



COUNCIL REPORT

Report Date: August 18, 2025
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VanRIMS No.: 08-2000-20
Meeting Date: September 17, 2025
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TO: Standing Committee on Policy and Strategic Priorities
FROM: General Manager of Engineering Services and Chief Procurement Officer
SUBJECT: Contract Award for Supply of Landfill Services

Recommendations

THAT Council authorize City staff to negotiate an agreement for Supply of Landfill Services with Tall Timber Tree Services & Nursery Ltd. for an estimated contract value of \$15,089,685 over the initial three-year term. The Agreement includes the City's option to extend for up to three additional two-year terms, for a maximum total term of nine years and an estimated total potential value of \$50,026,552, funded from Engineering Services' current and future operating budget for the Landfill;

FURTHER THAT Council delegate its authority to execute the Agreement to the City's Director of Legal Services, Chief Procurement Officer, and General Manager of Engineering Services;

AND FURTHER THAT no legal rights or obligations will be created by Council's approval of the above Recommendation unless and until the City executes and delivers the Agreement.

Purpose and Executive Summary

The Engineering Services Department requires a qualified contractor to provide continuous support services at the Vancouver Landfill to meet regulatory and operational requirements. These services — such as processing, loading and transporting cover material; fire protection; dust control; and vegetation management — have been in place since the landfill was established and remain essential to its operation. Over time, the scope of work has evolved to reflect changing operational needs and regulatory standards and is better suited to external delivery due to seasonal and project-based variability, and the need for specialized equipment and expertise that are impractical to maintain in-house.

To continue delivering these services, the City issued a Request for Proposal PS20251158-ENG-RFP on May 16, 2025 for Supply of Landfill Services. The RFP was advertised on the City

of Vancouver website and BC Bid in accordance with the City's Procurement Policy (ADMIN-008). Following evaluation by City staff and the Bid Committee, it is recommended that the City negotiate an agreement with Tall Timber Tree Services & Nursery Ltd.

Council Authority/Previous Decisions

The City's Procurement Policy (ADMIN-008) requires Council approve contracts with a total value greater than \$3,000,000 following review and recommendations by the City's Bid Committee. The Bid Committee has considered the bids and recommends Tall Timber Tree Services & Nursery Ltd. as the successful proponent.

There is no applicable Council authority or previous decisions related to this report.

City Manager's Comments

The City Manager concurs with the foregoing recommendations.

Context and Background

The City's Department of Engineering Services requires a qualified contractor to provide support services at the Vancouver Landfill to meet regulatory and operational requirements. The Landfill Services contract comprises the following requirements:

- Primary services on a continuous basis, which involves processing, loading and transporting cover material, fire protection, supplementary dust control, and bulk mowing to control vegetation, in accordance with the regulatory requirements.
- Additional services on an as-needed basis, such as stockpiling and transporting other material within the Landfill, contingency pumping of leachate, ditch maintenance, litter fencing, and other services to meet operational needs.

The purpose of the RFP was to identify a supplier with the capability to meet the City's requirements for Landfill services while offering a competitive price and primary service quality. The City will enter into a Supply Agreement with the successful proponent, subject to final negotiations, to deliver the services during the contract term.

Discussion

The RFP was issued in accordance with the City's Procurement Policy (ADMIN-008). The City received five (5) responses from: BD Hall Constructors Corp., Poschner Construction (88) Ltd., Tall Timber Tree Services & Nursery Ltd., United Earth Contractors (2025) Corp., Utility West Civil Works Ltd. The responses were evaluated, using both quantitative and qualitative factors, by an evaluation team comprised of representatives from Engineering Services, with oversight from Supply Chain Management, to assess each response's overall value.

The evaluation team assessed proposals based on a combination of technical, safety, financial, and sustainability criteria, including:

- Ability to meet the RFP requirements
- Demonstrated ability to adhere to the City's health and safety standards
- Skills, knowledge, capabilities, and previous experience(s)
- Compliance with the work scope and equipment requirements

- Risk management approach
- Financial offering
- Demonstrated ability to adhere to the City's sustainability values

The evaluation team concluded that although the bid submitted by Tall Timber Tree Services & Nursery Ltd. is not the lowest cost, their proposal met the City's requirements and provided the best overall value to the City based on the following:

1. **Strong Health and Safety Program** – Tall Timber Tree Services & Nursery Ltd.'s proposal includes a detailed site-specific plan, safe operating procedures, and a full-time site safety officer. Staff training covers Level 1 First Aid, fall protection, tree felling, traffic control, and other critical safety practices.
2. **Fully In-House Delivery Model** – Tall Timber Tree Services & Nursery Ltd. proposes using its own team and equipment, ensuring streamlined coordination, consistent service quality, and increased site familiarity through dedicated staffing.
3. **Proactive Risk Mitigation** – The proposal identifies key challenges — such as data management for material tracking — and outlines mitigation strategies, including GPS time-stamped logs, material codes, and regular cross-checks by the site supervisor and City Project Manager.
4. **Defined Scope and Cost Control** – Tall Timber Tree Services & Nursery Ltd.'s in-house expertise and the level of detail demonstrated in their proposal are expected to result in a more clearly defined scope of services. This clarity will help minimize ambiguity, avoid the need to call on external qualified personnel to fill gaps in service delivery, and reduce the likelihood of costly change orders.

The recommended proponent will replace the incumbent service provider. The City has had satisfactory experience with the recommended vendor on previous contracts and considers them well-suited to meet the landfill's future operational needs.

Beyond the vendor's qualifications, the proposed agreement offers strategic advantages. A clearly defined scope and performance-based extension options support operational resilience and financial predictability. This structure enables the City to maintain control over service quality and costs while remaining adaptable to changing needs. The vendor's integrated delivery model and proactive oversight helps reduce the risk of service gaps and unanticipated expenses.

Financial Implications

Financial Planning and Analysis has reviewed and confirmed that the services, essential to meeting the regulatory requirements and maintain operations of the Vancouver Landfill, are to be funded from current and future Landfill Operating budget, subject to Council approval of the annual Solid Waste Utility Rate Report. The recommended amount for the initial 3-year term will have an impact on the solid waste utility rate for 2026. However, the increase will be managed from savings also identified during the 2026 operating budget process for the solid waste utility. As a result, the City can achieve cost certainty for the proposed initial three-year contract term. Future contract extensions will be subject to operational needs and availability of approved budget, on an as-and-when-needed basis.

Legal Implications

The City's Procurement Policy (ADMIN-008) requires the Director of Legal Services to execute all contracts with a total value greater than \$3,000,000 that have been awarded by the Bid Committee and Council.

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