



Sault Ste. Marie Housing Corporation

District of Sault Ste. Marie Social Services

Administration Board

Conseil d'Administration des Services du District Sault Ste. Marie

Zhawenimi-Anokiitaagewin



REGULAR AGENDA

Sault Ste. Marie Housing Corporation

Thursday, May 18, 2023 @ 4:30 PM

390 Bay Street, Suite 405

1. CALL TO ORDER

2. APPROVAL OF AGENDA

Resolution #23-028

Moved By: S. Hopkin

Seconded By: S. Spina

- 2.1 “**BE IT RESOLVED THAT** the Agenda for the **May 18, 2023** Sault Ste. Marie Housing Corporation Board meeting be approved as presented.”

3. DECLARATIONS OF PECUNIARY INTEREST

4. APPROVAL OF PREVIOUS MINUTES / ACCOUNTS

Resolution #23-029

Moved By: M. Bruni

Seconded By: J. Hupponen

- 4.1 “**BE IT RESOLVED THAT** the Minutes from the Sault Ste. Marie Housing Corporation Board (SSMHC) meeting dated **April 20, 2023** be adopted as recorded.”

5. MANAGERS REPORTS

HOUSING SERVICES

Resolution #23-030

Moved By: A. Caputo

Seconded By: S. Hopkin

- 5.1 **“BE IT RESOLVED THAT** the Sault Ste. Marie Housing Corporation (SSMHC) accepts the purposed purchasing policy in accordance with the tender award committee is recommending to award PTC 2023-02 Window, Door & Hardware Replacements at Second Line West Townhouses, to 1704686 Ontario Limited / KC Roofing and Siding for the lump sum price of \$556,978.40.

Resolution #23-031

Moved By: M. Bruni

Seconded By: S. Spina

- 5.2 **“BE IT RESOLVED THAT** the Sault Ste. Marie Housing Corporation Board (SSMHC) accept this report in accordance to the Sault Ste. Marie Housing Corporation (SSMHC) purchasing policy Social Services has awarded PTC 2023-06 Energy Management System (EMS) to Demtroys Technology Inc. for heating and control monitoring for the properties at 49 St. Mary’s River Drive and 137 East Street, Sault Ste. Marie for a total of \$95,299.77 including non-recoverable PST.

Resolution #23-032

Moved By: J. Hupponen

Seconded By: S. Hopkin

- 5.3 **“BE IT RESOLVED THAT** the Sault Ste. Marie Housing Corporation (SSMHC) now enter into closed session.”

Resolution #23-033

Moved By: E. Palumbo

Seconded By: S. Spina

- 5.4 **“BE IT RESOLVED THAT** the Sault Ste. Marie Housing Corporation (SSMHC) now return to open session.”

6. NEW BUSINESS

7. ADJOURNMENT

Resolution #23-034

Moved By: A. Caputo

Seconded By: M. Bruni

7.1 “**BE IT RESOLVED THAT** we do now adjourn”

NEXT REGULAR BOARD MEETING

Thursday, June 15, 2023 at 4:30 PM



Sault Ste. Marie Housing Corporation

District of Sault Ste. Marie Social Services

Administration Board

Conseil d'Administration des Services du District Sault Ste. Marie

Zhawenimi-Anokiitaagewin



MINUTES

Sault Ste. Marie Housing Corporation

Thursday, April 20, 2023 @ 4:30 PM

390 Bay Street, Suite 405

1. CALL TO ORDER

2. APPROVAL OF AGENDA

Resolution #23-023

Moved By: S. Hopkin

Seconded By: S. Spina

- 2.1 “**BE IT RESOLVED THAT** the Agenda for the April 20, 2023 Sault Ste. Marie Housing Corporation Board meeting be approved as presented.”

Carried

3. DECLARATIONS OF PECUNIARY INTEREST

None

4. APPROVAL OF PREVIOUS MINUTES / ACCOUNTS

Resolution #23-024

Moved By: M. Bruni

Seconded By: J. Hupponen

- 4.1 “**BE IT RESOLVED THAT** the Minutes from the Sault Ste. Marie Housing Corporation Board (SSMHC) meeting dated March 16, 2023 be adopted as recorded.”

Carried

5. MANAGERS REPORTS

5.1 Manager's Presentation

CORPORATE SERVICES

Resolution #23-025

Moved By: A. Caputo

Seconded By: S. Hopkin

5.2 **“BE IT RESOLVED THAT** the Sault Ste. Marie Housing Corporation (SSMHC) now enter into closed session solicitor-client privilege”

Carried

Entered into closed 6:35 pm

Resolution #23-026

Moved By: E. Palumbo

Seconded By: S. Spina

5.3 **“BE IT RESOLVED THAT** the Sault Ste. Marie Housing Corporation (SSMHC) now return to open session.”

Carried

Entered into open 6:45 pm

6. NEW BUSINESS

None

7. ADJOURNMENT

Resolution #23-027

Moved By: A. Caputo

Seconded By: M. Bruni

7.1 **“BE IT RESOLVED THAT** we do now adjourn”

Carried

Adjourn meeting 7:00 pm

NEXT REGULAR BOARD MEETING

Thursday, May 18, 2023 at 4:30 PM



**Social Services | Services Sociaux
Zhawenimi-Anokiitaagewin**
Sault Ste. Marie District

SAULT STE. MARIE HOUSING CORPORATION

BOARD REPORT



AUTHOR: Jeff Barban

DATE: May 18, 2023

RE: PTC 2023-02 Windows, Doors & Hardware Replacements Second Line West Townhouses

RECOMMENDATION

In accordance with the Sault Ste. Marie Housing Corporation (SSMHC) purchasing policy the tender award committee is recommending to award PTC 2023-02 Window, Door & Hardware Replacements at Second Line West Townhouses, to 1704686 Ontario Limited / KC Roofing and Siding for the lump sum price of \$ 556,978.40.

BACKGROUND INFORMATION

The tender was advertised through the Sault Ste. Marie Construction Association, Sootoday classifieds advertising and through the District of Sault Ste. Marie Social Services Administration Board (DSSMSSAB) website. Tender packages were also sent directly to five (5) potential bidders. The following bid submissions were received and opened in a public forum as per the SSMHC purchasing policy.

Company	Total Bid Amount
170486 Ontario Ltd o/a KC Roofing & Siding	\$ 556,978.40
S&T Electrical Contractors Limited	\$ 657,924.19

The bid submissions are in line with Housing Services estimated costs of between \$10,000.00 and \$12,000.00 for windows and door installations per town house (58 total). These amounts are similar to costs incurred for the 2022 Murphy River Willowdale and Boston Avenue Townhouse window and door replacement.

Note: All the figures are shown with the non-recoverable 22% of PST

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SUMMARY/OVERVIEW

The existing windows were installed in 2005 and door were replaced in 2007. The windows and doors have reached end of life. This project will replace the windows, exterior doors and the door locks to 54 townhouse units with new energy efficient vinyl windows and doors to meet today's energy standard. KC Roofing & Siding have executed the installation of windows in a previous project for multiple Housing Providers in 2021 and the windows at 30 units on Boston Avenue in 2022. The project, was completed on time and on budget without issue.

STRATEGIC PLAN IMPACT

The installation of new windows, doors and hardware aligns with the strategy of **Innovation**. Housing Services resources and COCHI funding will ensure community housing remains sustainable.

FINANCIAL IMPLICATIONS

There are no net financial implications as the project will be funded through the 2023 capital budget utilizing CMHC Municipal Co-Investment funds.

CONCLUSION

A Housing Services Infrastructure and Asset Manager has reviewed the scope of work to ensure all the requirements are being met. There are no outstanding issues preventing awarding the contract to KC Roofing & Siding. Awarding this will also reduce energy costs to the associated properties.

Respectfully submitted,

Approved by:



Jeff Barban
Director of Community Housing and Development



Mike Nadeau
Chief Executive Officer



Social Services | Services Sociaux
Zhawenimi-Anokiitaagewin
Sault Ste. Marie District

SAULT STE. MARIE HOUSING CORPORATION

BOARD REPORT



AUTHOR: Jeff Barban

DATE: May 18, 2023

RE: 2023-06 Energy Management System - 49 St Mary's and 137 East St.

RECOMMENDATION

In accordance to the Sault Ste. Marie Housing Corporation (SSMHC) purchasing policy Social Services has awarded PTC 2023-06 Energy Management System (EMS) to Demtroys Technology Inc. for heating and control monitoring for the properties at 49 St. Mary's River Drive and 137 East Street, Sault Ste. Marie for a total of \$95,299.77 including non-recoverable PST.

BACKGROUND INFORMATION

Not all tenants take into consideration energy costs when heat is paid by the landlord and units are often well above 24.4 degrees Celsius. This causes adjacent units to also warm up beyond the occupants comfort level resulting in windows to be opened to reduce the unit's temperature. All of these factors combined results in increased energy costs, especially in buildings that are heated by electric baseboards.

In 2013 Housing Services sourced investigated several EMS for automated in-suite heating control and Demtroys was an early leader in an EMS that would meet all the requirements. Through the procurement process Demtroys provided the best product at the lowest cost. The EMS, once installed, will prevent many of the issues that result in increased heating costs and also ensure units are maintained at a comfortable temperature level well above the Landlord and Tenant Board minimum requirement of 20 degrees Celsius while energy savings are realized.

Demtroys has also been successful in installing their system in other Service Manager Districts and Local Housing Corporations properties. Consultation with those who have

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their systems in place have expressed their support behind this system stating that it has either met or surpassed expected savings. See attached

Demtroys Technology Inc. Customers

Northern DSSABs:

- Cochrane District Social Services Administration Board (CDSSAB)
- District of Thunder Bay Social Services Administration Board (TBDSSAB)
- District of Timiskaming Social Services Administration Board (DTSSAB)
- Kenora District Services Board (KDSSAB)

Ontario Local Housing Corporations:

- Ottawa Communities Housing (OCH)
- London & Middlesex Housing Corporation (LMHC)
- Toronto Community Housing Corporation (TCHC)
- Cornwall & Area Housing Corporation
- Kawartha Lakes-Haliburton Housing Corporation (KLHHC)

In 2018 SSMHC installed the Demtroys System into four (4) apartment buildings. The EMS is based on using five (5) principles in reducing energy consumption;

- 1) Zoning
- 2) Modulation
- 3) Peak Demand Management
- 4) Maximum Setpoint
- 5) Period of Reduced Power

The EMS was installed in the following SSMHC apartment buildings: 101 Chapple Avenue, 345 St. Georges Avenue, 588 Albert Street, and 55 Chapple Avenue. The final report in 2020 after reviewing a full year of energy bills resulted in a total reduction in consumption of 177,072 kwh for an annual cost savings of \$ 22,978.48. These figures continue to be realized and remain on track to pay off the initial capital investment for the EMS by 2025 and continue to provide the yearly operating savings thereafter.

The two buildings 49 St. Mary's River Drive and 137 East Street to receive Demtroys EMS have an estimated Annual Energy Savings of \$ 29,000.00 with a reduction of 24% of heating consumption or 145,273 kWh of energy according to Demtroys energy audit. The return on this investment is 2.2 years indexed with a 10% increase in yearly energy rates. The EMS also provides the potential to increase the value of the buildings by an aggregate of \$433,803.00 due to the additional income generated from the reduction in

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operating costs. The installation of the EMS also provides an annual reduction of 4,937 kg in GHG (Green House Gas) emissions.

To date the SSMHC has had success with Demtroys Heating Control System and had prompt response to any calls or questions that have arose. Demtroys provides a 24 hour service with technicians for support.

SUMMARY/OVERVIEW

Housing Services recommends to single source Demtroys EMS system for the two (2) remaining buildings within the SSMHC portfolio as it has proven to be effective and deliver the heating energy savings as reported through their extensive energy study. Utilizing the same system will ensure conformity throughout all SSMHC properties and a seamless understanding for Property Management staff on the operating of the EMS. Demtroys system allows for Property Management Staffs to access on their mobile devices real time in-suite temperature readings and energy profiles for each unit that the system has been installed.

Single Source Justification for Demtroys: (In accordance with SSMHC Procurement Policy)

Single Sourcing (pg. 16);

c. The required Goods, Services and Construction are to be supplied by a particular vendor or supplier having special knowledge, skills, expertise or experience.

Demtroys System controls the building energy consumption using five innovative principles;

- 1 – Zoning
- 2 – Modulation
- 3 – Peak Demand Management
- 4 – Maximum Set Point
- 4 – Period of Reduced Power

Sole Sourcing (pg. 17)

a. The required Goods, Services and Construction can be supplied only by a particular supplier and no reasonable alternative or substitute exists by reason of one or more of the following:

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c. Where there is an absence of competition for technical reasons and the Goods or Services can be supplied only by a particular supplier and no alternative or substitute exists.

Demtroys Specifics:

Canadian Company Since 2010 – Sherbrooke Quebec,

Quick, easy installation

Centralized and Accessible Management – web based portal

Secure Wireless Technology – technology uses radio frequency not WIFI

Relatively Low Cost compared to other Building Management Systems programs where consumption control is limited to maximum set point.

Top 4 Listed Competitors are no longer present on the internet. Other systems available:

- Tamas Hydronic Systems Inc – different solution
- PMC Energy – Provide services to manage existing BMS Systems
- Verdant – thermostats only typically used in hotels to control heat when room is vacant vs occupied.

In 2018 we released a PTC tender with Demtroys or approved equal heating control system. SSMHC received only one bid from Demtroys who met the specifications. The Infrastructure and Asset Manager is supportive of the bid and would recommend the award of PTC 2018-08 to Demtroys Technology Inc.

STRATEGIC PLAN IMPACT

The installation of the EMS aligns with the pillar of **Organizational Excellence**, demonstrating an innovative approach to preserving current housing stock by embracing new ideas and strategies that reduce overall energy costs.

FINANCIAL IMPLICATIONS

All funds have been identified within the 2023 Capital budget and qualify for CMHC Municipal Co-Investment funding (70/30 split). Upon completion of the project it will qualify for the Save On Energy Program and receive a rebate of \$23,716.58.

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CONCLUSION

The project management team at Demtroys Technology Inc. consists of a group of highly qualified engineers with expertise in the fields of electrical, electronics manufacturing, controls, telecommunications, computer science and energy management.

The estimated payback of 2.2 years is worth the investment by reducing the overall operating cost of the SSMHC. Demtroys Technology Inc. has had proven energy management installations in SSMHC and several Northern DSSABS meeting the project energy savings.

The installation of the system is noninvasive for tenants as all the work is contained to the electrical panel. The Infrastructure and Asset Manager has not identified any outstanding issues preventing awarding the contract to this contractor.

Respectfully submitted,



Jeff Barban
Director of Community Housing and Development

Approved by:



Mike Nadeau
Chief Executive Officer