

Memorandum

Department of Planning, Public Works & Parks

To: Mike Herring, CA
From: Mike Geisel, DPPW & P
Date: February 9, 2012
Re: Pool Management Proposals



The Parks and Recreation division sought proposals for management of the aquatic operations at the City's Central Park pool. These services include the management fee, including compensation for the management staff, lifeguards, cashiers and janitors. We received three proposals which are more fully outlined in Mr. McCarthy's memo attached hereto.

I concur with Mr. McCarthy in acceptance of the proposal from Midwest Pool Management. While they clearly are not the lowest cost provider, we believe they provide the best value to the City of Chesterfield. The proposal submitted by Midwest Pool Management represents an average cost of \$14,920 more per year, than the lowest cost proposal. I note, however, that the other two proposals were submitted by out of state agencies and their proposals indicated that they will hire half the amount of guards as compared to that proposed by Midwest Pool Management. While it is true that at any given time there will be less than forty guards on-site, having a staff of life guards that small will likely result in serious shortages throughout the year due to schedule conflicts and shift assignments. Any shortage of lifeguards then directly results in closing amenities or sections of our pool. This represents an unacceptable consequence for the City of Chesterfield. We have, over the course of the last few years, developed confidence in the response of Midwest Pool Management, their ability to staff and respond to the City's expectations. In addition, the other two firms do not have a level of experience in managing aquatic facilities with leisure pools and the other amenities that we have in place at the Chesterfield pool. Each of those amenities such as slides and the lazy river introduce specific performance requirements for lifeguard placement and overall number of lifeguards required at any given time. Finally, safety is our premier concern. We believe that the specific lifeguard training program used by Midwest Pool Management is superior to that program in place used by the other two firms. Midwest Pool Management uses the Starfish Aquatics program which requires annual re-certification of AED, Oxygen, CPR and water safety training. The other programs have, in our opinion, less rigorous training for their lifeguards.

Mike Herring
Pool Management Services
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Services are budgeted in the 2012 Parks and Recreation Operations budget #119-084-5261 for professional services related to the Family Aquatic Center. Sufficient funding is available for this contract. Accordingly, **I join with Mr. McCarthy, Parks and Recreation Director in recommending acceptance of the proposal for pool management services as submitted by Midwest Pool Management, for the calendar year 2012, with the mutual option to exercise a contract extension for the calendar years 2013 and 2014.**

If you have any questions please let me know.

attachments

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JPH
2/9/12

cc Tom McCarthy, Parks and Recreation Director

MEMORANDUM

TO: Mike Geisel, Director of Planning, Public Works & Parks
FROM: Thomas McCarthy CPRP, Parks and Recreation Director
DATE: February 8, 2012
SUBJECT: Professional Service Contract for the Family Aquatic Center



The Parks and Recreation Division went out to bid for the Management operations of the Family Aquatic Center which included the management fee and the maximum base salary for managers, lifeguards, cashiers and janitors.

There were three firms that presented proposals.

Midwest Pool Management	Maryland Heights MO 63043
USA Pools	Rosewell Georgia 30075
Pool Management Inc.	Alpharetta Georgia 30004

After a thorough review of the companies I found that Pool Management Inc. has no real experience in managing a pool our size or complexity based on their references. They traditionally manage pools that our in neighborhoods and at small clubs that don't have the leisure elements we have or the high volume of users. USA Pools deals mostly in subdivision pools, and club pools. They do have some larger competitive pools and a smaller water park on their reference list that I contacted. The references I did speak to recommended them and said they have done a good job. One hurdle that is hard to get over is that both of these companies are out of state and have no waterpark experience in the St. Louis area. Secondly, Pool Management Inc. is recommending they will hire 40 guards to guard the pool and USA Pools is recommending they will hire 60 guards. In the last few years Midwest Pool has hired between 80-100 guards to properly guard the Family Aquatic Center here in Chesterfield. This type of oversight throws up a red flag in my mind. Midwest Pools headquarters are located in Maryland Heights and they have been our provider for the last three years. Midwest Pool has the experience in managing not only our pool but the majority of the large water parks across the state. The references I have checked have given Midwest Pool rave reviews.

Staff and I would like to recommend Midwest Pool Management for professional services related to the management operations in an amount not to exceed \$250,468. (\$46,898 for the management fee, and an amount not to exceed \$203,570 for the 2012 pool season for managers/lifeguards, cashiers, janitors etc.) We are confident by going with Midwest Pool they will again meet our performance goals and expectations.

Services are budgeted in the 2012 Parks and Recreation Operations budget #119-084-5261 for professional services related to the Family Aquatic Center.

If you have any questions please let me know.

*Attachment

Chesterfield Family Aquatic Center Management Operations

Pool bid Tabulation sheet January 20, 2012

Vendor	2012 Management Fee	2013 Management Fee	2014 Management Fee	Total management fee for three years
Pool management Inc.	\$41,430	\$41,430	\$41,430	\$124,290
Midwest Pool Management	\$46,898	\$48,297	\$49,743	\$144,938
USA Pools	\$51,180	\$51,180	\$51,180	\$153,540

Bid tabulation for Maximum base Salary

Vendor	2012 Maximum Base Salary	2013 Maximum Base salary	2014 Maximum Base Salary	Total Maximum Base For three years
Pool management Inc.	\$201,779	\$201,779	\$201,779	\$605,337
Midwest Pool Management	\$203,570	\$209,750	\$215,983	\$629,303
USA Pools	\$191,980	\$191,980	\$191,980	\$575,940

Combined tabulation of management fee and maximum base salary for three years

	Management fee	Maximum base salary	Totals
Pool Management Inc.	\$124,290	\$605,337	\$729,627
Midwest Pool Management	\$144,938	\$629,303	\$774,241
USA Pools	\$153,540	\$575,940	\$729,480