

Non-Competitive Contract with Leitner-Poma Canada Inc. for the Supply and Maintenance of the Ski Lifts at Earl Bales Ski and Snowboard Centre and Rope Tow Lift at Don Valley Golf Course for Parks and Recreation

Date: July 3, 2026

To: General Government Committee

From: General Manager, Parks and Recreation and Chief Procurement Officer

Wards: 6 – York Centre

SUMMARY

The purpose of this report is to request City Council authority to enter into a non-competitive contract with Leitner-Poma Canada Inc. for the supply of proprietary parts and maintenance services required for the ski lifts operated by Parks and Recreation at the North York Ski and Snowboarding Centre located at Earl Bales Park and the rope tow lift at Don Valley Golf Course. The initial term of the contract will be from November 1, 2026 to October 31, 2027, with the option to extend the contract for up to three (3) separate one (1) year periods, at the sole discretion of the City and subject to budget approvals, for the total amount of \$418,363 net of all applicable taxes and charges (\$425,726 net of HST recoveries).

A non-competitive procurement is required for Leitner-Poma Canada Inc. as the equipment, parts, and related maintenance services provided by the supplier are highly specialized and proprietary. Leitner-Poma Canada Inc. is the sole manufacturer and supplier of original equipment manufacturer parts and maintenance services for the lifts currently operated by Parks and Recreation at the North York Ski and Snowboard Centre and Don Valley Golf Course.

Non-competitive procurements may be undertaken where both the proposed procurement and supplier can be justified in good faith based on an exception set out in Toronto Municipal Code Chapter 195, Procurement. This procurement will proceed under the exception related to Exclusive Rights, where the existence of exclusive rights such as patent, copyright, licence, or warranty exists and the City has determined in good faith that both the proposed procurement and selected supplier, along with the terms and conditions of the contract, are beneficial to the City (Toronto Municipal Code, Chapter 195, Procurement, Section 7.1.C).

City Council approval is required in accordance with Toronto Municipal Code Chapter 195- Procurement, where the current request exceeds the Chief Procurement Officer's authority of the cumulative five-year commitment for each supplier under Article 7, Section 195-7.3 (D) of the Procurement By-Law or exceed the threshold of \$500,000 net of HST allowed under staff authority as per Toronto Municipal Code Chapter 71, Financial Control Section 71-11.A.

RECOMMENDATION

The General Manager, Parks and Recreation, and the Chief Procurement Officer recommend that:

1. City Council authorize the General Manager, Parks and Recreation to negotiate and enter into a non-competitive contract with Leitner-Poma Canada Inc. on terms and conditions satisfactory to the General Manager, Parks and Recreation and in a form satisfactory to the City Solicitor, for the supply of proprietary parts and maintenance services required for the Leitner-Poma lifts located at Earl Bales Park and Don Valley Golf Course, for a period from November 1, 2026 to October 31, 2027, with the option to extend the contract for up to three (3) separate one (1) year periods at the sole discretion of the City and subject to budget approval(s), on the condition that Leitner-Poma Canada Inc. continues to be the manufacturer or authorized supplier for the goods and services, with the total estimated amount of this non-competitive contract being \$418,363 net of all applicable taxes and charges (\$425,726 net of HST recoveries).

FINANCIAL IMPACT

The total potential contract value identified in this report is \$418,363 net of all applicable taxes and charges (\$425,726 net of HST recoveries).

Funding for the initial term of the contract is included in the 2026 Operating Budget for Parks and Recreation. Funding for up to three (3) additional separate one (1) year option periods, should the option to renew be exercised, will be included in future 2027-2030 Operating Budget submissions for Parks and Recreation. Additional funding details are provided in Table 1 below.

Table 1: Financial Impact Summary of Recommended Contracts (Net of HST Recoveries)

Cost Centre	Cost Element	Year	Initial Contract Period	Option Year Periods	Total
PR-A (P01043)	5020133	November 1, 2026 to October 31, 2027	\$101,760		\$101,760
		November 1, 2027, to October 31, 2028		\$104,813	\$104,813
		November 1, 2028 to October 31, 2029		\$ 107,957	\$ 107,957

		November 1, 2029, to October 31, 2030		\$ 111,196	\$ 111,196
Total					\$425,726

Table 2: Anticipated Cash Flow for the Contract (net of Harmonized Sales Tax recoveries)

Year	Cash Flow
2026	\$16,960
2027	\$102,269
2028	\$105,337
2029	\$108,497
2030	\$92,663
Total	\$425,726

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

DECISION HISTORY

At its meeting on October 2, 3 and 4, 2017, City Council adopted Item 2017.GM22.11, authorizing the General Manager, Parks, Forestry and Recreation to negotiate and enter into a non-competitive contract with Leitner-Poma Canada Inc. for the supply of proprietary parts and services for the lifts at Earl Bales Park and Don Valley Golf Course. The Council decision can be found here:

<https://secure.toronto.ca/council/agenda-item.do?item=2017.GM22.11>

COMMENTS

Parks and Recreation is responsible for operating and maintaining lift equipment at the North York Ski and Snowboard Centre located at Earl Bales Park and at Don Valley Golf Course to ensure safe, reliable, and continuous operation for public use. The purpose of these lifts is to carry users from the bottom of hills to the top and are critical to daily operations at these facilities.

The continued use of proprietary original equipment manufacturer parts and specialized maintenance services is necessary to support the existing Leitner-Poma lift infrastructure and to ensure operations remain compliant with manufacturer specifications, warranty requirements, and safety standards. All lifts must comply with the CSA (Canadian Standards Association) Z98 elevating devices code, which is legislated by the Province of Ontario and enforced by the Technical Standards and Safety Authority (TSSA). Annual inspections and repairs must therefore be completed by licensed mechanics using original equipment manufacturer parts and components.

All lifts currently operated by Parks and Recreation at these locations were manufactured and installed by Leitner-Poma Canada Inc. As the sole manufacturer and

supplier of original equipment manufacturer parts and specialized maintenance services for this equipment, Leitner-Poma Canada Inc. possesses the required technical expertise, proprietary components, and system-specific knowledge necessary to maintain the lifts safely and effectively.

The recommended non-competitive contract is required to support the ongoing operation, preventative maintenance, inspection, and repair of the lift equipment. The use of non-original equipment manufacturer or incompatible components could compromise operational reliability, safety requirements, and equipment performance, while also increasing lifecycle maintenance costs and operational risks to the City.

Proceeding through a competitive procurement process is not considered feasible or beneficial to the City at this time, as alternative suppliers would not have access to the proprietary original equipment manufacturer parts, technical specifications, or manufacturer-authorized expertise required to service the existing lift systems. Replacing the existing infrastructure to accommodate alternate equipment or suppliers would result in significantly higher costs to the City and unnecessary operational disruption.

Due to the short duration of the ski season, any prolonged lift outages or delays in repair services could significantly impact operations, generate public complaints, and result in lost revenue to the City. Maintaining timely access to manufacturer-authorized parts and services is therefore critical to minimizing downtime and ensuring continuity of service.

Staff have reviewed the pricing for the parts and services and have determined that the pricing is fair and reasonable.

The Fair Wage Office has reported that all recommended suppliers have reviewed and understand the Fair Wage Policy and Labour Trades requirements, and each has agreed to comply fully.

CONTACT

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SIGNATURE

Terry Ricketts
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Geneviève Sharkey
Chief Procurement Officer.