



BID AWARD PANEL CONTRACT AWARD

Award of Doc5017706330 to StormFisher Environmental Ltd. and Seacliff Energy Corp. for Processing Services for up to 50,000 Tonnes Annually of Organic Material for Solid Waste Management Services

Date: May 1, 2025
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 Doc5017706330

Description:
Processing Services for up to 50,000 tonnes annually of Organic Material with or without Haulage Services for a period of three (3) years from June 1, 2025 to May 30, 2028 with an option in favor of the City to extend the term of the agreement for up to one (1) additional separate one (1) year period, in accordance with the provisions and specifications contained in the Request for Quotation.

This Request for Quotation permits two (2) Contracts to be awarded, one (1) each to the two (2) lowest Suppliers for each Contract. Both Contracts will be without Haulage Services, Contract Option 1 - 30,000 Tonne capacity and Contract Option 2 - 20,000 respectively.

Should the option(s) be exercised, the General Manager of Solid Waste Management Services will request that the Chief Procurement Officer process the renewals under the same terms and conditions.

Recommended Suppliers:
StormFisher Environmental Ltd. (Contract Option 1 - 30,000 Tonne Capacity)
Seacliff Energy Corp. (Contract Option 2 - 20,000 Tonne Capacity)

Contract Award Value:

StormFisher Environmental Ltd. (Contract Option 1 - 30,000 Tonne Capacity)

\$9,013,064 net of all applicable taxes and charges

\$10,184,763 including HST and all applicable charges

\$9,171,694 net of HST recoveries

Contracts are expected to start on June 1, 2025 and end on May 30, 2028.

Option Period 1: June 1, 2028 to May 31, 2029

\$3,186,392 net of all applicable taxes and charges

\$3,600,623 including HST and all applicable charges

\$3,242,472 net of HST recoveries

The total potential contract award including the option year is **\$13,785,386** including all applicable taxes and charges **The total potential cost to the City, including the option year is \$12,414,167 net of HST recoveries**

Contract Award Value:

Seacliff Energy Corp. (Contract Option 2 - 20,000 Tonne Capacity)

\$6,676,344 net of all applicable taxes and charges

\$7,544,269 including HST and all applicable charges

\$6,793,848 net of HST recoveries

Contracts are expected to start on June 1, 2025, and end on May 30, 2028.

Option Period 1: June 1, 2028 to May 31, 2029

\$2,360,290 net of all applicable taxes and charges

\$2,667,128 including HST and all applicable charges

\$2,401,831 net of HST recoveries

The total potential contract award including the option year is **\$10,211,397** including all applicable taxes and charges. **The total potential cost to the City, including the option year, is \$9,195,679 net of HST recoveries**

The total potential award including the option years for both options is \$21,236,091 net of all applicable taxes and charges, and \$23,996,782 including all applicable taxes and charges. **The total potential cost to the City including the option year is \$21,609,846 net of HST recoveries.**

The above cost calculations include a three (3) percent CPI adjustment applied annually to the yearly cost after the initial year.

FINANCIAL IMPACT

The total potential contract award identified in this report including the option year is \$23,996,782 including all applicable taxes and charges. The total potential cost to the City including the option year is \$21,609,846 net of HST recoveries.

Funding is available in the 2025 Operating Plan Submission for Solid Waste Management Services. Additional funding will be included in the 2026-2028 Operating Budget Submissions. Should the option period be exercised, then additional funding will be requested in the 2028-2029 Operating Budget Submissions.

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

Period	Cost Centre SW0476 G/L Account 4440		Total Award Net of HST Recoveries
	Contract Option 1 30,000 Tonnes Without Haulage	Contract Option 2 20,000 Tonnes Without Haulage	
Initial Period			
June 1, 2025 to December 31, 2025	\$1,730,938	\$1,282,176	\$3,013,114
January 1, 2026 to December 31, 2026	\$3,019,250	\$2,236,481	\$5,255,731
January 1, 2027 to December 31, 2027	\$3,109,827	\$2,303,576	\$5,413,403
January 1, 2028 to May 31, 2028	\$1,311,680	\$971,615	\$2,283,294
Initial Contract Term	\$9,171,694	\$6,793,848	\$15,965,542
Option Period 1			
June 1, 2028 to May 31, 2029	\$3,242,472	\$2,401,831	\$5,644,304
Total Potential Award	12,414,167	\$9,195,679	\$21,609,846

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

SOLICITATION SUMMARY

Solicitation Issued: March 6, 2025 **Solicitation Closed:** April 8, 2025

Number of Addenda Issued: Four (4)

Number of Bids: Seven (7)

Table 2: Summary of Bids Received for Contract Option 1 - 30,000 Tonnes

Supplier Name	Bid Price (excluding H.S.T.)
StormFisher Environmental Ltd.	\$2,661,000.00*
Seacliff Energy Corp.	\$3,857,700.00
GFL Environmental Inc.	4,064,700.00

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

Table 3: Summary of Bids Received for Contract Option 2 - 20,000 Tonnes

Supplier Name	Bid Price (excluding H.S.T.)
StormFisher Environmental Ltd.	\$1,834,000.00
Seacliff Energy Corp.	\$2,271,800.00*
Miller Waste Systems Inc.**	\$2,471,480.00
GFL Environmental Inc.	\$2,709,800.00

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

** Supplier was found non-compliant with mandatory requirements

DIVISION CONTACTS

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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

Geneviève Sharkey
Chief Procurement Officer