



## BID AWARD PANEL CONTRACT AWARD

### **Award of Doc4106305873 to Various Suppliers for Supply and Install of Tree Planting Services for Parks, Forestry and Recreation**

**Date:** January 25, 2024  
**To:** Bid Award Panel  
**From:** Chief Procurement Officer  
**Wards:** All

#### **RECOMMENDATIONS**

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

**Solicitation Number:**  
Request for Quotation Doc4106305873

**Description:**  
For the non-exclusive supply of labour, equipment, and materials necessary to supply and install Tree Planting Services throughout the City Toronto for the Parks, Forestry and Recreation Division, for the period from date of award until December 31, 2024 with the option in favour of the City to extend the agreement for up to four (4) additional separate one (1) year periods, all in accordance with the provisions and specifications contained in the Request for Quotation.

Should the option(s) be exercised, the General Manager of Parks, Forestry and Recreation will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

#### **Recommended Suppliers:**

1. Salivan Landscape Inc. (Primary Supplier)
2. Lomco Limited (Secondary Supplier)
3. Royal Oak Services (Tertiary Supplier)

#### **Contract Award Value:**

**1. Salivan Landscape Inc.**  
\$2,757,086 net of all applicable taxes and charges  
\$3,115,507 including HST and all applicable charges  
**\$2,805,611 net of HST recoveries**

**Contract is expected to start on date of award and end on December 31, 2024.**

Option Year 1: January 1, 2025 to December 31, 2025

\$2,839,799 net of all applicable taxes and charges

\$3,208,973 including HST and all applicable charges

\$2,889,779 net of HST recoveries

Option Year 2: January 1, 2026 to December 31, 2026

\$2,924,993 net of all applicable taxes and charges

\$3,305,242 including HST and all applicable charges

\$2,976,473 net of HST recoveries

Option Year 3: January 1, 2027 to December 31, 2027

\$3,012,743 net of all applicable taxes and charges

\$3,404,400 including HST and all applicable charges

\$3,065,767 net of HST recoveries

Option Year 4: January 1, 2028 to December 31, 2028

\$3,103,125 net of all applicable taxes and charges

\$3,506,532 including HST and all applicable charges

\$3,157,740 net of HST recoveries

The total potential contract award for the initial contract term and all option years is \$14,637,746 net of all applicable taxes and charges, \$16,540,653 including HST and applicable charges. **The total potential cost to the City is \$14,895,370 net of HST recoveries.**

#### **Contract Award Value:**

#### **2. Lomco Limited**

\$1,529,428 net of all applicable taxes and charges

\$1,728,254 including HST and all applicable charges

**\$1,556,346 net of HST recoveries**

**Contract is expected to start on date of award and end on December 31, 2024.**

Option Year 1: January 1, 2025 to December 31, 2025

\$1,575,311 net of all applicable taxes and charges

\$1,780,101 including HST and all applicable charges

\$1,603,036 net of HST recoveries

Option Year 2: January 1, 2026 to December 31, 2026

\$1,622,570 net of all applicable taxes and charges

\$1,833,504 including HST and all applicable charges

\$1,651,127 net of HST recoveries

Option Year 3: January 1, 2027 to December 31, 2027

\$1,671,247 net of all applicable taxes and charges

\$1,888,509 including HST and all applicable charges  
\$1,700,661 net of HST recoveries

Option Year 4: January 1, 2028 to December 31, 2028

\$1,721,385 net of all applicable taxes and charges  
\$1,945,165 including HST and all applicable charges  
\$1,751,681 net of HST recoveries

The total potential contract award for the initial contract term and all option years is \$8,119,941 net of all applicable taxes and charges, \$9,175,533 including HST and applicable charges. **The total potential cost to the City is \$8,262,852 net of HST recoveries.**

### **Contract Award Value:**

#### **3. Royal Oak Services**

\$ 958,325 net of all applicable taxes and charges  
\$1,082,907 including HST and all applicable charges  
**\$ 975,192 net of HST recoveries**

**Contract is expected to start on date of award and end on December 31, 2024.**

Option Year 1: January 1, 2025 to December 31, 2025

\$ 987,075 net of all applicable taxes and charges  
\$1,115,395 including HST and all applicable charges  
\$1,004,448 net of HST recoveries

Option Year 2: January 1, 2026 to December 31, 2026

\$1,016,687 net of all applicable taxes and charges  
\$1,148,856 including HST and all applicable charges  
\$1,034,581 net of HST recoveries

Option Year 3: January 1, 2027 to December 31, 2027

\$1,047,188 net of all applicable taxes and charges  
\$1,183,322 including HST and all applicable charges  
\$1,065,618 net of HST recoveries

Option Year 4: January 1, 2028 to December 31, 2028

\$1,078,604 net of all applicable taxes and charges  
\$1,218,823 including HST and all applicable charges  
\$1,097,587 net of HST recoveries

The total potential contract award for the initial contract term and all option years is \$5,087,879 net of all applicable taxes and charges, \$5,749,303 including HST and applicable charges. **The total potential cost to the City is \$5,177,426 net of HST recoveries.**

The combined total potential contract award identified in this report for the initial contract term and all option years is \$27,845,566 net of all applicable taxes and charges,

\$31,465,490 including HST and applicable charges. **The combined total potential cost to the City is \$28,335,648 net of HST recoveries.**

The above cost calculations for the option years reflect an estimated 3 percent Consumer Price Index adjustment applied to each option period after the initial term.

## FINANCIAL IMPACT

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Funding is available in the 2024 Staff Prepared Operating Budget for Parks, Forestry and Recreation Division. Should the optional year(s) be exercised, then additional funding, as required, will be requested in their 2025-2028 Operating Budget Submissions. Funding details are summarized in Table 1 as follows:

Table 1: Financial Impact Summary of Recommended Contract

Parks, Forestry and Recreation Cost Centre: P00034 G/L: 4409	Net of HST Recoveries
Initial Year Period From Date of Award to December 31, 2024	\$5,337,148
Option Year 1: January 1, 2025 to December 31, 2025	\$5,497,263
Option Year 2: January 1, 2026 to December 31, 2026	\$5,662,181
Option Year 3: January 1, 2027 to December 31, 2027	\$5,832,047
Option Year 4: January 1, 2028 to December 31, 2028	\$6,007,009
Total	\$28,335,648

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

## SOLICITATION SUMMARY

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**Solicitation Issued:** November 6, 2023    **Solicitation Closed:** December 1, 2023

**Number of Addenda Issued:** Two (2)

**Number of Bids:** Six (6)

Table 2: Summary of Bids Received including bid price

Supplier Name	Bid Price (excluding H.S.T.)*
Salivan Landscape Inc.**	\$3,995,777.00*****
Lomco Limited***	\$5,319,750.00*****
Royal Oak Services****	\$5,555,505.00*****
The Gordon Company Inc.	\$5,608,050.00
Brinkman and Associates Reforestation	\$7,031,989.00
Gray's Landscaping and Snow Removal Inc.	\$7,580,705.00

\* Pursuant to the Request for Quotation document the contract award value includes contingency.

\*\* Primary Supplier

\*\*\* Secondary Supplier

\*\*\*\* Tertiary Supplier

\*\*\*\*\* Pursuant of the Request for Quotation document the primary Supplier will be awarded 60 percent of the overall contract value, the secondary Supplier will be awarded 25 percent of the overall contract value, the tertiary Supplier will be awarded 15 percent of the overall contract value in this report.

## DIVISION CONTACTS

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## COMMENTS

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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. the Solicitation document was advertised on the City's internet website and bids or proposals were submitted electronically in Ariba; 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**

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Genevieve Sharkey  
Chief Procurement Officer