

Committee of the Whole Report

DATE: Tuesday, June 04, 2019

WARD(S): 2

**TITLE: WOODBRIDGE SOCCER CLUB: UNSOLICITED PROPOSAL
FOR A SEASONAL SPORTS DOME AT VAUGHAN GROVE
SPORTS PARK**

FROM:

Mary Realì, Deputy City Manager, Community Services

ACTION: DECISION

Purpose

To provide information regarding an unsolicited proposal received in accordance with the City of Vaughan's Corporate Procurement Policy from the Woodbridge Soccer Club for a seasonal sports dome at the Vaughan Grove Sports Park located at 7401 Martin Grove Road.

Report Highlights

- The City received an unsolicited proposal from the Woodbridge Soccer Club to convert Vaughan Grove Soccer Field 1 from natural grass to artificial turf and erect and operate (during the winter season) a seasonal air supported sports dome at the Vaughan Grove Sports Park, at its own expense.
- The Woodbridge Soccer Club, a non-profit and Community Service Organization, currently holds a license agreement for use of the clubhouse and is the primary user of the Vaughan Grove soccer fields in accordance with the City's Facility Allocation Policy.
- In accordance with 2018 Active Together Master Plan recommendations, it is suggested that the City utilize the Corporate Procurement Policy to evaluate unsolicited capital proposals and partnerships for indoor sports facilities.
- Minor soccer registration has increased by an average of 5% from 2013 to 2016, with one of the greatest increases to registrations at Woodbridge Soccer Club at 10%.

Recommendations

1. That staff continue discussions with the Woodbridge Soccer Club and undertake a formal business case analysis and project management plan and report back to Council with a term sheet and draft agreement for consideration before the end of 2019.

Background

The City received an unsolicited proposal from the Woodbridge Soccer Club (WSC). At its sole cost and expense, the WSC is proposing to convert Vaughan Grove Soccer Field 1 from natural grass to artificial turf and erect and operate a seasonal air supported sports dome from October to April annually for a term of 25 years at the Vaughan Grove Sports park located at 7401 Martin Grove Road. The WSC is proposing a license fee of Two (\$2.00) Dollars plus HST per year for 25 years, with two (2) additional five (5) year renewal periods with the same terms. Outside of the October to April window, the City will continue to maintain the existing levels of service including intake of bookings, revenue collection, etc.

Staff responded to the unsolicited proposal in accordance with the Corporate Procurement Policy. Upon receipt of the proposal earlier this year, staff have had several discussions with the WSC and a cursory review was conducted to assess alignment and preliminary details.

Previous Reports/Authority

N/A

Analysis and Options

Woodbridge Soccer Club (WSC)

The foundation of the Woodbridge Soccer Club began in 1972 when the East Woodbridge and West Woodbridge Soccer Clubs were formed. In 1976, these two clubs merged and the Woodbridge Soccer Club was established as it stands today. The WSC, a non-profit and Community Service Organization, is the principal user of the Vaughan Grove Soccer Fields.

Active Together Master Plan (ATMP)

Vaughan's soccer fields are primarily used by five (5) leagues with a combined registration base of just under 10,000 players (Glen Shields Futbol Club, Kleinberg Nobleton Soccer Club, Vaughan Soccer Club, Woodbridge Soccer Club, and Schwartz-Reisman JCC Sports).

Youth soccer groups are the primary users of soccer fields in Vaughan, although use by adult leagues is growing. Minor soccer registration has increased by an average of 5% from 2013 to 2016, with the one of the greatest increases to registrations at Woodbridge Soccer Club at 10%. Marginal

The City of Vaughan does not currently operate any municipally owned sports domes. The ATMP notes that while seasonal domes are capable of accommodating a wide variety of worthwhile and beneficial leisure activities, it is recognized that these facilities are typically established through private organizations or community-led partnerships.

The ATMP also recognizes that the City is limited in the ability and/or responsibility to supply these facilities as they are costly to establish and fall outside the current facility provision model. While it is possible that the participants in these activities may have unmet facility requirements, the ATMP indicates that demand is often representative of a relatively small group of residents and/or is a product that is typically delivered by other sectors.

Upon evaluation of unsolicited proposals, the ATMP suggests that the City give consideration to its capacity to participate in such projects. The evaluation of potential capital partnerships should require the proponent to provide information to the satisfaction of the City, such as (but not limited to):

- a comprehensive needs analysis;
- a comprehensive business plan, including operating and capital costs;
- the organization's financial capacity;
- a demonstration of the sustainability of the project;
- detailed evidence of community benefits; and
- full risk analysis.

In accordance with the Corporate Procurement Policy, the unsolicited proposal was directed to Procurement Services and a preliminary review by Recreation Services and Parks Development has been conducted using the following criteria:

- whether the Proposal aligns with the City's strategic goals and objectives;
- if there is a legitimate need for the goods, services and/or construction being proposed;
- if the Proposal's scope and scale align with City requirements for comparable goods, services and/or construction; and
- if funding would be available to pursue the Proposal.

Proposed Site

The Vaughan Grove Sports Park located at 7401 Martin Grove Road includes the following amenities:

- two premium lit natural grass soccer fields
- one lit artificial turf soccer field
- one senior soccer field with track
- two mini soccer fields
- four premium lit baseball diamonds
- two outdoor bocce lanes
- clubhouse, washrooms and parking areas

City of Vaughan Scheduled Capital Works

As part of the capital budget process, the Parks Development Department has approved funding in place for the renewal of the artificial turf on Vaughan Grove Soccer Field 2, located beside Vaughan Grove Soccer Field 1. The City's artificial turf renewal project is currently in the planning phase. Consideration is required to determine how to best manage the City's project and the WSC proposed field and dome works. Opportunities may exist to have the field improvements completed together to streamline the design and construction process and to eliminate potential Occupational Health & Safety risks of having multiple contractors on site.

Holy Cross Catholic Academy

At the time of this report, the City understands that the York Catholic District School Board issued a Request for Proposal earlier in the year and is reviewing the option to erect a sports dome at an adjacent site located within the property boundary of the Holy Cross Catholic Academy to support its athletic program.

The WSC has requested a letter of support from the school.

Ontario Soccer Centre (OSC)

The Ontario Soccer Association (OSA) operates and manages the Ontario Soccer Centre in close proximity to the proposed site. The OSC lease agreement with the City to construct, operate, manage and maintain the indoor facility commenced in 1996 and spans to 2039. The City is the guarantor of the OSC's \$5 million credit facility with CIBC.

The WSC has requested for a letter of support from the Ontario Soccer Association.

Thornhill Park Tennis Dome

The Thornhill Park Tennis Club (a non-profit organization) entered into a license agreement with the City for a seasonal tennis dome at Thornhill Park. The license agreement commenced April 15, 2010 for a 10-year period with an annual license fee of approximately \$3,000. The optional five (5) year renewal option can be exercised in 2020.

Highlights of Market Assessment provided by WSC

The proposed anchor tenant is the WSC, with secondary usage from youth soccer clubs, soccer academies, local schools, community groups, and corporate organizations.

Proposed fees are approximately 10% lower than the Ontario Soccer Centre with an expected profit margin of 15%.

The WSC will utilize social media, print advertising and web promotion to reach customers.

Community Benefits

While also protecting current levels of service, the conversion of a natural grass field to artificial turf extends the use of City assets; allowing for an extended playing season. A domed artificial turf provides the ability for extended play hours and mitigates weather delays associated with outdoor play.

Option to Issue a Request for Proposal (RFP)

The City could elect to issue an RFP for a seasonal sports dome. Given that the facility allocation at Vaughan Grove soccer fields would keep WSC as the primary user and that the WSC has a current license agreement for use of the clubhouse, if an RFP was awarded to another organization for the proposed site, a viable business case for operation would be difficult to achieve.

Proposed Next Steps

Staff are recommended that detailed analysis of the WSC proposal be undertaken with the intent to provide Council with a draft agreement that takes consideration of the business case, market assessment, project management plan, financial and legal aspects, consultation with neighbouring organization's/residents, parking and other potential operating and capital impacts.

To that end, Staff will formalize a working group to report back with a term sheet and draft agreement to Council in the Fall of 2019.

Financial Impact

There is no proposed tax impact to Vaughan residents and the current level of service is maintained.

Broader Regional Impacts/Considerations

Conceivably, the potential of three indoor soccer fields within walking distance of each other will add an extra level of review necessary to assess viability of the proposal and future business plan assessment.

Conclusion

If desired by Council, staff will continue dialogue with the Woodbridge Soccer Club to develop a term sheet and draft agreement. The outcome of this work would be provided in a future update to Council prior to the end of 2019

For more information, please contact: Sunny Bains, Director, Recreation Services, extension 8336

Attachments

1. Map of Vaughan Grove Sports Park

Prepared by

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