

Municipality of Lakeshore – Report to Council

Operations

Roads, Parks & Facilities



To: Mayor & Members of Council
From: Jeff Wilson, Division Leader – Public Works
Date: November 14, 2022
Subject: Tender Award – 2022 Winter Control Contract

Recommendation

Award the tender for the 2022 Winter Control Contract, for snow plowing and salting to Landscape Effects Group for three (3) years (until November 31, 2025), in the amount of \$26,065.82 (including applicable HST) per storm event, as presented at the November 29, 2022 Council meeting.

Background

Landscape Effects Group has been completing winter control for the Municipality of Lakeshore since 2014. Administration is confident in their response times and ability to complete the contract.

Administration has reviewed the history of winter control events over the last 6 contract seasons and the Municipality has averaged 9 plowing events and 10 salting events. It is recognized there has been mild winters during the last 6 seasons with one season having 16 total events including both plowing and salting.

Comments

The Tender for Winter Control was publicly advertised on Bids & Tenders on Saturday, October 21, 2022.

The tenders were received on the closing date of Friday, November 10, 2022:

The tender was divided into five (5) separate schedules and relative prices submitted for each schedule. The below is a summary of the submitted tender schedule and pricing received:

Tenderer	Tendered Amount Per Snow Event (excluding HST) – plowing and salting	Tendered Amount Per Snow Event (including applicable HST) – plowing and salting
SCHEDULE “A”- SIDEWALKS IN BUSINESS SECTIONS - includes sidewalks located within the main business districts of Belle River, St. Joachim, Stoney Point, Comber and South Woodslee and the commercial district on Amy Croft Drive (from Manning Road to Commercial Blvd).		
Landscape Effects Group	\$ 1,585.00	\$1,612.90
Talis Group Inc	\$ 1,670.00	\$1,699.39
SCHEDULE “B”- MUNICIPAL PROPERTIES - contains all the municipal properties within the Municipality of Lakeshore, such as the Town Hall, OPP station, fire stations, libraries, treatment plants, recreation centers and other smaller municipal properties.		
Landscape Effects Group	\$ 9,410.00	\$9,575.62
Talis Group Inc	\$ 7,595.00	\$7,728.67
SCHEDULE “C”- PRIVATE ROADS is a listing of all the private roads within the Municipality of Lakeshore.		
Landscape Effects Group	\$ 5,930.00	\$6,034.69
Talis Group Inc	\$ 9,875.00	\$10,048.80
SCHEDULE “D”- ADDITIONAL SIDEWALKS/TRAILS/BRIDGES - is a list of additional sidewalks, trails and pedestrian bridges within the municipal road right-of-way (where school zones exist).		
Landscape Effects Group	\$ 6,270.00	\$6,380.35
Talis Group Inc	\$ 6,640.00	\$6,756.87
SCHEDULE “E”- TRAILS and PATHWAYS in PARKS - includes approved trails and pathways located within Lakeshore parks.		
Landscape Effects Group	\$ 2,420.00	\$2,462.60
Talis Group Inc	\$ 3,315.00	\$3,373.34
TOTAL TENDER RESULTS		
Landscape Effects Group	\$ 25,615.00	\$ 26,065.82
Talis Group Inc	\$ 29,095.00	\$ 29,607.07

The contract is valid from December 1, 2022 to November 31, 2025 (3 year contract).

It is important to note that the prices submitted for each schedule is to plow and salt each sidewalk/trail/facility/private road one time during an event.

Further, while Public Works (internal operators) may traverse the road system several times for a specific snow event, the aforementioned sidewalk/ trail /facility/ private road winter control contract may only be cleared once during a particular event, pending the severity of the storm.

Generally, the best practice for budgeting this type of tender is based on an average total winter control events of 15 plowing events and 25 salting events.

However, the average winter events for the Municipality of Lakeshore are much lower, so the 2022 budget was based on 10 plowing and 15 salting events which is a better reflection of actual events in line with Lakeshore’s averages for this area.

Financial Impacts

Based on the estimated events, the below summarizes the total cost and approved budget for 2022:

2022 Winter Control Contract	Cost (Including applicable HST)	2022 Winter Control Budget	Potential Variance under/(over)
Total (based on 10 Plowing events and 15 salting events)	\$337,395.36	\$260,200.00	(\$77,195.36)

It should be noted that the 2022 Winter Control Budget is from January 1 to December 31.

The operating budget for winter control services has stayed within the budgeted amount for the last three (3) years however this tender amount includes a 25% increase from the 2017 contract.

Based on the unpredictable nature of the number of events that may occur per year, Administration is recommending this operating account remain at the current budget identified above with the understanding that there may be a need to recognize a variance at the end of the year based on the actual number of events received.

If required, a budget increase will be brought forward in the 2024 budget.

Attachments

Winter Control Map 2022

Report Approval Details

Document Title:	Tender Award - Winter Control Contract 2022.docx
Attachments:	- Winter Control Map 2022.pdf
Final Approval Date:	Nov 23, 2022

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

Prepared by Jeff Wilson

Submitted by Krystal Kalbol

Approved by Justin Rousseau and Truper McBride