

REPORT FOR ACTION

Contract for Snow Clearing Services

Date: November 22, 2023

To: The Board of Governors of Exhibition Place

From: Don Boyle, Chief Executive Officer

Wards: Ward 10 – Fort York - Spadina

SUMMARY

This report recommends an award to enter into an agreement with R. Galati Contracting Ltd. ("Galati") for the provision of snow removal services and snow clearing equipment rental and services on a seasonal basis.

A (RFQ) was issued on October 19, 2023 by Exhibition Place Purchasing Department and posted on Bonfire procurement portal for the non-exclusive provision of these services with bids received from four (4) companies.

RECOMMENDATIONS

The Chief Executive Officer recommends that:

1. The Board approve a non-exclusive agreement with R. Galati Contracting Ltd. (Galati) for a four-month period commencing January 1, 2024; with three (3) additional six-month options to renew at Exhibition Place, for the provision of snow removal and snow equipment services on a seasonal basis, on the terms and conditions outlined in this report, and other such terms and conditions satisfactory to the CEO and City Solicitor.

FINANCIAL IMPACT

The agreement between the Board and Galati will result in a projected expenditure of \$125,000.00 plus HST per year, which cost is provided for in the 2024 operating budget, and will be provided for in the 2025, 2026, and 2027 Operating Budgets as required.

DECISION HISTORY

The Exhibition Place 2022-2026 Strategic Plan had an objective to implement a comprehensive safety program focused on our guests, property, and assets to reduce claims in all categories, and the strategy to support that goal will be accomplished by ensuring the operational requirements for access and safety reasons.

At its meeting on November 15, 2018, the Board approved a contract with R. Galati Contracting Ltd. for the non-exclusive provision of snow removal services for a one-year term with three one-year options to renew on the terms and conditions set out in the report.

<https://secure.toronto.ca/council/agenda-item.do?item=2018.EP15.19>

COMMENTS

On October 19, 2023, Exhibition Place issued a Request for Quotation EXP 2023-18 for the non-exclusive provision of snow clearing services to establish a new agreement commencing on January 1, 2024.

The RFQ specified the Board's requirements and service expectations and was structured in a manner that required bidders to provide firm pricing in the first six-month period for required monthly services which include rental of equipment, with a contingency allowance for labourer/operator rates as required. Increases will be based on the Consumer Price Index (CPI) for each of the three additional optional six-month option periods.

For comparison purposes, the prices quoted were applied to projected annual Exhibition Place requirements resulting in calculated total estimated prices for a six-month seasonal period.

The RFQ closed on November 3, 2023 with four (4) compliant quotations received. The results exclusive of HST were as follows, and estimates were used for labour for evaluation purposes:

Bidder	Fixed Equipment Rental Cost (6 months)	Estimated Labour Cost (6 months)	Estimated Total (includes \$10,000 cash allowance)
Cancore Building Services Ltd	\$98,520.00	\$28,600.00	\$137,120.00
<i>R. Galati Contracting Ltd.</i>	<i>\$89,820.00</i>	<i>\$40,800.00</i>	<i>\$140,620.00</i>
Sunshine Grounds Care	\$157,500.00	\$30,000.00	\$197,500.00

Bidder	Fixed Equipment Rental Cost (6 months)	Estimated Labour Cost (6 months)	Estimated Total (includes \$10,000 cash allowance)
East-West Disposal Services Limited	\$299,982.00	\$30,000.00	\$339,982.00

The R. Galati Contracting Ltd. quotation is in compliance with the RFQ requirements.

Experience and Qualifications: References were provided and checked, and the lowest bidder (Cancore Building Services), did not provide suitable references for the nature of the work to be performed. Two of their 3 references advised that the vendor was not providing snow clearing services, which is inconsistent with the information provided by Cancore and thus could not provide suitable/favourable recommendations. R. Galati Contracting has been providing large-scale snow clearing services for Exhibition Place during the previous terms and has demonstrated responsive, reliable, and capable services and can meet the requirements of Exhibition Place

Material Terms

- (a) Term: First term of 4 months commencing January 1, 2024 for the non-exclusive provision of snow clearing services which include the rental of equipment (fixed cost) and labour (estimated cost), estimated in the amount of \$125,000.00 with the option to extend for three (3) separate six-month periods, at Exhibition Place, subject to satisfactory performance review.
- (b) Pricing: Pricing is to be fixed for equipment rental, and estimate for labour, during the first term of the Agreement in accordance with the terms of the RFQ.
- (c) Assignment: The agreement shall not be assigned by Galati without the written consent of the Board.
- (d) Indemnity/Insurance: Galati shall provide proof of insurance in a form and amount satisfactory to the Board and containing provisions including the Board and the City of Toronto as additional insured with a cross liability/severability of interest clause of standard wording.
- (e) Other Commercial Terms: The agreement shall include other standard commercial terms respecting termination and other matters in a form satisfactory to the City Solicitor and the CEO.

CONTACT

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SIGNATURE

Don Boyle
Chief Executive Officer