



## **Staff Report REC2020-002**

**Title of Report:** REC2020-002- Rock Climbing Wall Purchase  
**Department:** Recreation  
**Council Date:** March 4, 2020

### **Recommendation:**

**Be it resolved that** Council receive Staff Report REC2020-002 for information; and  
**That** council approve the purchase of the proposed climbing wall system from Impact Climbing in Milton, Ontario at the supplied price of \$11,865 including HST and shipping.

### **Background:**

A rock-climbing wall was identified to be included in the initial planning for the Auditorium renovation project. Staff has completed extensive research into the purchase and supply material for a suitable climbing wall for this project. Unfortunately, there is only one Canadian supplier which is Impact Climbing from Milton, Ontario. An American supplier was found, Gopher Sports, the quality of product was not equal, and Gopher's pricing was considerably higher. Impact Climbing has installed similar climbing walls in Southern Ontario and in the Metro area.

### **Staff Comments:**

In researching companies and pricing, there is only one Canadian Company that manufactures rock climbing walls. The Canadian company was considerably less in price and shipping compared to the American supplier. With only a single Canadian Company supplying the requested product, the purchase would be supported by the Township of Southgate purchasing policy under section:

4.3.6 Sole and Single Sourcing Sole Sourcing is a method of procurement whereby a purchase is confirmed with the supplier or contract awarded without a competitive bidding process due to the fact that the supplier is the only source of supply for the required goods or services.

### **Financial Implications:**

The financial impact of the purchase is \$10,500, plus shipping and applicable taxes. Project was included in the 2020 Capital Budget. The other purchase option would have been \$628 plus taxes.

### **Communications & Community Action Plan Impact:**

Goal 4 - Adequate and Efficient Public Facilities

Action 4: The residents and businesses of Southgate expect the Township to plan and adequately provide for public facilities for gatherings, recreation and doing

business with the Township, while recognizing at the same time that facility needs can change with age and a changing population.

Strategic Initiatives 4-C (2019-2023): The Dundalk arena auditorium will have had an elevator installed and the necessary renovations will have been completed, in order to accommodate the expanded Early-ON program and a wider variety of programming for youth, seniors, and newcomers to the community, and possibly a cafeteria.

**Concluding Comments:**

Facilities Operator Ethan Henry has put considerable time and effort working on securing pricing and background research on Rock Climbing Walls. Ethan Henry has endorsed this purchase as the best option for the Municipality.

Respectfully Submitted,

**Dept. Head:** *Original Signed By*  
Kevin Green, Facilities Manager

**CAO Approval:** *Original Signed By*  
Dave Milliner, CAO

**Attachments:** Impact Pricing and Literature