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Halifax, Nova Scotia
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Item No. 11.1.2

Halifax Regional Council
June 17, 2008

TO: Mayor Kelly and Members of Halifax Regional Council

SUBMITTED BY:

A handwritten signature in cursive script, appearing to read "Wayne Anstey".

Wayne Anstey, Acting Chief Administrative Officer

DATE: June 6, 2008

SUBJECT: RFP 08-089, Pyrotechnic Services, HRM Civic Events

ORIGIN

2008/09 Operating Budget

RECOMMENDATION

It is recommended that Council award RFP #08-089, Pyrotechnic Services, HRM Civic Events to the highest scoring proponent, Concept Fiatlux at a total cost of \$136,553.18 (net HST included) with funding from Operating Account C760 Civic Events as outlined in the budget implications section of this report.

BACKGROUND

The first time HRM entered into a Request for Proposal for a fireworks display was for Natal Day 2007 and the response was considerable. Prior to Natal Day 2007, the municipality sent out a Tender for a fireworks quote for each event rather than either a nation wide RFP per event or an RFP for the entire season. This is because it was believed that no firm outside Nova Scotia would be interested in our events and because there was only one qualified firm in Nova Scotia. Given our experience with Natal Day 2007, it became apparent there was interest outside the Province and it was felt that bundling all the fireworks for the entire season together would generate further interest, competition and would result in greater value.

HRM organizes 8 firework shows annually which include Bedford Days (3), Canada Day (1), Natal Day (2), Christmas Tree Lighting (1), and New Years Eve (1).

It should be noted that there are other firework events which are not official HRM civic events. They are community organized local events. This tender is not for those community events. Those groups procure their own firework services as with any other event component.

DISCUSSION

RFP 08-089, Pyrotechnic Services, HRM Civic Events was issued on May 14th and May 17th and closed on May 27th, 2008 . Three responses were received but only two (2) met the submission requirements as stated in the RFP. Qualified responses were received from the following firms:

Fireworks FX
Concept Fiatlux

The two qualified responses were evaluated by staff from Civic Events and Halifax Regional Fire and Emergency Services as per the attached Appendix A, Proposal Evaluation Criteria. The resulting scores are shown in the table below.

Firm	Score (max 100)
Concept Fiatlux	100
Fireworks FX	93

The Evaluation Criteria was comprised of Demonstrated Competence, Proposed Display, and Cost. The review team determined that the respondents named above were tied on Demonstrated Competence. With regard to the Proposed Display section, the quality of the display design was worth 20 points. Both proponents were tied on the design of the display criteria. The shell count was worth a further 20 points. The cost was worth 20 points.

Both proponents tied on experience and the quality of display design. The winning proponent proposed a higher shell count and for a lower price.

Concept Fiatlux is a Montreal based firm who have performed displays in Halifax in 2007, including Natal Day and Halifax New Year's Eve celebration. Other displays they have done include all Ontario Place shows for the past 8 years, Toronto Winterfest, Cirque du Soleil, and the Montreal Highlights Festival. Their team for HRM events includes qualified staff from Montreal, Toronto and the Halifax Regional Municipality.

BUDGET IMPLICATIONS

Based on an estimated cost of \$136,553.18 (inclusive of net HST), funding is available from Operating Account No. C760 Community/Civic Events

Budget Summary: Operating Account C760-6933 Civic Events

Cumulative Unspent Budget as of June 11, 2008	\$ 613,998.00
Less: RFP No. 08-089	<u>\$ 136,553.18</u>
Balance	\$ 477,444.82

It should be noted that the budgets for most festivals and events are supplemented by outside revenues from various sources such as government and private sector sponsors. This includes the fireworks component of each festival. The proposed expenditure represents a combination of municipal tax dollars plus revenues from other sources. Depending on the amount of sponsorship money raised, some of that money may go towards further supplementing the municipal budget for fireworks. Any extra revenue spent on fireworks will be based on the shell count quotes that have been negotiated in the base contract.

FINANCIAL MANAGEMENT POLICIES / BUSINESS PLAN

This report complies with the Municipality's Multi-Year Financial Strategy, the approved Operating, Capital and Reserve budgets, policies and procedures regarding withdrawals from the utilization of Capital and Operating reserves, as well as any relevant legislation.

ALTERNATIVES

There are no suggested alternatives.

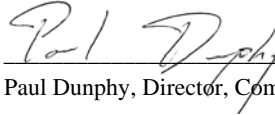
ATTACHMENTS

Appendix A, Proposal Evaluation Criteria

A copy of this report can be obtained online at <http://www.halifax.ca/council/agendasc/agenda.html> then choose the appropriate meeting date, or by contacting the Office of the Municipal Clerk at 490-4210, or Fax 490-4208.

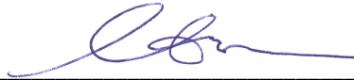
Report Prepared by: Michael Gillett, Community Development (490-4740)

Report Approved by:



Paul Dunphy, Director, Community Development

Financial Approval by:



Catherine Sanderson, Senior Manager, Financial Services, 490-1562

APPENDIX A

Pyrotechnic Services, HRM Civic Events, June 18, 2008 - March 31, 2009

PROPOSAL EVALUATION CRITERIA

Criteria	Max. Score	Concept Fiatlux	Fireworks FX
Demonstrated competence, including but not limited to expertise, approach and understanding, and availability of key personnel.	40	40	40
Proposed Display for the Events, including but not limited to number and caliper of shells, and description of design (timeline)	40	40	35
Cost	20	20 (\$136,553.18 net HST incl.)	18 (\$152,862.89 net HST incl)
	100	100	93