

Municipality of Lakeshore – Report to Council

Operations

Roads, Parks & Facilities



To: Mayor & Members of Council

From: Jeff Wilson, Division Leader – Roads, Parks & Facilities

Date: March 30, 2022

Subject: Tender Award – 2022- 2024 Grass Cutting Contract

Recommendation

Award the Grass Cutting Contracts for the 2022 to 2024 seasons to Creative Homescapes (Section A) in the amount of \$197,404.67 (including applicable HST); A1 Properties (Section B & Section C) in the amount of \$75,841.73 (including applicable HST); 1866885 Ont Ltd o/a Quality Turf (Section D) in the amount of \$94,428.19 (including applicable HST); TDE Groupe Inc. (Section E) in the amount of \$25,703.35 (including applicable HST); for a total of \$393,377.95 (including applicable HST) to deliver the 2022 program, with a total budget overage of \$37,327.95, as presented at the April 12, 2022 Council meeting.

Background

The request for the Grass Cutting Contract was publicly advertised on Bids & Tenders on Thursday March 10, 2022. Tenders closed on Friday March 25, 2022.

This tender included grass cutting for Parks, Facilities, Pump Stations, Roadside Boulevards, and Stormwater Management Ponds.

Five (5) sections were tendered with the relative section breakdowns:

1. Section “A” identified as areas one acre in size or larger.
2. Section “B” identified as areas less than one acre in size.
3. Section “C” identified as pump stations
4. Section “D” identified as boulevard areas
5. Section “E” identified as stormwater ponds

The awarded contract will include a term of three (3) years, with an option to extend for an additional two (2) years, subject to future recommendation by Administration based on performance, and as approved by Council.

There was a total of seven (7) tenders received for the grass cutting contracts.

The following table outlines the tenders received for each section and the relative low bid, as highlighted:

Bidder	Section A	Section B	Section C	Section D	Section E
Creative Homescapes Inc.	\$ 193,990.44				
A1 Properties	\$ 212,150.00	\$ 50,730.00	\$ 23,800.00	\$ 100,900.00	\$ 33,950.00
1866885 Ont Ltd o/a Quality Turf	\$ 270,570.00	\$ 69,770.00	\$ 26,880.00	\$ 92,795.00	\$ 70,530.00
TDE Groupe Inc.	\$ 225,847.35	\$ 164,625.00	\$ 105,000.00		\$ 25,258.80
Talis Group Inc	\$ 218,315.00	\$ 66,045.00	\$ 30,940.00	\$ 101,805.00	\$ 51,270.00
Crimson Landscapes Limited		\$ 131,330.00	\$ 53,340.00		
KnM Yard Care					\$ 33,954.00
Total Price (excluding HST)	\$ 193,990.44	\$ 50,730.00	\$ 23,800.00	\$ 92,795.00	\$ 25,258.80
Total Price (including applicable HST)	\$ 197,404.67	\$ 51,622.85	\$ 24,218.88	\$ 94,428.19	\$ 25,703.35
Total Tender Price (including applicable HST)	\$ 393,377.95				

Comments

The contract includes 28 cuts which is approximately equivalent to a weekly cut, with an additional 6 cuts for the sports fields in the park areas for the months of May and June.

Bidders were advised that any or all sections could be awarded to a successful bidder.

The tendered amount for each section is the total annual cost to provide the grass cutting service for all the parcels and areas included within that section.

Based on past working history with the companies identified, Administration is satisfied that all companies being recommended have the proper equipment required to complete the work.

Administration recommends that those section(s) of the grass cutting contract be awarded to the companies listed at the lowest tender prices.

Financial Impacts

The table below provides the breakdown of the costs with the tendered prices.

Item	2022 Budget	Contract (excluding HST)	Contract Cost (including applicable HST)	Difference
Section A - Creative Homescapes Inc.		\$ 193,990.44	\$ 197,404.67	
Section B - A1 Properties		\$ 50,730.00	\$ 51,622.85	
Section C - A1 Properties		\$ 23,800.00	\$ 24,218.88	
Section D - 1866885 Ont Ltd o/a Quality Turf		\$ 92,795.00	\$ 94,428.19	
Section E - TDE Groupe Inc.		\$ 25,258.80	\$ 25,703.35	
Total Cost	\$ 356,050.00	\$ 386,573.00	\$ 393,377.95*	-\$ 37,327.95

***Actual cost will be the cost based on expected number of cuts/service level, and may differ from the cost incurred based on actual cuts throughout the year.**

The cost difference between the approved 2022 budget amount and the proposed 2022 annual contract price will be an increase of \$37,326.00, including applicable HST.

Since the funding for this work is across various budget centers, the overage will be applied to those departments, as required. And that future budget be adjusted to reflect the new contract and pricing.

Report Approval Details

Document Title:	Tender Award - 2022 Grass Cutting Contract .docx
Attachments:	
Final Approval Date:	Apr 6, 2022

This report and all of its attachments were approved and signed as outlined below:

Justin Rousseau

Kristen Newman

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