

City of Mississauga
Corporate Report



<p>Date: December 12, 2023</p> <p>To: Chair and Members of General Committee</p>	<p>Originator's files:</p>
<p>From: Jodi Robillos, Commissioner of Community Services</p>	<p>Meeting date: January 10, 2024</p>

Subject

A Single Source Contract Award to Mad Science Group Inc.

Recommendation

That the Chief Procurement Officer, or designate, be authorized to award and execute a five (5) year single-source contract (with an option to extend for an additional five years) with Mad Science Group Inc. under the City's Procurement By-law, and all documents relating thereto including any necessary ancillary documents and/or amending and extension agreements, all in a form satisfactory to Legal Services for science based camps to be operated out of City of Mississauga community centres and halls as outlined in the corporate report dated December 12, 2023 and titled "A Single Source Contract Award to Mad Science Group Inc." from the Commissioner of Community Services.

Executive Summary

- Staff are requesting approval for a single sourced contract with Mad Science for five years starting 2024 to 2028 with projected revenue of approximately \$765,000.
- Mad Science Group Inc. ("Mad Science") has been offering unique science-based camps in Mississauga Community Centres for 10 years, connecting with over 4800 children and youth.
- Mad Science programs meet the City of Mississauga standards for quality programming, including; First Aid Certification, Principles of Healthy Childhood Development certification, and Recreation and Culture program standards and policies.
- A partnership with Mad Science allows us to support the diverse interests of the community and engage children and youth in our community centres who have varied interests beyond traditional active programming.

Background

City of Mississauga's Recreation and Culture Division has partnered with Mad Science to deliver camps since 2013.

Mad Science offers unique science based camps for kids between the ages of 4 to 12 years old. Mad Science are subject matter experts in this field and fosters a love for science, technology, engineering and Math, giving children the confidence they need to excel in these fields. For over 30 years, Mad Science has focused on designing and testing experiments that resonates with children allowing them to provide innovative hands on children's science programs in the community.

The City of Mississauga and Mad Science has generated revenue of approximately \$810,000 from 2013 to 2023. In 2023 alone, the program fill rate of Mad Science camps was 91%. Staff are requesting approval for a single sourced contract with Mad Science for five years starting in 2024 to 2028 with projected revenue of approximately \$765,000.

Comments

Mad Science provides the City with science-based camp programming, operating at several community centres. Partnering with science programs such as these support the children in our community to better understand the environments they live in. Science reasoning helps to develop analytical thinking, problem solving and coping skills to support the wellbeing of our younger citizens. Through this partnership, the City receives 25% of participant fees as is outlined in the standard Registered Recreation, Sport and Culture Program Agreement between the Corporation of the City of Mississauga and the Provider.

Mad Science is the industry leader for science based recreational programming and continuing with this arrangement will ensure City camps remain responsive to the needs of Mississauga residents. City of Mississauga part time camp staff do not have the expertise to operate this type of programming independently. The program provides camp opportunities for over 500 participants per year.

Purchasing By-law Authorization

The recommendation in this report is made in accordance with Schedule A of the Procurement By-law No 0013-2022 under section 1 (b) there is scarcity of supply in the market. At this time there is no other local company that provides a partnership to offer science programs in the camp format that includes the requirement for their staff to be certified in High Five (Principles of Healthy Childhood Behaviour).

Staff are collaborating to establish and negotiate the final arrangements and prepare the requisite forms including the agreement with Mad Science.

Strategic Plan

A program partnership such as this one, continues to advance the Strategic Pillar of belonging, ensuring youth, older adults and new immigrants thrive. The Camp offers opportunities for residents to engage with others in community spaces.

Financial Impact

The City of Mississauga will receive 25% of registration revenue from the planned Mad Science camps to take place at the City. Revenues generated through partnership with Mad Science is projected at \$765,000 over the five year term of the agreement.

The following cost center can anticipate the following revenue per year;

- Huron Park Recreation Centre - 525365-24991 - \$48,000 per year in revenue totalling - 160 participants per year.
- Meadowvale Community Centre - 525365-24985 - \$96,000 per year in revenue totalling - 320 participants per year.
- Courtney Park Activity Living Centre - 525365-24993 - \$9,000 per year in revenue totalling - 60 participants per year.

Total of \$765,000 over 5 years and capacity for 2700 participants.

Conclusion

The proposed new agreement between the City of Mississauga and Mad Science presents a low risk, financial benefits and a demonstrated interest by the children in our community.

It is recommended that the Purchasing Agent be authorized to execute a single-source contract with Mad Science for a five(5) year period from 2024 through 2028 with an option to extend the term for one additional five (5) year term, for the children's science camp services through a third party partnership agreement of 25% payment of program registrations.



Jodi Robillos, Commissioner of Community Services

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