

City of Mississauga  
**Corporate Report**



<p>Date: January 29, 2025</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: February 19, 2025</p>

## Subject

**Single Source Award for City-Wide Boulevard Landscape Maintenance Services**

## Recommendation

1. That the Chief Procurement Officer or designate be authorized to award and execute the single source contract with respect to the purchase between The Corporation of the City of Mississauga and 1338568 Ontario Inc. (operating as Winsom Landscaping) for the supply and delivery of City-wide boulevard landscape maintenance services in the amount of \$1,891,542.38, exclusive of taxes, for a term of up to twenty (20) months, as outlined in the corporate report entitled "Single Source Award for City-Wide Boulevard Landscape Maintenance Services" dated January 29, 2025 from the Commissioner of Community Services, and all necessary agreements and related ancillary agreements, all in a form satisfactory to the City Solicitor, in accordance with the City's Procurement Bylaw 0013-2022, as amended.
2. That the Chief Procurement Officer or designate be authorized to award and execute the single source contract with respect to the purchase between The Corporation of the City of Mississauga and Humberview Maintenance Group Ltd. for the supply and delivery of City-wide boulevard landscape maintenance services in the amount of \$1,021,109.92, exclusive of taxes, for a term of up to twenty (20) months, as outlined in the corporate report entitled "Single Source Award for City-Wide Boulevard Landscape Maintenance Services" dated January 29, 2025 from the Commissioner of Community Services, and all necessary agreements and related ancillary agreements, all in a form satisfactory to the City Solicitor, in accordance with the City's Procurement Bylaw 0013-2022, as amended.
3. That all necessary by-laws be enacted.

## Executive Summary

- The City of Mississauga maintains approximately 15,518 square metres of horticultural features and 16 hectares of turf within the road allowance as part of its contracted boulevard landscape maintenance services.
- The current contracts were awarded in May 2019 to each of 1338568 Ontario Inc. (operating as Winsom Landscaping) and Humberview Maintenance Group Ltd. as a result of a competitive procurement process and expires in April 2025.
- The City went to market and issued a Request for Tender (RFT) in August 2024 to secure suppliers for future boulevard landscape maintenance services. The value of the bids significantly exceeded the available funds for the procurement.
- A Single Source award to the current suppliers to continue providing Citywide boulevard landscape maintenance services from May 1, 2025 to December 31, 2026, will ensure continuity of service and best value to the City, while giving staff the necessary time to examine potential options over the medium and long term.
- This report authorizes the Chief Procurement Officer to negotiate and execute a contract with 1338568 Ontario Inc. (operating as Winsom Landscaping) and Humberview Maintenance Group Ltd., on a Single Source basis, for Citywide boulevard landscape services.

## Background

The City of Mississauga maintains approximately 15,518 square metres of horticultural features and 16 hectares of turf within the road allowance as part of its contracted boulevard landscape maintenance services. These services include grass cutting (i.e. trimming, cutting) and horticultural maintenance (i.e. watering, weeding, and edging) on a proactive scheduled basis and on a reactive request basis.

The current contracts were awarded in May 2019 to each of 1338568 Ontario Inc. (operating as Winsom Landscaping) and Humberview Maintenance Group Ltd. as a result of a competitive procurement process for an initial 4 year term with an optional 1 year renewal.

## Comments

The current contracts expire on April 30, 2025 with no additional extensions available. The City went to market and issued a Request for Tender (RFT) in August 2024 to secure suppliers for future boulevard landscape maintenance services. Staff reviewed the bids and concluded that the value of the bids significantly exceeded the available funds for the procurement and were cost prohibitive. As a result, the procurement was cancelled on October 8, 2024. The current suppliers are willing to continue providing Citywide boulevard landscape maintenance services on current terms and conditions from May 1, 2025 to December 31, 2026, subject to an inflationary increase (2.5%) each calendar year. This represents far better value for money to the City than the bids received in the most recent RFT.

Securing the current suppliers from May 1, 2025 to December 31, 2026 will ensure business continuity through the busy spring growing season and provide staff with the necessary time to conduct a detailed review of the procurement, which would include market soundings, exploring different sourcing strategies, and examining the current contracted service delivery model with a view to re-tendering the contract in the near future. Forestry and Procurement Services will collaborate closely in advancing a new competitive procurement.

While the exact causes for the significant difference in pricing are not yet fully known, it is believed that the significant rate of inflation between 2019 and 2024, which was mitigated by the multi-year nature of the current contracts, is one of the contributing factors.

#### Procurement By-law Authorization

This is considered a Single Source procurement as defined in the Procurement By-law 0013-2022, as amended. Each of the contracts with the current suppliers meets the following criteria in the Procurement Bylaw 0013-2022, Schedule "A", Section (1):

(e) No acceptable Bids were submitted.

## Financial Impact

There are no financial impacts resulting from the Recommendation in this report. The total cost of citywide boulevard landscape maintenance services is \$2,912,652.30 (excluding taxes) over twenty (20) months (May 1, 2025 to December 31, 2026). The 2025 estimated cost of \$1,332,500 is available in the approved 2025 budget in cost centre 25221 – Blvd Maintenance and the 2026 estimated cost of \$1,365,812.5 will be subject to annual business planning and budget approval cycle.

## Conclusion

The City maintains approximately 15,518 square metres of horticultural features and 16 hectares of turf within the road allowance as part of its contracted boulevard landscape maintenance services. To ensure continuity of service and best value for money, a single source award to the current suppliers to continue providing the current Citywide boulevard landscape maintenance services from May 1, 2025 to December 31, 2026 is required.



---

Jodi Robillos, Commissioner of Community Services

Prepared by: Amory Ngan, Manager, Forestry