

**BID2016-36 SUMMER POOL MANAGEMENT PROGRAM
 BID OPENING DATE: 5/12/2016 AT 11:00AM**

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| BID2016-36 SUMMER POOL MANAGEMENT PROGRAM FROM JUNE 27, 2016 THROUGH SEPTEMBER 12, 2016 | | |
| NUMBER OF RESPONDENTS: | 2 | |
| NAME OF BIDDER | USA MANAGEMENT | YMCA OF TRENTON |
| ADDRESS | 10800 ALPHARETTA HWY, STE. 208-522 | 431 PENNINGTON AVENUE |
| CITY, STATE, ZIP | ROSWELL, GA 30076 | TRENTON, NEW JERSEY 08618 |
| CONTACT NAME | ALISON ABBOTT | SAMUEL T. FRISBY, SR., CHIEF EXECUTIVE OFFICER |
| TELEPHONE | 877-248-1872 | 609-599-9622 EXT.203 CELL#609-638-0644 |
| FAX | 877-244-0872 | 609-599-9020 |
| E-MAIL | ALISON@USAMANAGEMENT.COM | SFRISBY@TRENTONYMCA.ORG |
| STOCKHOLDER DISCLOSURE STATEMENT | INCLUDED | INCLUDED |
| REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE | INCLUDED | INCLUDED |
| ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA | INCLUDED | INCLUDED |
| NJ BUSINESS REGISTRATION CERTIFICATE | A COPY IS REQUIRED FROM THE AWARDED VENDOR PRIOR TO AWARD | INCLUDED |
| NON-COLLUSION AFFIDAVIT | INCLUDED | INCLUDED |
| AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE | INCLUDED | INCLUDED |
| DISCLOSURE OF INVESTED ACTIVITIES IN IRAN | INCLUDED | INCLUDED |
| BID GUARANTEE, CERTIFIED CHECK/CASHIER'S CHECK | BOND# USA0516 - 10% DARREN HUTCHESON INDIVIDUAL SURETY WITH DARREN HUTCHESON | CASHIER'S CHECK#508595 \$20,000.00 |
| EIC | REQUIRED TO BE SUBMITTED FROM THE AWARDED VENDOR WITH SIGNED CONTRACTS | CERT#37486 EXP.9/15/2019 |
| 60-DAY EXTENSION COMPLIANCE | YES | YES |
| EXCEPTIONS (IF ANY) | NONE | YES - (SEE ATTACHED) |
| CERTIFICATE OF INSURANCE COMPLIANCE WITH EMERGENCY SERVICES | REQUIRED FROM AWARDED VENDOR | REQUIRED FROM AWARDED VENDOR |
| | YES | YES |
| REFERENCES | INCLUDED | INCLUDED |
| BACKGROUND CHECK | A COPY IS REQUIRED TO BE SUBMITTED FROM EACH EMPLOYEE HIRED BY AWARDED VENDOR PRIOR TO START DATE | A COPY IS REQUIRED TO BE SUBMITTED FROM EACH EMPLOYEE HIRED BY AWARDED VENDOR PRIOR TO START DATE |
| UNIT COST FOR OPERATIONAL MANAGEMENT/PERSONNEL | \$119,400.00 | \$183,761.00 |
| HOURLY RATE FOR SUMMER CAMP POOL OPERATION AND SPECIAL EVENTS/QUANTITY 440 | \$17.85 PER HOUR = \$7,854.00 | \$50.00 PER HOUR (FOR 660)=\$33,000.00 |
| SUMMER PROGRAM SECURITY GUARDS | \$19.95 PER HOUR/PERSON | \$13.68 PER HOUR = \$39,726.72 |
| GRAND TOTAL BID COST | \$127,254.00 (NOT INCLUDING SECURITY) | \$256,487.72 |
| FATAL FLAW | NONE | NONE |



FOR YOUTH DEVELOPMENT
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

Exceptions

Although the proposal asks for the Unit cost to be calculated by 440 hours on my budget page you see that I have added an extra hour per day making the total number of hours for the summer 660. Nearly every evening in the summer because the City does not have the man power to police the pools, the 1st hour of the morning is spent fixing the holes in the fences where residents have cut the fences to take a swim and have their own party. Last year we spent every morning in the month of July and a few of the mornings in August undertaking this process to ensure that pool area was secured.

\$33,000 divided by 660 is \$50 per hour of unit costs. We also have a full number of staff on during the morning sessions because many of the camps bring 60-100 children and although the bid calls for a 1 to 60 lifeguard to swimmer ratio, our standard is 1 to 30.

Sincerely,


Samuel Frisby, CEO