



REPORT FOR ACTION

Contract Award – FM 2023-04 Winter Maintenance Services

Date: June 26, 2023

To: Board of Directors, Toronto Parking Authority

From: President, Toronto Parking Authority

Wards: ALL

SUMMARY

As part of its vision to become the world's best provider of sustainable parking, bike share, and last-mile mobility experiences, Management remains focused on executing the fundamentals with excellence each and every day. To meet the challenges of the winter months and ensure the safety of our staff and customers at our off-street facilities, the Toronto Parking Authority (TPA) is seeking Board approval for a new Winter Maintenance Services Contract. These services include snow clearing, snow removal, and salting of off-street parking facilities that are critical to delivering on our promise to our customers.

On May 25, 2023 the TPA issued a Request for Quotation (RFQ). Two (2) compliant bids were received upon tender closed on June 15, 2023.

Based on the submission of a compliant bid, the bid price, ability to provide required services and the conformance to tender requirements, TPA is recommending that the contract of work for FM 2023-04 Winter Maintenance be awarded to Across Canada Construction Ltd. (ACC) for \$2,423,776.05 plus \$1,256,656.90 as an optional year, being the sum total of \$3,680,432.95 excluding Harmonized Sales Tax (HST).

The Winter Maintenance Services are scheduled to start in November 2023 to May 2025 plus an optional one year (2026). This award reflects a reduction in costs of 3.2 percent from 2022/2023 winter maintenance expenses while maintaining current service standards.

RECOMMENDATIONS

The President, Toronto Parking Authority recommends that:

1. The Board of Directors, Toronto Parking Authority, provides authority to the President, to award the winter maintenance services contract for FM 2023-04 to Across Canada Construction Ltd. who having submitted the lowest compliant bid and meeting all specifications in conformance with the Request for Quotation (RFQ) requirements, in the amount of \$2,423,776.05 plus \$1,256,656.90 as an optional year, being the sum total of \$3,680,432.95 excluding Harmonized Sales Tax (HST).

FINANCIAL IMPACT

The amount to award the winter maintenance services contract for the FM 2023-04 is \$2,423,776.05 plus \$1,256,656.90 as an optional year, being the sum total of \$3,680,432.95 excluding Harmonized Sales Tax (HST).

DECISION HISTORY

The winter maintenance services contract was last approved by the Board and awarded to Across Canada Construction Ltd. in November 3, 2020

<https://secure.toronto.ca/council/agenda-item.do?item=2020.PA18.8>

COMMENTS

The TPA has an ongoing requirement for winter maintenance services, which includes snow clearing, snow removal, and salting of approximately 172 off-street parking lots. TPA winter maintenance services contract ended April 30, 2023.

The incumbent service provider met and exceeded the winter maintenance service performance standards. They monitored the weather 24 hours per day, seven (7) days a week, including statutory holidays between November 1 and April 30 yearly. During that time, they ensured the car parks were pre-salted before snow events, plowed to ensure that no car park exceeded five (5) cm of snow accumulation, and all car parks had bare pavement (snow and ice free) within eight (8) hours of a snow event. Additionally, they provided real-time tracking and logging of their work through Global Positioning System (GPS) trackers and web portals, allowing the TPA to effectively manage snow events and provide safe parking for our customers.

These service level standards formed the base for the 2023-2025 Request for Quotation (RFQ) requirements and expected performance standards. Additionally, the RFQ outlined the workforce, commercial motor vehicle, and environmental and safety

standards to ensure the TPA received the best-in-class service while meeting all regulatory requirements and standards.

The TPA completed a competitive procurement process to prepare for the future winter seasons, with the RFQ posted on Merx on May 23, 2023. Eleven (11) companies reviewed the RFQ, five (5) submitted bids, and only two (2) bids were compliant with the submission requirements.

Key TPA maintenance staff, with operational expertise and years of experience, evaluated the compliant submissions, including Stavros Stamogiannos, Manager Attendant and Maintenance; Andrew Yule, Manager of Contact and Vendor Services; and Paul McClacken, Supervisor Maintenance. The selection was guided by the fee quoted, adherence to submission requirements, and acceptance of the terms and conditions noted in the RFQ. A summary of the bids submitted can be seen in Table 1. A summary of the recommended two-year contract plus one-year extension details can be seen in Table 2.

Table 1: Summary of Bids Received for FM 2023-04 Winter Maintenance Services

Rank	Proponent	Total Base Bid
1	Across Canada Construction Ltd.	\$2,423,776.05
2	Gazzola	\$10,589,065.20

Table 2: Summary of Recommended Two-Year Contract plus One Optional One-Year Extension

Company Name	Year One (1) Price 2023 - 2024	Year Two (2) Price 2024 - 2025	Extended One (1) Year Price 2025 - 2026
Across Canada Construction Ltd.	\$1,197,000.00	\$1,226,776.05	\$1,256,656.90
Gazzola	\$5,294,532.60	\$5,294,532.60	\$5,294,532.60

Based on the submission of a compliant bid, the bid price, ability to provide services and conformance to tender requirements, TPA is recommending that the contract of work for FM 2023-04 Winter Maintenance Services be awarded to Across Canada Construction. The Winter maintenance is scheduled to start on November 1, 2023 to April 30, 2026.

CONTACT

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SIGNATURE

W. Scott Collier, President
Toronto Parking Authority