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## Pool Management Cost Model Comparisons

The following will provide an executive summary comparison of the proposal by Dayton Pool Management, Inc. (DPM) for the 2015 pool year, to the 2014 contract and historical experience with the Young Men's Christian Association of Greater Dayton (YMCA) for the Kroger Aquatic Center at The Heights.

<b>Dayton Pool Management (DPM)</b>	<b>YMCA</b>
<ul style="list-style-type: none"> <li>Dayton Pool Management (DPM) is part of The Pool Management Group, the parent company of 16 swimming pool management companies. This affiliation is mentioned throughout the proposal and used to demonstrate experience, strength and resource.</li> </ul>	<ul style="list-style-type: none"> <li>The YMCA has a proven track record of managing the Kroger Aquatic Center at The Heights. The Huber Heights YMCA is one of eleven regional facilities and draws on the resources of not only the Young Men's Christian Association regionally but nationally as well.</li> </ul>
<ul style="list-style-type: none"> <li>DPM staff is trained by internationally renowned safety experts and their safety program is updated yearly to integrate new risk factors and safety developments. DPM also offers Patron Safety Campaigns to educate users as well.</li> </ul>	<ul style="list-style-type: none"> <li>The YMCA offers extensive staff training by nationally certified instructors on staff and offers patron safety programs as well. Over the past three years of managing the Kroger Aquatic Center, the YMCA has continually developed safety programs and practices specific to the Kroger Aquatic Center.</li> </ul>
<ul style="list-style-type: none"> <li>DPM's proposed staffing includes 31 persons guaranteed to be on site every hour that the pool is opened to the public and a specific number committed to starting earlier and staying later for prep and clean up.</li> </ul>	<ul style="list-style-type: none"> <li>The YMCA's staffing had been more flexible than a specific number of staff members at all times, providing acceptable levels of coverage but adapting to less demand with times of lower attendance.</li> </ul>
<ul style="list-style-type: none"> <li>DPM carries Professional Liability and General Liability insurance with punitive damage coverage and a \$20 Million limit.</li> </ul>	<ul style="list-style-type: none"> <li>The YMCA carries General Liability insurance and Environmental Coverage with an umbrella coverage limit of \$10 Million. The YMCA has successfully proven their insurance protection and indemnification of the City.</li> </ul>
<ul style="list-style-type: none"> <li>DPM is available 24/7. Through The Pool Management Group they offer national resources for diagnostics and repair. The Pool Management Group also provides a pool of back-up personnel and technician teams.</li> </ul>	<ul style="list-style-type: none"> <li>The YMCA has staff available 24/7. Most work is conducted in-house but the YMCA also utilizes pool professionals from time to time including the original pool installation company.</li> </ul>

- DPM is no doubt a qualified pool management company and certainly comes with impressive credentials. They have proposed a management program with specific terms and conditions for a contract sum of \$336,575.

- The YMCA as an organization has experience spanning 160 years with aquatics and programming, and with that comes with a substantial reputation and recognition of abilities. In 2014, the City paid the YMCA a total of \$385,285.42. In order to accurately compare this to the DPM bid, exclusions and conditions in the DPM proposal need to be considered.

**Exclusions and Conditions to consider for comparison of both cost models:**

DPM excludes all utilities in their proposal; the YMCA paid DP&L electric bills which in 2014 totaled \$36,630.04.

DPM’s proposal covers repair costs up to a maximum of \$3,000; in 2014 the YMCA paid repair costs totaling some \$14,543 (note: estimate of total repair costs based on detail provided from a number of cost categories) or \$11,543 over a \$3,000 maximum.

DPM proposes to invoice the City for the cost of good for sale at the concessions; in 2014, the YMCA paid \$39,337.98 for goods for resale.

DPM excludes permits and telephone expense, in 2014 the YMCA paid \$1, 892 and \$1,172.97 for these respectively.

Two final items to consider for accurate comparison, there was a net negative entry of - \$6,583 for a United Water credit and the administrative fee paid to the YMCA of \$15,000.

To accurately compare the amount paid to the YMCA in 2014 to the DPM proposal, it should be adjusted as follows:

	<b>\$385,285.42</b>
Less Electric	\$35,836
Less Net Repairs	\$11,543
Less Cost of Concession Goods	\$39,255
Less Permits	\$1,892
Less Telephone	\$1071
Less Banking Service	\$3,170
Less “Normal” Pool Supplies	\$15,672 (In 2014, a leak created excessive supplies use)
Add Back Water Credit	\$6,583
Add Administrative Fee	\$15,000
	<b>\$297,450.28</b>

The net result of an “apples to apples” comparison is \$297,450.28 paid to the YMCA in 2014 versus \$336,575 proposed by DPM – a difference of \$39,124.72.

The YMCA has proposed an increase in their Administrative fee for 2015 from \$15,000 to \$20,000 with a cap escalation of \$30,000; that would equate to a final comparison for 2015 of a projected YMCA total of \$302,450.28 versus DPM’s bid of \$336,675 – a difference of \$34,224.72

In the final years of the Agreement with the maximum management fee of \$30,000 applied to the YMCA, it would equate to \$312,450.28 versus \$336,575 proposed by DPM – a difference of \$24,124.72