



BID AWARD PANEL CONTRACT AWARD

Award of Doc4635793605 to Cordeiro Roofing Ltd. for Roof Repair and Maintenance Services for Select City of Toronto Buildings for Corporate Real Estate Management and Various City of Toronto Divisions

Date: November 28, 2024
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 Quotation Doc4635793605

Description:
For the supply of Roof Repair and Maintenance Services for the following Divisions within the City of Toronto as and when required by various City Divisions, including Corporate Real Estate Management, Toronto Shelter and Support Services and Senior Services and Long-Term Care from date of award for a three (3) year period with the option to renew the Contract for two (2) separate one (1) year periods, at the sole discretion of the City and subject to budget approval.

Should the option(s) be exercised the Executive Director, Corporate Real Estate Management will request the Chief Procurement Officer to process the renewals under the same terms and conditions.

Recommended Supplier:
Cordeiro Roofing Ltd.

Contract Award Value:
\$5,865,480 net of all applicable taxes and charges
\$6,627,992 including HST and all applicable charges
\$5,968,712 net of HST recoveries

The contract is expected to start on January 1, 2025, and end on December 31, 2027.

Option Year 1 - From January 1, 2028, to December 31, 2028

\$2,013,815 net of all applicable taxes and charges (Including contingency)

\$2,275,611 including HST and all applicable charges

\$2,049,258 net of HST recoveries

Option Year 2 - From January 1, 2029, to December 31, 2029

\$2,074,229 net of all applicable taxes and charges (Including contingency)

\$2,343,879 including HST and all applicable charges

\$2,110,736 net of HST recoveries

Total Potential Contract Award Value Including Option Years

\$9,953,524 net of all applicable taxes and charges (Including contingency)

\$11,247,482 including HST and all applicable charges

\$10,128,706 net of HST recoveries

The above cost calculations reflect a three (3) percent Consumer Price Index adjustment applied to each option year after the initial three (3) year contract period.

FINANCIAL IMPACT

The total potential contract award identified in this report, including all option years, is \$9,953,524 net of all applicable taxes and charges and \$11,247,482 including HST and applicable charges. The total potential cost to the City is \$10,128,706 net of HST recoveries.

Funding for 2025 is available in the 2025 Submitted Capital and Operating Budgets for all participating divisions, and additional funding will be included in their 2026 and 2027 Capital and Operating Budget Submissions. Should the City exercise the option(s) to renew for an additional two (2) separate one (1) year periods, then additional funding will be included in the participating divisions' 2028 and 2029 Operating Budget Submissions. Additional funding details are summarized in Table 1 as follows:

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

	Corporate Real Estate Management	Toronto Shelter & Support Services	Seniors Services and Long-Term Care
Cost Centre	FA100-30.S	CHS050-01	D3*061
GL Account Info	4424	4460	4407
January 1, 2025 - December 31, 2025	\$ 1,350,802	\$ 598,483	\$ 40,286
January 1, 2026 - December 31, 2026	\$ 1,350,802	\$ 598,483	\$ 40,286
January 1, 2027 - December 31, 2027	\$ 1,350,802	\$ 598,483	\$ 40,286

Option Year 1: January 1, 2028 - December 31, 2028	\$ 1,391,326	\$ 616,438	\$ 41,494
Option Year 2: January 1, 2029 - December 31, 2029	\$ 1,433,066	\$ 634,931	\$ 42,739
Total (net of HST recoveries)	\$ 6,876,798	\$ 3,046,818	\$ 205,091

The Chief Financial Officer and Treasurer has been advised that the award associated with this program to be considered along with other priorities in future budget processes.

SOLICITATION SUMMARY

Solicitation Issued: August 27, 2024
Number of Addenda Issued: Five (5)
Number of Bids: Eight (8)

Solicitation Closed: October 3, 2024

Table 2: Summary of Bids Received

Supplier Name	Bid Price (excluding HST)
Cordeiro Roofing Ltd.	\$1,629,300.00*
Triumph Aluminum & Sheet Metal Inc.	\$1,797,800.50
Applewood Roofing & Sheet Metal Ltd.	\$2,293,064.50
Solar Roofing & Sheet Metal Ltd.	\$2,712,500.00
Atlas Apex Roofing Inc.	\$2,949,370.00
Flynn Canada Ltd.	\$3,553,480.00
Maxim Roofing Limited	\$3,924,580.40
Semple Gooder Roofing Corporation	\$4,176,399.66

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

DIVISION CONTACTS

Francesco McGrillis, Acting Manager, Purchasing Client Services, Purchasing & Materials Management, 416-392-0205, francesco.mcgrillis@toronto.ca

Nafiseh Ansari, Sourcing Manager, Facilities Sourcing, Corporate Real Estate Management, 416-397-4455, nafiseh.ansari@toronto.ca

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

COMMENTS

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

a. the firm recommended for award is the Supplier with the lowest bid meeting specifications or 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

Genevieve Sharkey,
Chief Procurement Officer