



PO Box 1749  
Halifax, Nova Scotia  
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**Item No. 10.1.1**

**Halifax Regional Council  
June 16, 2009**

**TO:** Mayor Kelly and Members of Halifax Regional Council

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**SUBMITTED BY:**

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Dan English, Chief Administrative Officer

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Wayne Anstey, Deputy Chief Administrative Officer - Operations

**DATE:** May 25, 2009

**SUBJECT:** **Award - Request for Proposals # 09-049, Fireworks and Pyrotechnic Services - HRM Civic Events**

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**ORIGIN**

The approved 2009/1010 Operating Budget

**RECOMMENDATION**

It is recommended that Council award RFP #09-049, Fireworks and Pyrotechnic Services, HRM Civic Events to the highest scoring proponent, Fireworks FX at a total cost of \$114,806.19 (net HST included) with funding from Operating Account C760 Civic Events as outlined in the budget implications section of this report.

**BACKGROUND**

The Halifax Regional Municipality, working with Community Groups and Events Committees normally presents or facilitates the presentation of eight (8) fireworks displays on an annual basis as follows:

June 24, 2009	Bedford Day Kick-off Fireworks
June 26, 2009	Bedford Day Family Fireworks
July 1, 2009	Bedford Days Canada Day Fireworks
July 1, 2009	Halifax-Dartmouth Canada Day Fireworks
August 1, 2009	Halifax-Dartmouth Natal Day Fireworks
November 28, 2009	Halifax (HRM) Christmas Tree Lighting Fireworks
December 5, 2009	Dartmouth Christmas Tree Lighting Fireworks
December 31, 2009	Grand Parade New Year's Eve Fireworks

In 2008, for the first time, HRM entered into an agreement, solicited through a competitive process, with a single provider for all shows, . The 2008 exercise is considered to have been successful. Subsequent to a review of the 2008 Fireworks Program, a Request for Proposals for the 2009/2010 fiscal year was released.

**DISCUSSION**

**RFP 08-089, Pyrotechnic Services, HRM Civic Events** was publically advertised and closed on May 5, 2009. Five (5) proposals were received as follows:

David Whysall International Fireworks  
Concept Fiatlux  
Ampleman Pyrotechnics  
Boreal Fireworks  
Fireworks FX

The Proposals were reviewed by an evaluation team comprised of staff from Civic Events, Halifax Fire and Emergency Services and a representative from the Halifax-Dartmouth Natal Day Steering Committee. Based upon the Proponent's qualifications and the overall quality of the proposals, a short-list of three (3) qualified firms was arrived upon and evaluated per the Attached Appendix A, Proposal Evaluation Criteria as follows:

Fireworks FX	95
Ampleman Pyrotechnics	89
Concept Fiatlux	88

By their nature, Fireworks and Pyrotechnic displays must be compared based on the provision by HRM of a fixed cost per display. As a result, although the evaluation included a component for

cancellation/postponement costs and a comparison of Manufacturer's Recommended Price List vs. cost to HRM, the description of displays was the highest rated scoring component. The higher score under Manufacturer's Recommended Price List essentially means that more fireworks per dollar spend would be provided by the proponent.

Through the 2009/2010 fiscal year, it is expected that additional presentations may be planned, due to a number of high profile events which will occur in the Municipality through the year. Subject to availability of funding, additional presentations may be added to the list of displays. It is expected that any additional scope of work associated with these displays will be negotiated with the recommended proponent for the 2009/2010 fiscal year.

The recommended Proponent, Fireworks FX is known around the world as an exceptional designer and provider of Fireworks and Pyrotechnic Displays.

### **BUDGET IMPLICATIONS**

Based on an estimated cost of \$114,806.19 (inclusive of net HST), budget is available from Operating Account No. C760 Community/Civic Events.

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. If approved, this represents an increase to the gross capital budget but not the net budget.

### **ALTERNATIVES**

There is no recommended alternative.

### **ATTACHMENTS**

Appendix A - Proposal Evaluation Criteria

**Request for Proposals # 09-049, Fireworks and Pyrotechnic Services - HRM Civic Events  
Council Report**

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**June 16, 2009**

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: Andrew Cox, Coordinator, Civic Events & Festivals 490-4729

Report Approved by: *A. Whittemore*  
Andrew Whittemore, Manager, Community Development 490-1585

Procurement Approval by: *Anne Feist*  
Anne Feist, Operations Manager, Procurement 490-4200

Report Approved by: *Sharon Bond*  
Sharon Bond, Acting Director, Community Development, 490-4800

APPENDIX A

**Fireworks & Pyrotechnic Services, HRM Civic Events**

PROPOSAL EVALUATION CRITERIA

<b>Criteria</b>	<b>Max. Score</b>	<b>Concept Fiatlux</b>	<b>Ampleman Pyrothechnics</b>	<b>Fireworks FX</b>
Proponent's experience:	15	15	15	15
Environmental Approach	5	5	5	5
Experience of Project Leader/Designer	10	10	10	10
Experience of Operator	10	10	10	10
References	5	5	5	5
Launching mechanism/platforms	5	4	5	5
Cancellation Plan/Cost	5	3	2	5
Price List	5	2	3	4
Pyrotechnical Description	40	34	34	36
<b>Total</b>	<b>100</b>	<b>88</b>	<b>89</b>	<b>95</b>

\*\*Note: per the RFP and as referenced in the Discussion Section of this report, all Proponents have a cost submission totalling \$114,806.19 (net HST incl)