

Request for Decision City Council




Type of Decision											
Meeting Date		May 9, 2007				Report Date		April 24, 2007			
Decision Requested		<input checked="" type="checkbox"/>	Yes	<input type="checkbox"/>	No	Priority		<input checked="" type="checkbox"/>	High	<input type="checkbox"/>	Low
		Direction Only				Type of Meeting		<input checked="" type="checkbox"/>	Open	<input type="checkbox"/>	Closed

Report Title
Municipal Arenas Concessions

Budget Impact / Policy Implication		Recommendation	
<input checked="" type="checkbox"/>	This report has been reviewed by the Finance Division and the funding source has been identified.		
<p>The department estimates an annual increase in revenues from privatizing the nine [9] city operated concessions at approximately \$26,600 yearly.</p>		<p>THAT Request for Proposal Contract CDS07-03 be awarded to Marco Concession & Catering at an annual bid price of \$86,015.28;</p> <p>AND THAT the bid price is firm for three [3] years with an option for an additional five [5] years, subject to negotiations favourable to both parties.</p>	
<input checked="" type="checkbox"/>	Background Attached	<input type="checkbox"/>	Recommendation Continued

Recommended by the Department	Recommended by the C.A.O.
<p>Catherine Matheson General Manager of Community Development</p>	<p>Mark Mieto Chief Administrative Officer</p>

Date: April 24, 2007

Report Prepared By	Division Review
Ray Mensour Manager of Arenas	 Réal Carré Director of Leisure Services

Executive Summary

On April 21, 2005, the City issued a Request for Proposal for the operation of thirteen [13] municipal arena concessions. A report was submitted to Council on June 16, 2005 based on the results of the RFP. Council approved Option 2 which included a combination of private and municipally operated concessions. The approved privately operated concessions included Coniston Community Centre/Arena, Raymond Plourde Arena, Centennial Community Centre/Arena and I.J. Coady Memorial Arena. The private operators were approved to operate these concessions for a period of five [5] years with an option to renew for an additional five [5] years. The City continued to operate nine [9] arena concessions as the bid proposals received were lower than the revenues generated from the City directly operating the concessions.

Background

Currently, the City operates nine [9] municipal arena concessions while four [4] are contracted out to the private sector. The following is a list of municipally and privately operated concessions:

CGS Operated Arena Concessions	Privately Operated Concessions
<ul style="list-style-type: none"> - Cambrian Arena - Capreol Community Centre/Arena - Carmichael Arena - Chelmsford Community Centre/Arena - Countryside Sports Complex - Dr. Edgar Leclair Community Centre/Arena - Garson Community Centre/Arena - McClelland Community Centre/Arena - T.M. Davies Community Centre/Arena 	<ul style="list-style-type: none"> - Centennial Community Centre/Arena - Raymond Plourde Arena - Coniston Community Centre/Arena - I.J. Coady Memorial Arena

The City issued an additional Request for Proposal on March 14, 2007 to contract out the remaining nine [9] city operated concessions. There were three [3] bid proposals submitted and after an initial review of these proposals, the committee short listed the following two [2] proponents, meeting all requirements of the R.F.P.: Marco Concession & Catering and KVV Services.

The bids were scored on the following criteria:	- Reference	=	20 pts
	- Experience/Qualification	=	40 pts
	- Price	=	40 pts

Proposals were evaluated by a staff committee comprised of Ray Mensour, Richard LeBouthillier, Jim Cappadocia and Leigh Lessard.

Date: April 24, 2007

The following is a summary of the scoring:

- Marco Concession & Catering	=	98.5 pts
- KVV Services	=	83.5 pts

Recommendation

After evaluating the short listed bid proposals and applying the 'Grid Criteria Weighting System', the department recommends approval of Marco Concession & Catering at an annual bid price of \$86,015.28. As a condition of the R.F.P., the price is firm for three [3] years with an option for an additional five [5] years, subject to negotiations favourable to both parties.

The City has evaluated the net concession revenues for the past three [3] years for the nine [9] city operated concessions and found that the annual average net revenue is estimated at \$59,400. Marco Concession & Catering's offer exceeds the profits generated by the City. The company has developed a business plan which focusses on quality customer service and marketing and has indicated that they will be offering employment to the current part-time staff at a negotiated salary rate.

Request for Decision City Council




Type of Decision									
Meeting Date	May 9 th 2007				Report Date	April 18 th 2007			
Decision Requested	✓	Yes		No	Priority	✓	High		Low
	Direction Only				Type of Meeting	✓	Open		Closed

Report Title
RFP for Coordination and Administration of Prevention Supports and Housing First Contract CDS07-01

Budget Impact / Policy Implication		Recommendation
X	This report has been reviewed by the Finance Division and the funding source has been identified.	<p>WHEREAS Council for the City of Greater Sudbury directed that the recommendation of the Community Solutions Team for Homelessness be forwarded to the 2007 Budget deliberations for consideration; and</p> <p>WHEREAS 2007 Budget deliberations awarded \$271,391 to be applied toward the cost to deliver the Coordination and Administration of Prevention Supports and a Housing First System, which together with Provincial funding of \$109,382 and base budget of \$35,669 totals \$416,442; and</p> <p>BE IT RESOLVED THAT the Contract CDS07-01 RFP for Coordination and Administration of Prevention Supports and Housing First System in the amount of \$416,442 be awarded to the Centre de Santé Communautaire de Sudbury to deliver the Coordination and Administration of Prevention Supports and a Housing First System in the manner as outlined in the RFP submission package with an option to extend as required based on negotiations mutual to both parties.</p>
No further budget impact.		
X	Background Attached	Recommendation Continued

Recommended by the Department	Recommended by the C.A.O.
 Catherine Matheson General Manager, Community Development	 Mark Mieto Chief Administrative Officer

Date: April 18 2007

Report Prepared By	Division Review
Vivienne Martin Manager of Employment Support, Social Services	 Luisa Valle Director of Social Services

BACKGROUND

At the February 28th 2007 Council Meeting the Community Solutions Team for Homelessness report recommended that the Homelessness Network●Réseau sans abris●EN dass gwa un Maan we nod ma geh win be considered for the contract to deliver the Coordination and Administration of Prevention Supports and a Housing First System for the following reasons:

- (1) Reflects the principles of the Housing First Strategy as endorsed by Council on December 13th, 2006 that includes having clients/consumers engaged in design of service options.
- (2) A demonstrated infrastructure with the depth and capacity necessary to lead this transition in service delivery.
- (3) Supports the evolution toward a system integration and coordination approach
- (4) Minimizes loss of support within the current system and allows for the development of measurements that includes milestones, best practices and a report card to assess progress.

The Lead agency for the Homelessness Network●Réseau sans abris●EN dass gwa un Maan we nod ma geh win is the Centre de Santé Communautaire de Sudbury.

COST AND FUNDING

The final quote for the provision of the RFP was \$416,442 (plus 6%).

The project commenced on April 1, 2007 with a completion date of December 31, 2007 and with an option to extend as required, based on negotiations mutual to both parties.

2007 Budget Option	\$ 271,391
Municipal Base Budget	35,669
Provincial Funding	<u>109,382</u>
Total Cost	<u>\$ 416,442</u>

SUMMARY

The budget impact and shortfall was addressed in the 2007 Budget Deliberations however the resolution did not award the contract at that time.

It is therefore recommended to Council that the contract for the Coordination and Administration of Prevention Supports and Housing First be awarded to the Centre de Santé Communautaire de Sudbury with an option to extend as required based on negotiations mutual to both parties.