



The Corporation of the
City of Sault Ste. Marie

COUNCIL REPORT

July 14, 2025

TO: Mayor Matthew Shoemaker and Members of City Council
AUTHOR: Karen Marlow, Manager of Purchasing
DEPARTMENT: Corporate Services
RE: Design Study – Home Energy Improvement Loan Program

Purpose

The purpose of this report is to obtain Council approval to award professional services for a Design Study for Home Energy Improvement Loan Program, as required by Community Development and Enterprise Services.

Background

The proposal was publicly advertised and notification provided to all firms on the bidders list. Proposals were required to be submitted for consideration no later than 4:00 p.m. on June 4, 2025.

Analysis

Proposals from seven proponents were received prior to closing deadline:

- Clean Air Partnership, Toronto ON
- Dunsky Energy (6893449 Canada Inc), Montreal QC
- Econoler Inc., Quebec QC
- Enermatrix Consulting Inc., Toronto ON
- Enerva Energy Solutions Inc., Toronto ON
- RFS Energy Consulting & Research Group Inc. Calgary AB
- Verdure Global Energy Solutions Inc., Burnaby BC

The proposals received have been reviewed and evaluated by a committee comprised of staff from CDES. It is the consensus of the evaluation committee that the proponent scoring the highest in the evaluation process is Dunsky Energy.

Financial Implications

Dunsky Energy submitted pricing in the amount of \$132,174 including non-rebateable HST to complete the Design Study.

Eighty percent of the project costs will be funded through a grant from the Federation of Canadian Municipalities (FCM). The remaining 20% will be covered through in-kind staff services.

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Strategic Plan / Policy Impact / Climate Impact

This program aligns with the Corporate Strategic Plan in the Service Delivery focus area as it continues to assist in delivering excellent customer service to citizens.

Recommendation

It is therefore recommended that Council take the following action:

Resolved that the report of the Manager of Purchasing dated July 14, 2025 concerning services to provide a Design Study for Home Energy Improvement Loan Program as required by Community Development and Enterprise Services be received and that the proposal submitted by Dunsy Energy be awarded in the amount of \$129,888.00 plus HST.

Respectfully submitted,

Karen Marlow

Manager of Purchasing

705.759.5298

k.marlow@cityssm.on.ca