



## Roosevelt Island Operating Corporation

**KATHY HOCHUL**  
Governor

**SHELTON J. HAYNES**  
President & CEO

### BOARD OF DIRECTORS

RuthAnne Visnauskas, Chair, Commissioner of NYSHCR  
Robert F. Mujica Jr., Director of BUDGET  
Fay Christian  
Conway S. Ekpo  
David Kraut  
Howard Polivy  
Michael Shinozaki

Agenda Item V, 1. October 20, 2022

### PROPOSED RESOLUTION

#### AUTHORIZATION TO ENTER INTO CONTRACT WITH STANDGUARD AQUATICS FOR LIFEGUARD SERVICES

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**RESOLVED** by the Board of Directors of the Roosevelt Island Operating Corporation of the State of New York (“RIOC”), as follows:

- Section 1. that RIOC is hereby authorized to enter into contract with StandGuard Aquatics for Lifeguard Services, upon such terms and conditions substantially similar to those outlined in the Memorandum from Mary C. Cunneen to Shelton J. Haynes/Board of Directors dated October 14, 2022, attached hereto;
- Section 2. that the President/Chief Executive Officer or President’s designee is hereby authorized to take such actions and execute such instruments as deemed necessary to effectuate the foregoing; and
- Section 3. that this resolution shall take effect immediately.



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## MEMORANDUM

**TO:** Shelton J. Haynes, President and CEO;  
Roosevelt Island Operating Corporation Board of Directors

**FROM:** Mary C. Cunneen, Acting Chief Operating Officer

**DATE:** October 14, 2022

**RE:** RFP 22-38033 - Lifeguard Services

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### Background

The Roosevelt Island Operating Corporation (RIOC) owns and operates the Sportspark Athletic Complex. Upon the reopening of the complex this Fall, it will include a basketball gym, fitness center, studio, and swimming pool. The goal is for this space to provide an athletic outlet for community members to utilize towards promoting a healthy lifestyle.

### Description of Need

The swimming pool is an excellent resource for the community and requires a high level of trained lifeguard oversight. The level of services required to satisfy the health and safety standards necessary to ensure a safe environment is unable to be achieved with the corporation's current staffing levels. Hiring an industry professional is the preferred method to ensure all safety measures are being adhered to and raising the level of expertise for the space.

### Scope of Work

The corporation would like to engage a vendor to manage lifeguard operations within the Sportspark Athletic Complex. The firm will be responsible for hiring, training, supervising all lifeguard staff. All safety materials will be included, and safety drills will be executed and tracked. It is the responsibility of the firm to ensure all health and safety methods, certifications and chemical testing are performed within the guidelines of the appropriate agency (NYS, American Red Cross, etc). Safety and experience within the aquatics life safety industry were main criteria required within the request for proposals.

### Procurement

In June 2022, the RIOC posted a Request for Proposal ("RFP") for Lifeguard Services. The sealed bids were due on August 3<sup>rd</sup>, 2022, and a total of four (4) proposals were received. Two (2) of the bids were disqualified for failing to provide the RFP required documents by the established deadline. We opted

to issue an RFP to the public with the intention that it would increase participation and provide a competitive fee. There were no MWBE/SDVOB or NYS preferred vendors for the services requested.

### Evaluation

As outlined in the RFP, proposals were rated using the following evaluation criteria:

- 1. Experience 30 Points
- 2. Staffing 30 Points
- 3. Technical Ability 20 Points
- 4. Cost 20 Points
- Total 100 Points

Below are the results:

<b>Rank</b>	<b>Firm</b>	<b>Points</b>	<b>Annual Cost</b>
<b>1</b>	<b>StandGuard Aquatics</b>	<b>77.33</b>	<b>\$788,240</b>
2	Global Solutions Group	70.00	\$301,900
-	USA Management	DQ	\$695,750
-	PMI	DQ	\$640.521

\*DQ: Disqualified

StandGuard Aquatics received the highest evaluation score among the two bidders, notably in the areas of “Experience and Qualifications” and “Ability to Perform Required Services”. StandGuard’s proposal demonstrated the best understanding and approach of the scope of services and adherence to safety requirements to meet RIOC’s needs. StandGuard received a cumulative score of 77.33 and their anticipated annual fee will be approximately \$788,240.00.

StandGuard possesses over 10 years of experience and provides lifeguard services across the country for private and public aquatics centers. The firm is well versed in training and managing lifesaving pool operations. The firm also possesses the capability of offering a variety of classes and programs to serve the community.

### Recommendation

Based on the above, RIOC recommends, subject to the satisfaction of all contracting requirements, that the Board of Directors authorize and approve entering into a contract with StandGuard for a three (3) year term with two (2) additional one (1) year options to renew. We would like to request an additional 10% contingency to cover any unplanned overages to be added to the contract amount of \$788,240.00 for the total annual amount of \$867,064.00.