

**THE FOLLOWING ARE LATE ITEMS FOR THE MEETING OF CITY COUNCIL
HELD ON MARCH 26, 2012:**

ADMINISTRATIVE REPORT NO. 5-2012

SECTION F – UTILITY SERVICES DEPARTMENT

F2) Membership
South Saskatchewan River Watershed Stewards Incorporated
(Files CK. 225-1 and US. 155-01)

- Harold Martens, Chair, South Saskatchewan River Watershed, dated March 21, requesting to speak to provide an update on the activities of the Stewards in conjunction with the Report on the 2012 Membership.

REPORT NO. 5-2012 OF THE EXECUTIVE COMMITTEE

**3. Parking Infrastructure Upgrade and
City Card Replacement**
(File No. CK. 6120-3)

- Gordon White, President, Precise Parklink (West) Ltd., dated March 22 and 25 (two letters), requesting to speak regarding the above matter.

SPEAKERS LIST

(NOT including Presentations, Hearings or Matters Requiring Public Notice
(* represents late letter)

ADMINISTRATIVE REPORT NO. 5-2012**SECTION F – UTILITY SERVICES DEPARTMENT**

F2) Membership
South Saskatchewan River Watershed Stewards Incorporated
(Files CK. 225-1 and US. 155-01)

***1. Harold Martens**

REPORT NO. 5-2012 OF THE EXECUTIVE COMMITTEE

3. Parking Infrastructure Upgrade and
City Card Replacement
(File No. CK. 6120-3)

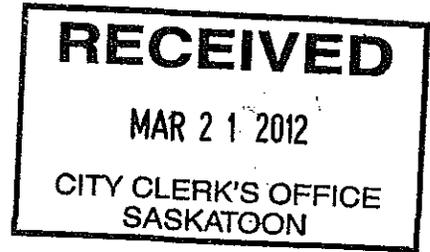
***2. Gordon White**

MISCELLANEOUS MATTERS

3. **Neale Hall** – drive-through restaurant issues
4. **Cary Tarasoff** – drive-through restaurant issues
5. **Sue Barrett** - Marr Residence report
6. **Michelle Lee** – ban on disposable plastic bags

F2)
180-1

From: CityCouncilWebForm
Sent: March 21, 2012 9:54 AM
To: City Council
Subject: Write a Letter to City Council



TO HIS WORSHIP THE MAYOR AND MEMBERS OF CITY COUNCIL

FROM:

Harold Martens
99A-2366 Avenue C North
Saskatoon
Saskatchewan
S7L 5X5

EMAIL ADDRESS:

saeedulamin@southsaskriverstewards.ca

COMMENTS:

Harold Martens, Chair of the South Saskatchewan River Watershed Stewards Inc. (SSRWSI), wishes to address Council to provide an updated on the activities of the Stewards in conjunction with the Report on the 2012 Membership.

Thank you.

Exc 3.
PRECISE
PARKLINK™
WEST LTD.

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MAR 22 2012
CITY CLERK'S OFFICE
SASKATOON

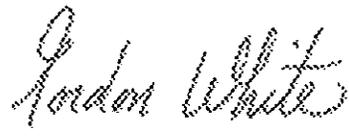
March 22nd 2012

City of Saskatoon
Office of the City Clerk
222 Third Avenue North
Saskatoon, Saskatchewan
S7K 0J5

This will serve as notification that Mr. Gord White wishes to speak at the City Council meeting Monday March 26th regarding Parking Infrastructure Upgrade and City card Replacement (File No. CK. 6120-3) which we understand is to be on the Agenda for Monday.

Further correspondence to the Mayor and City Council will follow.

Thank you



Gordon White
President.

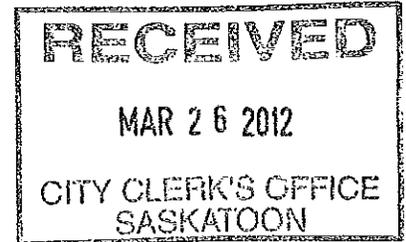
PRECISE PARKLINK (WEST) LTD.

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CALGARY 7056H Parrell Road Calgary AB T2H 0T2
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T. 780-428-0007 F. 780-428-1457 Toll. 877-426-0007
T. 403-802-6166 F. 403-802-6164 Toll. 877-426-0007
T. 306-955-9912 P. 306-955-9914 Toll. 877-426-0007



March 25th 2012



City of Saskatoon
Office of the City Clerk
222 Third Avenue North
Saskatoon, Saskatchewan
S7K 0J5

Further to my fax of March 22nd, please find attached letter to Mayor and City Council for distribution to which I will speak about at Monday's Council Meetig March 26th.

Thank you

A handwritten signature in black ink that reads 'Gordon White'. The signature is written in a cursive style.

Gordon White
President.

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MAR 26 2012

CITY CLERK'S OFFICE
SASKATOON



6120-3

March 24th 2012

His Worship the Mayor and Members of City Council
C/O City Clerk's Office, City Hall
222 Third Avenue North
Saskatoon, Saskatchewan S7K 0J5

Dear Mayor & Council;

**RE: Parking Infrastructure Upgrade and
City Card Replacement (File No. CK. 6120-3)**

On March 14th, after the Council meeting at which I last addressed Council regarding concerns over the approval of Administrations Recommendation, I received a letter (see attached Item A) from the City Clerk advising that the matter had been referred back to Administration and advising me that "You will, therefore, be hearing further from the City in this regard".

On March 20th I was surprised to learn that Administration had brought the matter forward to Executive Committee again, at the meeting of March 19th, and that discussion had taken place and the Recommendation was going back to Council on the 26th for approval. My surprise was related to the letter I had received and the implication that I would have been advised of this matter being discussed again, I assumed at Executive. Had I been aware of the plan to bring this to Executive on the 19th I would have requested the opportunity to speak at this meeting, relative to questions and issues brought up at Council that Administration was going to provide further information and analysis about. I believe that if the opportunity to speak at Executive had been provided then there would have been information available to Committee members that has likely not been discussed objectively and they would have been given more information with which to make decisions or plans.

If I have misunderstood the letter from the City Clerk in this regard I apologize, however, I am unclear on how I would otherwise be able to assist Committee/Council in hearing views, other than that which Administration has put forward, on this matter.

I would like to note that this letter, my comments or presentations at Council in no way imply or intend to be disrespectful of Administration and their efforts to provide Council with appropriate information with which to draw conclusions or make decisions. I want to be on record as stating that there is no implied or intended attack or disregard for either the people or their respective work in this regard; we simply have a difference of opinion based on the paradigms from which we individually approach the question at hand.

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In the Request for Proposal 11-0973 (RFP) the 'Purpose' is spelled out at the beginning (see attached Item B), A. 1. PURPOSE, and in PART "B" SPECIFICATIONS (see attached Item C). The 'Scope' and the 'Evaluation Criteria' are outlined on page 12 of the RFP (see attached Item D).

When one is responding to a formal Request For Proposal it is imperative to meet the specific and identified objectives (Purpose) and to ensure that one reviews and understands the Evaluation (scoring) criteria. We successfully did this and provided options for the manner in which a multi-space system may be acquired for a price, with terms if desired, and the manner in which it may be operated, providing options and variations for consideration by the City. What we did not do was to provide a very detailed deal structure to assume the responsibility for the entire system; supply, install, service, maintain and operate.

This was impossible to do in detail, given the limited technical criteria provided in the RFP and the absence of considerations that would be "non-negotiable" by the City, relative to operation by others; ie: *who sets parking rates? who controls placement? who is responsible for enforcement and under what method?, what are the primary objectives of the operating system?*

The important point here, from our perspective, is that the Evaluation Criteria did not provide "points" or recognition/reward for Creative Solutions or "out of the box" agreements. It would be impossible to have scored this kind of thing in the absence of the RFP providing the criteria, which, from the City's perspective, was immutable or non-negotiable.

The related process documents, therefore, worked against the proponents clearly identifying creative solutions for the provision of "P3" type, or "supply, install, service, maintenance and operations" Agreement which would facilitate the "outsourcing" or shifting of responsibilities and/or the potential of increasing revenue to the City or eliminating the need for Capital Expenditure and/or transfer of responsibility for on going operating costs or responsibilities.

In the absence of the aforementioned information, which would have afforded us the ability to provide a "deal" structure that would be in everyone's best interest, we provided an example of an Agreement which we stated we would be pleased to replicate or vary for the City of Saskatoon. This is an Agreement that was previously entered into with another Canadian Municipality whereby this Municipality received a complete replacement of their single space system with the newest technology and equipment in multi space, pay & display, and had us, the vendor, assume the liability and responsibility for the service, maintenance and operation of the system.

The end result was, this Municipality acquired a complete replacement of their system at the same time as moving the responsibility for operation, service, upgrades, maintenance to the Vendor;



all without spending any money today or being encumbered by debt which was not fully "backstopped" by a Revenue Guarantee. It needs to be noted that in the aforementioned Agreement the Municipality maintained total and absolute control over enforcement, parking rates and placement of equipment.

If the RFP documents had provided for and clearly rewarded, in the method of Evaluation or Scoring, the proponents in the area of creative solutions we would have added to the aforementioned Agreement a second proposal that would result in the installation of all the multi space, pay & display, equipment necessary to satisfy the replacement of the current system, **FREE** of charge to the City (not only now but throughout the term of the Agreement). We would assume responsibility for supply, service, maintenance and operational responsibilities, including coin collection and all reporting, and thereby become the "outsourced" service provider for these operational items. This Agreement would have seen the City maintain the same Net revenues they had in the previous year and the ability to increase their revenues in the coming years, **WITHOUT** the increase of parking rates. This Agreement would have paid the Vendor through improved Net revenues, resulting from the conversion from a single space system to a multi space, pay & display, system. The onus is on the Vendor/supplier/operator (**not the City**) to ensure that operating costs are reduced and, without increasing Parking Rates, being able to increase Gross Revenues.

The Recommendation before you provides for a system that is essentially the same as what the City has had for the past 20 years and at a Capital Expenditure today of \$958,249.60 (inclusive of PST & GST). It **does not provide** for an improvement in functional use, the ability to increase revenues without increasing parking rates, the ability to incorporate the convenient use of credit cards without additional expense (which is at this point unknown, at least in the information available), the ability to reduce operating costs, the ability to have new technology and equipment with either a revenue increase guarantee or no cost to the City, it does not provide an improved street scape and it does not provide a more environmentally friendly or more sustainable system.

In summary, I believe that it has always been the intent of City Council, and that of Administration, to find the optimal solution; best technology and equipment to meet the needs of the majority while spending as little money as possible and ensuring that operating costs are controlled or "off loaded" to others, while maintaining control over parking rates, enforcement and placement of equipment (at a minimum).

If the RFP had been designed to solicit and reward or recognize the kinds of solutions that would meet these objectives then the market would have responded accordingly and an analysis of a more comprehensive nature would have resulted. Our proposals (and those of other solution providers, although I cannot speak for others in the market place) would have provided a "state of the art",

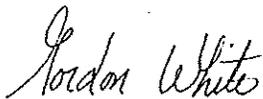


green, solar powered Canadian solution; complete with a fully auditable and verifiable trail on each piece of equipment and related reporting of coin and credit card. This solution has been proven in 40 municipalities across Canada and in all climate conditions, from Winnipeg and Fort McMurray to Niagara and Kelowna. **Zero** up front capital cost (and possibly **Zero** capital cost at all) to the City and the ability for the City to participate in the improved revenues, while maintaining Civic control of rates, enforcement and placement of meters.

From the questions asked by Council at Executive and in Chambers I believe that the RFP and process have not provided adequately for achieving the objectives desired and suggest that a new RFP be issued to determine how the "market" would respond.

Thank you for your time and consideration.

Sincerely;



Gordon White
President

cc: Murray Totland – City Manager – City of Saskatoon
Angela Gardiner – Manager, Transportation Branch – City of Saskatoon
Mike Gutek – General Manager, Infrastructure Services – City of Saskatoon
Phil Haughn – City of Saskatoon
Terry Scaddan – Executive Director – The Partnership
Sarah Marchildon – Executive Director – Broadway Business Improvement District
Randy Pshebylo – Executive Director – Riversdale Business Improvement District
Kent Smith-Windsor – Executive Director – Saskatoon Chamber of Commerce



ITEM A



City of
Saskatoon
Office of the City Clerk

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Saskatoon, SK S7K 0J5 fx 306•975•2784

March 14, 2012

Mr. Gordon White, President
Precise Parklink (West) Ltd.
400 - 234 1st Avenue South
Saskatoon, SK S7K 1K3

Dear Mr. White:

**Re: Parking Infrastructure Upgrade and
 City Card Replacement
 (File No. CK. 6120-3)**

City Council at its meeting held on March 12, 2012, considered your presentation regarding the above matter. Council resolved that the matter be referred back to the Executive Committee for further review, including optimization and comparison of single-space versus multi-space and the life-cycle cost of the investment.

You will, therefore, be hearing further from the City in this regard.

Yours truly,

A handwritten signature in cursive script that reads "Janice Mann".

Janice Mann
City Clerk

JM:sb

ITEM B

1. PURPOSE

The purpose of this document is to invite proposals for the supply of a solution for the complete upgrade of existing pay parking infrastructure which may include an upgrade of the current single space inventory in addition to conversion to multi-space meters where there is a nose-in or angle parking configuration. Proponents may also respond by providing a solution for a complete conversion of the existing pay parking inventory to multi-space meters.

ITEM C

Purpose:

The purpose of this document is to invite proposals from qualified parking equipment vendors to provide a solution for the complete upgrade of existing pay parking infrastructure which may include an upgrade of the current single space inventory in addition to conversion to multi-space meters where there is a nose-in or angle parking configuration. Proponents may also respond by providing a solution for a complete conversion of the existing pay parking inventory to multi-space meters.

The City requires proponents to use their expertise and past experiences to provide a solution to upgrading the pay parking infrastructure as well as to be creative in regards to the way the solution is offered (i.e. outright purchase, leasing of equipment, turnkey operations, etc.). For an outright purchase option the City requires a 2 year manufacturer's warranty on all service, hardware and software. Manufacturer's warranty shall commence on the day of installation. The City invites proponents to submit proposals to address four key aspects of its pay parking infrastructure:

- A. Upgrade of existing single space meter inventory which could also include the conversion of nose-in and angle parking to multi-space meters: and
- B. Conversion of existing pay parking to multi-space meters: and

ITEM D

Part A -- Upgrade of existing single space meters

Scope

The City intends to replace all of its 2,730 single space parking meters as they are approaching the end of their useful life. The meters are presently installed in a combination of Duncan and Mackay regular and heavy duty housings. The City will entertain proposals to replace the existing single space meters as-is, or to convert to multi-space meters the following nose-in and angle parking locations:

100, 200 and 300 blocks of 2nd Avenue South

100 block of 2nd Avenue North

100, 200, 300 and 400 blocks of 21st Street East

400 and 500 blocks of 22nd Street East

City Parking Lot #6

City Parking Lot #7

City Parking Lot #8

River Landing Phase 1, nose-in parking lot

River Landing Phase 2, angle parking on street

River Landing Phase 2 -- Pedco and A.L. Cole off street lots

Installation of multi-space meters at the above locations will reduce the remaining single space meter inventory to approximately 2,080 units.

(A plan showing these locations is included in Appendix A.)

Part B -- Conversion of all existing pay parking to multi-space meters

Scope

As indicated in Part A, the City intends to replace all of its 2,730 single space parking meters as they are approaching the end of their useful life. The City declines from identifying a solution to this option instead however, defers to the expertise and experiences of the parking industry to offer a solution that would best suit the needs of the City.

EVALUATION CRITERIA FOR PART A AND B

Area	Definitions
Hardware/Meters/Operating Costs	The overall costs including hardware, software, maintenance, communications and consumables. Future software annual maintenance, extended warranty and service support costs.
Corporate Profile/ Experience/ Service/ Support/References	The company qualifications, experience in the industry, experience with projects of this size, level of service provided, service response times and references from other municipalities where proponents equipment is installed.
Software/Reports /Communications	The Central Management System, financial and statistical reporting, optional customizable reporting and two-way wireless communications in a GSM or CDMA network.
Installation/ Training	Installation requirements and training of City staff