



Exhibition Place

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**Item No. 12**

May 26, 2011

To: The Board of Governors of Exhibition Place

**ACTION REQUIRED**

From: Dianne Young  
Chief Executive Officer

Subject: **Security Services – CNEA Agreements**

**Summary:**

This report recommends the approval of one-year (2011) agreements with the option to extend for an additional three-year periods (2012, 2013 and 2014) between the CNEA and

- D.C. Security Inc. (expected amount of \$71,015.00 in 2011);
- Intelligarde International Inc. (expected amount of \$74,298.00 in 2011);
- Reilly Security (expected amount of \$164,830.00 in 2011);
- G4S Secure Solutions (Canada) Ltd. (expected amount of \$45,620.00 in 2011 being paid directly by the CNE Concessionaires)

on the terms and conditions set out in this report.

**Recommendation:**

**It is recommended that the Board approve a one-year agreement between the CNEA and D.C. Security Inc.; Intelligarde International Inc.; Reilly Security; and G4S Secure Solutions for the 2011 CNE, with an option to renew for 2012, 2013, 2014, on terms and conditions as outlined in subject report, and such other terms and conditions satisfactory to the CNEA General Manager and the CNEA Solicitor.**

**Financial Impact:**

Funding for these agreements is provided for in the 2011 CNEA Operating Budget, and will be provided for in the 2012, 2013, and 2014 CNEA Operating Budgets.

**Decision History:**

At its meeting of May 25, 2011, the Board of Directors of the CNEA considered and recommended this report for approval by the Board.

**Issue Background:**

Pursuant to the CNEA by-laws, if an agreement term exceeds one year it requires approval by the Board of Governors of Exhibition Place.

## Comments:

On April 5, 2011 an RFQ was issued through the City of Toronto's Finance Department, Purchasing and Materials Management Division (PMMD) for the provision of security service with respect to four functions during the CNE event (east and west grounds areas; entrance gates/barriers; fence lines; and licensed restaurants). Eight bids were received, and are outlined in Appendix "A" to this report, for each of the four parts of the program as noted above. One bidder was disqualified by City Purchasing.

A staff committee reviewed the seven bids received against the specifications and submission requirements called for which placed emphasis on experience, supervision and training. Five of the seven bidders were invited to attend an interview session to confirm their understanding of the requirements so as to ensure that the appropriate level of service would be provided. During these interviews, bidders were asked to elaborate specifically on their training programs, experience as it relates to the four parts of the RFQ, supervision and guard replacement procedures. At the conclusion of the interviews, staff are recommending agreements with D.C. Security Inc., Intelligarde International Inc., Reilly Security and G4S Secure Solutions (Canada) Ltd. to provide the following specific services.

- D.C. Security provided service during the 2010 CNE in the area of grounds west and performed well. The company has experience at other large events such as Caribana and Tennis Canada. In 2011, it will provide services in the same area as in 2010.
- Intelligarde International Inc. provided service during the 2010 CNE in the area of grounds east and performed well. The company has experience at other large events such as Nuit Blanche, Wakestock, Taste of the Danforth, and the Santa Claus Parade. In 2011 it will provide security services in the same area as in 2010.
- Reilly Security provided service during the 2009 and 2010 CNE in the area of gates/barriers and fence line. The company has experience at other venues such as the Rogers Centre, Bell Canada, Halton Region, University of Toronto, the CN Tower, and the Toronto Ukrainian Festival. In 2011 it will provide services in the same areas as in 2010.
- G4S Secure Solutions (Canada) Ltd. provided service during the 2006 – 2009 CNE. The company has experience at other large events such as Cavalcade of Lights, Nuit Blanche, Winter City Pride, and the ROM; and do have experience in providing services in licensed venues to a number of Ontario fairs and events. As noted in the summary, in 2011 all services of G4S Secure Solutions (Canada) Ltd. will be paid for by the CNE Concessionaires.

The substantial terms of the agreement for the above-noted companies for the areas specified noted above will be as follows:

- a. Term: An agreement to provide security services for the CNE period in 2011 commencing on June 25, 2011 and expiring on September 30, 2011 with an option to renew, at the sole option of the CNEA, for a similar period in a further three additional years in 2012, 2013 and 2014.
- b. Insurance as specified in the RFQ document issued by the City of Toronto.

c. Each of the bidders will:

- i. Provide competent staff to undertake the scope of work as defined in the RFQ;
- ii. Ensure that all staff provided to the CNEA for the provision of security services are trained and licensed as set out in the RFQ and meet the mandatory requirements as enacted by the Province of Ontario within the private security and investigative services Act (PSISA). Act. S.O. 2005;
- iii. Meet and comply with all relevant Federal, Provincial, and Municipal Legislation in relation to workplace safety requirements; and
- iv. Ensure that all security personnel working at the CNE will be required to complete the CNE orientation training session held prior to the CNE.

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Dianne Young  
Chief Executive Officer

APPENDIX "A"

Preference Indicated		<u>G4S Secure Solutions (Canada) Ltd.</u>	<u>Genix Protection Services Inc.</u>	<u>Intelligarde International Inc.</u>	<u>Federal Corporation (Federal Security)</u>	<u>D. C. Security Incorporated</u>	<u>Reilly Security</u>	<u>Source Security Investigations</u>
	<u>#1</u>	<u>Part A</u>	<u>Part A</u>	<u>Part C</u>	<u>Part C</u>	<u>Part A</u>	<u>Part C</u>	<u>Part A</u>
	<u>#2</u>	<u>Part C</u>	<u>Part D</u>	<u>Part B</u>	<u>Part B</u>	<u>Part B</u>	<u>Part B</u>	<u>Part B</u>
	<u>#3</u>	<u>Part B</u>	<u>Part B</u>	<u>Part A</u>	<u>Part A</u>	<u>Part C</u>	<u>Part A</u>	<u>Part C</u>
	<u>#4</u>	<u>Part D</u>	<u>Part C</u>	<u>Part D</u>	-	<u>Part D</u>	<u>Part D</u>	<u>Part D</u>
<u>Grand Total - Year 1</u>		<u>\$72,673.40</u>	<u>\$71,724.00</u>	<u>\$56,356.40</u>	<u>\$68,804.32</u>	<u>\$71,015.00</u>	<u>\$76,665.20</u>	<u>\$96,705.00</u>
<u>Grand Total - Year 2</u>		<u>\$72,673.40</u>	<u>\$73,875.72</u>	<u>\$57,483.53</u>	<u>\$69,664.37</u>	<u>\$75,275.90</u>	<u>\$78,198.50</u>	<u>\$98,155.58</u>
<u>Grand Total - Year 3</u>		<u>\$73,400.13</u>	<u>\$76,091.99</u>	<u>\$58,633.20</u>	<u>\$73,147.59</u>	<u>\$79,792.45</u>	<u>\$80,153.47</u>	<u>\$99,627.91</u>
<u>Grand Total - Year 4</u>		<u>\$74,134.14</u>	<u>\$78,374.75</u>	<u>\$59,805.86</u>	<u>\$73,879.07</u>	<u>\$79,792.45</u>	<u>\$82,157.30</u>	<u>\$99,627.91</u>
<u>GRAND TOTAL A</u>		<u>\$292,881.07</u>	<u>\$300,066.46</u>	<u>\$232,278.99</u>	<u>\$285,495.36</u>	<u>\$305,875.80</u>	<u>\$317,174.47</u>	<u>\$394,116.39</u>
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<u>Grand Total - Year 1</u>		<u>\$95,038.65</u>	<u>\$94,110.00</u>	<u>\$74,297.75</u>	<u>\$90,698.65</u>	<u>\$88,810.00</u>	<u>\$100,693.75</u>	<u>\$127,470.00</u>
<u>Grand Total - Year 2</u>		<u>\$95,989.04</u>	<u>\$96,933.30</u>	<u>\$75,783.71</u>	<u>\$91,832.38</u>	<u>\$94,138.60</u>	<u>\$102,707.63</u>	<u>\$129,382.05</u>
<u>Grand Total - Year 3</u>		<u>\$96,948.93</u>	<u>\$99,841.30</u>	<u>\$77,299.38</u>	<u>\$96,424.00</u>	<u>\$99,786.92</u>	<u>\$105,275.32</u>	<u>\$131,322.78</u>
<u>Grand Total - Year 4</u>		<u>\$97,918.42</u>	<u>\$102,836.54</u>	<u>\$78,845.37</u>	<u>\$97,388.24</u>	<u>\$105,774.13</u>	<u>\$107,907.20</u>	<u>\$131,322.78</u>
<u>GRAND TOTAL B</u>		<u>\$385,895.03</u>	<u>\$393,721.14</u>	<u>\$306,226.20</u>	<u>\$376,343.28</u>	<u>\$388,509.65</u>	<u>\$416,583.89</u>	<u>\$519,497.61</u>
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<u>Grand Total - Year 1</u>		<u>\$154,432.75</u>	<u>\$154,800.00</u>	<u>\$122,389.75</u>	<u>\$149,379.25</u>	<u>\$147,562.50</u>	<u>\$164,829.75</u>	<u>\$210,612.50</u>
<u>Grand Total - Year 2</u>		<u>\$155,977.08</u>	<u>\$159,444.00</u>	<u>\$124,837.55</u>	<u>\$151,246.49</u>	<u>\$156,416.25</u>	<u>\$168,126.35</u>	<u>\$213,771.69</u>
<u>Grand Total - Year 3</u>		<u>\$157,536.85</u>	<u>\$164,227.32</u>	<u>\$127,334.30</u>	<u>\$158,808.82</u>	<u>\$165,801.23</u>	<u>\$172,329.50</u>	<u>\$216,978.26</u>
<u>Grand Total - Year 4</u>		<u>\$159,112.22</u>	<u>\$169,154.14</u>	<u>\$129,880.98</u>	<u>\$160,396.90</u>	<u>\$165,801.25</u>	<u>\$176,637.74</u>	<u>\$216,978.26</u>
<u>GRAND TOTAL C</u>		<u>\$627,058.89</u>	<u>\$647,625.46</u>	<u>\$504,442.57</u>	<u>\$619,831.46</u>	<u>\$635,581.23</u>	<u>\$681,923.34</u>	<u>\$858,340.71</u>
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<u>Grand Total - Year 1</u>		<u>\$45,619.86</u>	<u>\$45,684.00</u>	<u>\$33,928.68</u>	<u>N/A</u>	<u>\$41,569.80</u>	<u>\$47,072.04</u>	<u>\$59,178.00</u>
<u>Grand Total - Year 2</u>		<u>\$46,076.06</u>	<u>\$47,054.52</u>	<u>\$34,607.25</u>	<u>N/A</u>	<u>\$44,063.99</u>	<u>\$48,013.48</u>	<u>\$60,065.67</u>
<u>Grand Total - Year 3</u>		<u>\$46,536.82</u>	<u>\$48,466.16</u>	<u>\$35,299.40</u>	<u>N/A</u>	<u>\$46,707.83</u>	<u>\$49,213.82</u>	<u>\$60,966.66</u>
<u>Grand Total - Year 4</u>		<u>\$47,002.19</u>	<u>\$49,920.14</u>	<u>\$36,005.39</u>	<u>N/A</u>	<u>\$46,707.83</u>	<u>\$50,444.16</u>	<u>\$60,966.66</u>
<u>GRAND TOTAL D</u>		<u>\$185,234.93</u>	<u>\$191,124.82</u>	<u>\$139,840.72</u>	<u>N/A</u>	<u>\$179,049.45</u>	<u>\$194,743.50</u>	<u>\$241,176.99</u>

