

TO:	CHAIR AND MEMBERS FINANCE & ADMINISTRATIVE SERVICES COMMITTEE MEETING ON MONDAY, DECEMBER 12, 2011
FROM:	JOHN WINSTON GENERAL MANAGER TOURISM LONDON
SUBJECT	LIGHT UP LONDON SINGLE SOURCE

RECOMMENDATION

That, on the recommendation of General Manager - Tourism London:

- a) The proposal submitted by AVH Live Communications, P.O. Box 207, Suite 1206, 555 Richmond Street West, Toronto, ON M5V 3B1 for the Sound & Light Show presentation for the 2013 World Figure Skating Championships at their proposed price of \$597,900, HST extra **BE ACCEPTED**;
- b) The funding for this expenditure **BE APPROVED** as set out in the Source of Finance Report attached hereto as Appendix "A";
- c) The Civic Administration **BE AUTHORIZED** to undertake all the administrative acts that are necessary in connection with this contract;
- d) The approval hereby given **BE CONDITIONAL** upon the Corporation negotiating satisfactory terms and conditions with AVH Live Communications to the satisfaction of the acting Director of Roads and Transportation and General Manager of Tourism London; and
- e) The approval hereby given **BE CONDITIONAL** upon the Corporation entering into a formal contract or having a purchase order relating to the subject matter of this approval.

PREVIOUS REPORTS PERTINENT TO THIS MATTER
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Community and Neighbourhood Committee, September 13, 2011 - 6/15/CNC;
Finance and Administration Committee meeting on November 2, 2011 and Council Resolution November 7th, 2011.

BACKGROUND

General Discussion

Downtown Lighting Enhancements: The "Light Up London" theme is not possible without enhancing the illumination of Downtown. Working with London Hydro and the Downtown Business Association it is proposed to install hundreds of LED (both white & multi-coloured) lights to augment existing street and pedestrian lighting. Lighting fixtures that can create different effects through the programming for the promotion of seasonal celebrations (Christmas, Homecoming and the Worlds, etc.) Corridors of interest include Dundas from Waterloo to the Forks of the Thames; Wellington Rd. underpass; King Street from Waterloo to Ridout Street, and possibly Richmond Street from York to Dufferin. Additionally it is proposed to light up the two bridges at the Forks of the Thames as well as the Wharncliffe Bridge with strip LED lighting. It is also proposed to light the Jet D'eau and the airport gateway with enhanced LED multi-coloured lighting.

AVH Live Communications submitted a proposal to "Light Up London" for the 2013 World Figure Skating Championships that would provide a Sound & Light Show for this world class event at the John Labatt Centre and Covent Market Gardens at a total budget of \$597,900 plus all applicable taxes.

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Purchasing Process

As per our Procurement of Goods and Service Policy, section 14.3 Sole Source, item c), *The complete item, service or system is unique to one supplier and no alternative or substitute exists*; AVH Live Communications pioneered proprietary software that coordinates the mix of projected video, full-story-based voice narration, and still images in sound and light shows in Canada. AVH Live Communications is the only Ontario based company that currently produces full-scale sound and light shows as has been proposed for the 2013 World Figure Skating Championships as well as has the proprietary portable outdoor support systems required to stage the presentation.

Financial Impact

Funding for this expenditure is provided in the detailed in Appendix A (attached) Source of Financing.

Acknowledgements

This report was prepared by John Winston, Manager – Tourism London and Chris Ginty, CPPB, Procurement Officer.

SUBMITTED & RECOMMENDED BY:	REVIEWED & CONCURRED BY:
JOHN WINSTON GENERAL MANAGER TOURISM LONDON	MARTIN HAYWARD, CITY TREASURER, CHIEF FINANCIAL OFFICER
REVIEWED & CONCURRED BY:	
JOHN LUCAS, ACTING DIRECTOR, ROADS AND TRANSPORTATION	

- CC: SS11-03
 Jeff Fielding, City Manager;
 Pat McNally, Executive Director, Planning, Environmental & Engineering Service Department;
 Jim Klingenberger, Manager Operations, Planning, Environmental & Engineering Service Department;
 Larry Palarchio, Director of Financial Planning & Policy;
 Andrew Macpherson, Manager III, Parks Planning and Design;
 Ken Walsh, Vice-President, Engineering and Operations, London Hydro; and
 John Freeman, Manager, Purchasing & Supply.