Agenda Item

Orange City Council

Item #: 10.2. 3/10/2026 **File #:** 26-0086

TO: **Honorable Mayor and Members of the City Council**

THRU: **Jarad Hildenbrand, City Manager**

FROM: **Leslie Hardy, Community and Library Services Director**

1. SUBJECT

Agreement with Premier Aquatic Services, LLC for Hart Park Pool Operations and Aquatic Programming Services

2. SUMMARY

Following a competitive Request for Proposals process, staff recommends approval of an agreement with Premier Aquatic Services, LLC to provide Hart Park Pool Operations and Aquatic Programming Services beginning in 2026.

3. RECOMMENDED ACTION

1. Approve the agreement with Premier Aquatic Services, LLC for Hart Park Pool Operations and Aquatic Programming Services in the amount of $227,424.00 plus a 10% contingency of $22,742.40 for a total of $250,166.40; and authorize the Mayor and City Clerk to execute on behalf of the City.
2. Authorize the appropriation of $62,600.00 from the General Fund (100) undesignated fund balance to fund the prorated FY2025-26 portion of agreement services:
   100-7103-55000 Contractual Services
3. Authorize the City Manager to execute optional renewals as outlined in the agreement.

4. FISCAL IMPACT

The prorated FY 2025-26 portion of the agreement (April - June 2026) is not-to-exceed $62,600 and will be funded through the General Fund (100):

100-7103-55000 Contractual Services

The undesignated General Fund balance after this appropriation will be $106,574.

5. STRATEGIC PLAN GOALS

Goal 3: Enhance Public Communication Strategy and Quality of Life
3.7: Continue to offer high quality and efficient city led recreation programs

6. DISCUSSION AND BACKGROUND

Background

For several decades, and up until summer 2025, the City has traditionally offered an eight-week summer aquatics program at the historic Hart Park Pool which included learn-to-swim lessons, recreational swim, and water exercise. The eight-week program was typically budgeted around $420,000 and included part time staff costs for approximately 45 seasonal staff, a full-time Recreation Coordinator, required certifications and trainings, equipment, supplies, and uniforms. In 2025, in response to the City's structural budget deficit, significant reductions were made to the Community Services budget. As such, modifications were made to the summer 2025 aquatics which included reducing the program to six weeks, limiting offerings to lower level learn-to-swim lessons delivered by a small team of approximately 15 existing part-time staff, operating only one pool, and eliminating recreational swim and water exercise, which helped reduce the overall cost of the program.

In addition, the City continues to maintain the pool facility year round. From April 1, 2025 - March 31, 2026, the cost to maintain the pool is approximately $51,000. The cost will increase to $54,620 from April 1, 2026 - March 31, 2027.

Discussion

Based on feedback from the Orange community and City Council, restoring the aquatics program to its pre-2025 service levels has been identified as a priority. However, the Recreation Coordinator position remains frozen, and funding was not allocated in the budget cycle to support the hiring of seasonal, part-time staff necessary to reinstate the program under the existing model (the hiring process typically starts in January/February). Under the City-operated model, restoring full programming would require hiring and managing seasonal staff and reinstating the Recreation Coordinator position; the contract model restores services while shifting staffing, training, and day-to-day operations to the contractor and maintaining a predictable cost to the City. In light of these constraints, staff evaluated alternative service delivery options and determined that transitioning to a contract service model would enable the City to reestablish aquatics programming while maintaining fiscal responsibility.

In preparation for Summer 2026, the City publicly advertised Request for Proposals No. 25-26.10 (RFP) on November 20, 2025, in accordance with procurement requirements, to identify a qualified provider of Hart Park Pool Operations and Aquatics Programming Services beginning in 2026. The RFP sought experienced organizations capable of delivering a quality, safe aquatics program, with the minimum requirements of offering swim lessons and recreational swim during the summer season.

The proposal deadline was December 18, 2025. The City received eight (8) proposals in response to the RFP.

A review panel evaluated the proposals in accordance with the criteria set forth in the RFP, which included:

- Firm experience
- Qualifications of the project team
- Overall responsiveness to the RFP

These criteria accounted for a total of 65 possible points. Proposals receiving a minimum score of 70% (46 points or higher) advanced to the next phase of the evaluation. The second phase included an assessment of references (maximum of 10 points) and an evaluation of a separately sealed cost

proposal (maximum of 25 points).

Based on the results, Premier Aquatic Services, LLC (Premier) was identified as the highest-scoring proposer (Attachment 1). Premier demonstrated a strong program model, relevant experience, and the operational capacity necessary to deliver both the traditional eight-week summer program and expanded year-round aquatics services.

A sampling of Premier's proposed programs and fees include:

Perpetual Group Swim Lesson	$15 (billed monthly based on frequency)
Swim Team	$150 per month
Recreational Swim	$2/$3/$5 for Seniors/Children/Adults
Water Aerobics	$5 per class

Premier has proposed a Management Fee model under which the City would pay a fixed annual management fee of $186,000. In return, Premier would be responsible for all staffing, programming, training, uniforms, materials, and administrative costs necessary to operate Hart Park Pool and deliver a comprehensive aquatics program on a year-round basis (May through April).

An additional $30,000 is allocated for routine annual pool maintenance. Through contract negotiations, it was determined that Premier would also be responsible for the purchase and application of pool chemicals at an amount not-to-exceed $11,424. As a result, the City anticipates a corresponding reduction in costs under its current pool maintenance provider agreement. The City would remain responsible for utilities, janitorial services, larger pool equipment repairs, and capital improvements projects.

The proposed agreement establishes a four-year structure consisting of an initial one-year term with three optional one-year extensions. The City Manager is authorized to execute the optional extensions provided sufficient funds are approved in the applicable fiscal year budget.

It should be noted that the amount listed in the Fiscal Impact section of this report pertains to the necessary appropriation required to fund the prorated Fiscal Year 2025-26 (FY26) portion of the agreement (April, May and June of 2026) in an amount of $62,600, including a prorated contingency. The not-to-exceed agreement total for the first term of the agreement (twelve-month period from April 1, 2026 to March 30, 2027) spanning portions of FY26 and Fiscal year 2026-27 (FY27) is $250,166.40, inclusive of contingency. The remaining balance left on the agreement for the first year will be included in the FY27 budget.

Premier would manage all program registration and collect program revenues. Because Premier is responsible for all program staffing, administration, and operational costs, the agreement allows Premier to collect program revenues, while the City benefits through a revenue-sharing structure once established participation thresholds are met. The agreement includes a revenue-sharing model under which the City receives a percentage of program revenues once specified thresholds are met:

Program Revenue Share:

Revenue:	**City's Revenue Share:**
$125,000.00	15%
$150,000.00	15%

$175,000.00	15%
$200,000.00	15%
$225,000.00	20%
$250,000.00	20%
$275,000.00	20%
$301,000.00+	22.5%

The proposed agreement includes performance standards, insurance requirements, background checks, required aquatic certifications, and a termination clause. The City retains oversight authority and approval of programming schedules and fees (Attachment 2).

7. ATTACHMENTS

- Attachment 1 Proposal Abstract Summary
- Attachment 2 Professional Services Agreement with Premier Aquatic Services LLC