

# Request for Decision City Council





Type of Decision									
Meeting Date	April 12, 2006				Report Date	March 28, 2006			
Decision Requested	X	Yes		No	Priority	X	High		Low
	Direction Only				Type of Meeting	X	Open		Closed

Report Title
Award of Request for Proposal [RFP] for Learn To Swim Service Provider

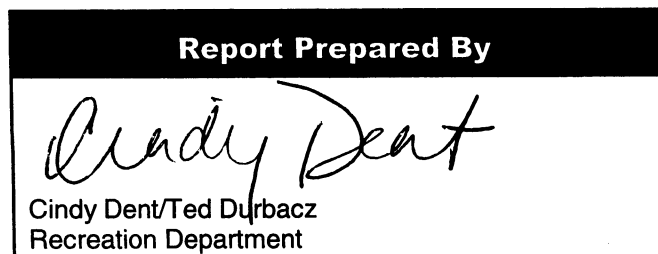
Budget Impact & Policy Implication	
X	This report has been reviewed by the Finance Division and the funding source has been identified.
<p>The awarding of the RFP will provide cost savings as we currently are operating with two service providers, one providing each of the following portfolios and paying fees to both organizations:</p> <ul style="list-style-type: none"> <li>a. Learn To Swim Program (Red Cross)</li> <li>b. Lifeguard Development/Certification Program (Royal Lifesaving Society)</li> </ul> <p>This expenditure has been approved as part of the 2006 operational budget for pools.</p>	
X	Background Attached

Recommendation
<p>THAT the Royal Lifesaving Society be awarded RFP-CDS05-25, providing Learn To Swim and Lifeguard Development/Certification for all City of Greater Sudbury aquatic facilities, as detailed in the report from the General Manager of Community Development.</p>
Recommendation Continued

Recommended by the Department
 Catherine Matheson General Manager of Community Development

Recommended by the C.A.O.
 Mark Mieto Chief Administrative Officer

Date: March 28, 2006



### Background:

The City of Greater Sudbury recently issued a Request for Proposal for a Learn to Swim service provider to provide a Learn to Swim program and Lifeguard Development/Certification for all City of Greater Sudbury aquatic facilities.

Historically, the City has run a blended Learn to Swim program and lifeguard training certification program using both the Red Cross Society and the Lifesaving Society as its service provider, and paying both organizations the appropriate service fees.

Both organizations recently have made dramatic changes to their programs and fee structures. The City of Greater Sudbury made the decision to issue the Request for Proposal based on these changes and the opportunity to potentially streamline this service for a more uniform and seamless process.

### Request for Proposal:

The Request for Proposal #RFP-CDS05-25 was opened on November 16, 2005. The following two agencies responded:

- the Royal Lifesaving Society
- the Red Cross Society

Only the Royal Lifesaving Society was able to meet all conditions of the RFP.

The Red Cross Society is not able to provide lifeguard training and certification for City staff which is a requirement for all lifeguards in Ontario under the Reg. 565 - Public Pools Regulation, under the Health Protection and Promotion Act.

The following criteria was used to evaluate the proposals:

- Overall Quality of Program for all types and levels of users
- Overall Vendor Quality and Experience (fit for City Pools)
- Flexibility of Program
- Ability to support the City in delivering the Program

The Red Cross Society scored 72 points and the Royal Lifesaving Society scored 92 points out of 100 in the evaluation grid in the Request for Proposal.

Date: March 28, 2006

**Rationale:**

	THE RED CROSS SOCIETY	THE ROYAL LIFESAVING SOCIETY
1.	Cost/Year \$17,809.00 [price is firm for 3 years/term of contract 3 years with option for 4 <sup>th</sup> and 5 <sup>th</sup> year] (Learn to Swim Program only)	Cost/Year \$9,567.75 [price is firm for 3 years/term of contract 3 years with option for 4 <sup>th</sup> and 5 <sup>th</sup> year] (Learn to Swim/Lifeguard training, Certification)
2.	No present lifeguard certification course. Participants need to transfer to Lifesaving Society to continue to Leadership level.	Seamless program as it continues from parent and tot through to Leadership level (such as Bronze Medallion and National Lifeguard Certification.)
3.	Supplies courses and materials for learn to swim program only.	One-stop shopping for all courses and materials.
4.	One of a range of diversified services/programs offered by agency.	Specialized service provider for aquatics only.

**Swim Program Licensees:**

Following is a list of present municipalities and organizations that have selected and are currently providing The Lifesaving Society program.

MUNICIPALITIES	ORGANIZATIONS
City of Barrie	Brock University
City of Brampton	University of Ottawa
City of Hamilton	University City Recreation Centre
City of Mississauga	Adam Erwood
City of Ottawa	Amanda's Private Swimming Lessons
City of Toronto	Aquakamp
City of Windsor	Backyard Splash
City of Thunder Bay	Boys & Girls Club of Niagara
Municipality of Chatham-Kent	Camp Lubavitch
Town of Carleton Place	Camp Tanamakoon
Town of Englehart	CF PSP (Splashin Europe)
Town of Essex	Dovercourt Recreation Association
Town of Halton Hills	Extreme Fitness
Town of Kirkland Lake	Frank's Swim School Ltd.
Town of Markham	Glen Bernard Camp
Town of Milton	Hamilton East Kiwanis Boys & Girls Club
Town of Oakville	James Recreation Committee
Town of Richmond Hill	Ontario Pioneer Camp
Town of Tecumseh	Ray Friel Centre
Town of Whitchurch-Stouffville	Soloway Jewish Community Centre
Township of Coleman	Trish's Swimming Lessons
Township of Larder Lake	Lifesaving Society - Saskatchewan
	Lifesaving Society - Nova Scotia
	Laurentian University

**Date: March 28, 2006**

**Recommendation:**

In conclusion, it is recommended that the RFP contract be awarded to the Royal Lifesaving Society for a period of 3 years with an option for 4<sup>th</sup> and 5<sup>th</sup> year, based on the following:

- a) Cost efficiency (single service provider versus two service providers).
- b) Ability to provide all aspects of aquatic program requirements.
- c) Continue community partnerships with Laurentian University concerning staff training/development.
- d) Seamless movement of clients/customers between CGS and Laurentian University aquatics programs for personal convenience.
- e) There is a movement across the Province to Royal Lifesaving programs and likewise, Sudbury will remain competitive with this award.

Effective date for program start-up would be September 5, 2006.

# Request for Decision City Council



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Meeting Date		April 12, 2006				Report Date		April 3, 2006	
Decision Requested		X	Yes		No	Priority		x	High
		Direction Only				Type of Meeting		x	Open
									Closed

Report Title
Contract GDD06-01 Request for proposal for the purchase of 5 low floor transit buses

Budget Impact & Policy Implication	
x	This report has been reviewed by the Finance Division and the funding source has been identified.
<p>The financing for the five buses is approved through the 2006 Capital Budget for Transit.</p> <p>Financing for two additional buses will be funded through available transit reserves and grants</p> <p>Provincial Gas Tax - Federal funding - Equipment Reserve Fund - Provincial Grants.</p>	
	Background Attached

Recommendation
<p>THAT Nova Bus, A Division of Prevost Car Inc., be awarded contract GDD06-01, request for proposal for the purchase of five low floor transit buses in the amount of \$1,866,175 and that an additional two buses with suburban style interior be purchased from Nova Bus in the amount of \$768,950.</p>
Recommendation Continued

Recommended by the Department
 Doug Nadorozny General Manager Growth & Development

Recommended by the C.A.O.
 Mark Mieto Chief Administrative Officer

Date: April 3, 2006

Report Prepared By	Division Review
Roger Sauve Director of Transit	Name Title

The Greater Sudbury Transit fleet is comprised of 51 buses, which together drive an excess of 3.4 million kilometres annually. The average cost of a new accessible bus is \$475,000. The Greater Sudbury Transit Fleet Capital plan was developed with a view to replacing every vehicle in the fleet when that vehicle has seen between 15 and 20 years of active service, depending on the condition of the bus.

Greater Sudbury Transit will meet its capital needs by utilizing several sources of funding including, Provincial Gas Tax, Federal funding, OTVP replacement grant and Transit Capital reserves.

The Capital budget approved for Transit 2006 included five (5) new low floor accessible buses to replace older buses.

With ridership increasing every year and Transit implementing ridership growth strategies there is a need to also expand the size of the fleet. This has become more urgent with the recent passing of the U-Pass at Laurentian University.

RFP's were issued by the Supplies & Services Section for five (5) low floor transit buses. The RFP also stipulated that we could increase the number buses required. Proposals were received from New Flyer Industries, Nova Bus and City View Bus.

A committee comprised of Roger Sauve, Director of Transit, Denis Martel, Transit Fleet and Facilities Maintenance Supervisor and Roger Delaire, Supplies and Services Co-ordinator reviewed the three proposals using the following criteria weighting system:

<u>Description</u>	<u>Points</u>
Specifications - as close as possible to the specs requested	40
Price	30
Lead Time to complete	20
Warranty	10
<b>Total</b>	<b>100</b>

The committee scored the proposals as follows:

Nova Bus, A Division of Prevost car Inc.	97
New Flyer Industries	91
City View Bus	59

Major differences in the proposals were specifications, warranty and time to complete. Nova met all of the specifications requested and offers a twenty (20) year warranty against structural integrity. The stainless steel structure eliminates the need for mid-life rebuild due to corrosion which represents a cost savings.

After reviewing and scoring the proposals Nova was asked for a best and final offer which included the cost of a suburban style interior.

**Date:** April 3, 2006

Nova provided a final price as follows:

Based on the foregoing, it is recommended that Council award the Request For Proposal to Nova Bus, A Division of Prevost Car Inc. For the purchase of five (5) new low floor transit buses to replace older buses at a cost of \$1,866,175 and Two (2) new low floor transit buses with suburban style interior to increase the transit fleet at a cost of \$768,950 for a total cost of \$2,635,125.

The financing for the five (5) buses is approved through the 2006 Capital Budget for Transit. Approval is requested for the additional two (2) buses to respond to ridership growth and additional ridership growth initiatives. All buses will be funded using the Equipment Reserve Fund, Federal Funding, OTVP replacement grant and Provincial Gas Tax.