



City of Santa Ana
20 Civic Center Plaza, Santa Ana, CA 92701
Staff Report
January 18, 2022

TOPIC: Aquatics Programs Management and Operation Services

AGENDA TITLE:

Amendment Agreement with Blueray Management, LLC for Management and Operation Services of the Aquatics Programs at City Pools (General and Non-General Fund)

RECOMMENDED ACTION

Authorize the City Manager to execute an amendment to the agreement with Blueray Management, LLC for the operation services of the aquatics program at City pools to include maintenance of the pools and increase the compensation by \$263,060, for an annual amount not to exceed \$432,527, which includes a 10% contingency, for the final term of their agreement from February 1, 2022 through January 31, 2023 and a total agreement amount not to exceed \$771,461 over the total term of the agreement from February 1, 2020 through January 31, 2023, subject to non-substantive changes approved by the City Manager and City Attorney.

DISCUSSION

On January 21, 2020, the City Council approved an agreement with Blueray Management, LLC for the management and operation services of the aquatics programs at City pools. To improve efficiencies by adding pool maintenance services to the existing agreement with Blueray, the City is requesting an amendment to the agreement to include those additional services at a cost of \$65,940 per year.

Additionally, staff recommends an amendment to the agreement with Blueray to accommodate the increase in insurance-related costs for Blueray to operate and manage the program.

Blueray's original insurance provider can no longer provide the City-required insurance coverage. As a result, Blueray requested price quotes from other insurance companies and discovered that the premium amount was dramatically more (approximately \$158,000 more) than was included in their original budget to operate and manage the aquatics program. It is no longer financially feasible for Blueray to continue with the final renewal option of the agreement and comply with the insurance requirements. The City desires to continue the aquatics program with Blueray as the operator of the pools. Therefore, in order for the arrangement to be financially feasible and allow Blueray to continue with the

last renewal option of the agreement, staff recommends an increase in compensation for this final term.

An overall 10% contingency has also been included in the annual compensation amount to provide for any unforeseen service request for the management or maintenance of the pools.

ENVIRONMENTAL IMPACT

There is no environmental impact associated with this action.

FISCAL IMPACT

Funds are budgeted and available in the following account for the current fiscal year and will be budgeted in the following account for next fiscal year:

Fiscal Year	Accounting Unit-Account #	Fund Description	Accounting Unit, Account Description	Amount
FY 21-22	01213020-62300	Cannabis Public Benefit Fund	PRCSA Youth Services-Contractual Services Professional	\$84,733.50
FY 21-22	01113230-62300	General Fund	Recreation & Community Services-Contractual Services Professional	\$157,800.00
FY 21-22	01113250-62320	General Fund	Park Facilities-Buildings & Ground Maintenance & Repair	\$54,475.00
FY 22-23	01213020-62300	Cannabis Public Benefit Fund	PRCSA Youth Services-Contractual Services Professional	\$84,733.50
FY 22-23	01113250-62320	General Fund	Park Facilities-Buildings & Ground Maintenance & Repair	\$50,785.00
			TOTAL	\$432,527.00

EXHIBIT(S)

1. Agreement Amendment

Submitted By: Lisa Rudloff, Executive Dir. of Parks, Recreation and Community Services

Approved By: Kristine Ridge, City Manager