applicable taxes and charges, \$18,203,868 including HST and applicable charges. The total potential cost to the City, including all option years for all contracts, is \$16,393,147 net of HST recoveries.

Fund is available in the 2021 Approved Operating Budget for Corporate Real Estate Management. Additional funding will be requested in the 2022-2023 Operating Budget Submissions for Facilities Management. Should the City choose to exercise the option(s) to renew for an additional three (3) separate one (1) year periods, then appropriate funding, if needed, will be included in their 2023-2026 Operating and Capital Budget Submissions.

Table 1: Financial Impact Summary of Recommended Contract

Cost Centre: FA100-30.S, C/E 4424	Total
Initial Term Nov 1, 2021 - Dec 31, 2021	\$ 533,494
Initial Term Jan 1, 2022 - Dec 31, 2022	\$ 3,200,965
Initial Term Jan 1, 2023 - Oct 31, 2023	\$ 2,667,471
Initial Term Total Nov 1, 2021 - Oct 31, 2023	\$ 6,401,930
Option Year 1 Nov 1, 2023 - Dec 31, 2023	\$ 544,113
Option Year 1 Jan 1, 2024 - Oct 31, 2024	\$ 2,723,110

Option Year 2 Nov 1, 2024 - Dec 31, 2024	\$ 565,121
Option Year 2 Jan 1, 2025 - Oct 31, 2025	\$ 2,764,190
Option Year 3 Nov 1, 2025 - Dec 31, 2025	\$ 571,081
Option Year 3 Jan 1, 2026 - Oct 31, 2026	\$ 2,823,603
Initial Term Plus Optional Periods	\$ 16,393,147

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

SOLICITATION SUMMARY

Solicitation Issued: July 2, 2021

Solicitation Closed: August 11, 2021

Number of Addenda Issued: Seven (7)

Number of Bids: Three (3) for Summer Services, and Three (3) for Winter Services

Table 1: Participating Proponents that submitted a Technical Submission and Price:

Across Canada Construction Ltd.
Forest Ridge Landscaping Inc.
JIMRICKS ENTERPRISES LTD. O/A JIMRICKS PROPERTY SERVICES
Lomco Limited
Mr. Mow It All Corp.
Peter Young Ltd, o/a IPS

Range of Scores:

The lowest scoring participant scored 55.4 points, and the highest scoring participant scored 93.7 points.

DIVISION CONTACTS

Scott Helsel, Manager, Facilities Sourcing, Corporate Real Estate, 647-473-6170,
scott.helsel@toronto.ca

Tanvir Ahmad, Manager, Category Management & Strategic Sourcing, 416-990-7569,
Tanvir.Ahmad@toronto.ca

COMMENTS

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

- a. The firm recommended for award is the highest scoring Suppliers per property group 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. the Solicitation document was advertised on the City's internet website and bids or proposals were opened publicly; and

e. 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

Mike Pacholok
Chief Procurement Officer

ATTACHMENTS

Attachment 1: Financial Impact Table