



Contractor Award: Move-Out Turnover Program (RFP 21008)

Item 7A

June 23, 2021

Building Investment, Finance and Audit Committee

Report: BIFAC:2021-59

To: Building Investment, Finance and Audit Committee
("BIFAC")

From: Acting Chief Operating Officer

Date: June 9, 2021

PURPOSE:

The purpose of this report is to seek the BIFAC's approval to award a contract to a roster of 13 pre-qualified vendors for the move-out turnover program, based on the outcome of Request for Proposal ("RFP") 21008.

BIFAC approval is required for this contract award as it exceeds the \$2.5M financial approval limit of TCHC's Procurement Award Committee ("PAC").

RECOMMENDATIONS:

It is recommended that the BIFAC approve and forward to the Board of Directors (the "Board") for approval the following recommendations:

- (a) Approve the award of the work up to \$56.5M (exclusive of taxes) for move-out unit turnover services at the rates established based on the outcome of Request for Proposal (RFP 21008):
 - Up to \$16.5M for one (1) year; and
 - Up to \$40M for two (2) additional one-year terms (\$20M annually) at TCHC management's discretion;

- (b) Approve the award for the work to the following vendors:
- Armico Services Inc.;
 - Joe Pace & Sons Contracting Inc.;
 - Burke’s Restoration Pickering;
 - C2C Construction Ltd.;
 - SNL Techlink;
 - GH Renovations Inc.;
 - Greenline Renovations Plus Ltd.;
 - Bestway Renovations Inc.;
 - Pandora Professional Painting Ltd.;
 - Richview Renovations & Restorations Ltd.;
 - CCA Contracting Inc.;
 - Solid General Contractors Inc.;
 - Universal Cleaning & Painting Ltd.; and
- (c) Authorize the appropriate staff to take the necessary actions to give effect to the above recommendation.

REASONS FOR RECOMMENDATIONS:

The move-out turnover (“Move-Out”) program completes renovations and prepares vacant units for new tenants within defined turnaround times and pre-determined prices.

The Move-Out program turns over 3,000-4,000 vacant units annually. The renovations vary by unit and may consist of:

- Painting;
- Flooring; and
- General repairs, including partial/total kitchen or bathroom renovations.

PROCUREMENT PROCESS:

A public RFP was issued on February 11, 2021 and closed on March 22, 2021. 30 submissions were received. The submissions were evaluated to determine the best price and vendor capacity to perform the services

As a result, the following vendors (the “Vendors”) submitted the best price and demonstrated capacity to perform the services, and are recommended for the work:

- Armico Services Inc.;
- Joe Pace & Sons Contracting Inc.;

- Burke's Restoration Pickering;
- C2C Construction Ltd.;
- SNL Techlink;
- GH Renovations Inc.;
- Greenline Renovations Plus Ltd.;
- Bestway Renovations Inc.;
- Pandora Professional Painting Ltd.;
- Richview Renovations & Restorations Ltd.;
- CCA Contracting Inc.;
- Solid General Contractors Inc.; and
- Universal Cleaning & Painting Ltd.

Overall, the Vendors' submissions satisfied all mandatory requirements and surpassed the standard required to permit their pricing proposals to be considered. The recommendation is based on awarding the work as per the RFP requirements.

The Procurement Award Committee ("PAC") approved the recommendation to award the work to the Vendors at its meeting on May 13, 2021, subject to BIFAC and Board approval. At that time, the Committee took note of the following considerations:

- The award is within reasonable and acceptable range for the scope of work;
- Several of the recommended proponents have performed similar work with satisfactory results; and
- The recommended proponents have confirmed they have the capability and capacity to deliver the scope of work.

IMPLICATIONS AND RISKS:

To ensure the delivery of high-quality services and mitigate any risks, regional staff will continuously and rigorously monitor the performance of the Vendors during the course of service delivery and ensure the work is delivered in accordance with the scope and specifications, and is on budget and on time. In addition, the Operations Compliance team will monitor performance, establish points of contact, and schedule quarterly meetings to discuss any issues with service delivery. Performance will be evaluated in accordance with TCHC's Vendor Compliance evaluation system.

Results gathered through vendor performance reviews can be used to support decisions to remove underperforming vendors from TCHC's rosters and/or future bidding opportunities.

SIGNATURE:

"John Angkaw"

John Angkaw
Acting Chief Operating Officer

Confidential Attachment 1: Move-Out Unit Turnover Services RFP Overview

Reason for Confidential Attachment: Third party commercial information supplied in confidence and commercial information belonging to TCHC that has monetary value or potential monetary value and whose disclosure could reasonably be expected to be injurious to its financial interests.

STAFF CONTACT:

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