



**Council Meeting: May 22, 2012**

**SUBJECT: Approval to Award a Contract to Skyhawks Sports Academy to Provide Youth Sports Summer Camps (F1104-57)**

**BACKGROUND**

Approval is requested to establish a two-year contract with Skyhawks Sports Academy to provide youth sports summer camps, which include a variety of one-week sessions such as baseball, basketball, soccer and volleyball. Skyhawks Sports Academy places an emphasis on teaching life skills – teamwork, respect, sportsmanship, responsibility, and leadership – through sports.

**DISCUSSION**

The City of Sunnyvale offers recreational classes and camps to the public through its Recreation Program. As is typical with Recreation Program classes, the City contracts with private firms to teach the classes and camps, and the revenue generated is shared between the City and the contracted firms on a percentage basis, generally ranging from 60/40 to 80/20 (contractor/city).

The current contract with Skyhawks Sports Academy was awarded by Council on April 27, 2010 (RTC No. 10-109), for a one year period with an option to renew for one additional one year period. The first year of the contract included an 80/20 revenue share, which was subsequently negotiated to 70/30 for the renewal year. Skyhawks Sports Academy has agreed to retain the 70/30 split for the proposed new two-year contract.

Customarily, the City establishes contractual not-to-exceed amounts for the purchase of goods and services. As this is a shared revenue contract which may increase or decrease depending on the number of registrations, a not-to-exceed limit is unnecessary for the new contract. Depending upon the number of camp participants, total fee revenue over the two-year period is estimated to be \$100,000 - \$150,000.

Section 2.08.070(b) of the Sunnyvale Municipal Code exempts professional services, including instructors, from the City's competitive bidding requirement.

**FISCAL IMPACT**

Skyhawks Sports Academy will be paid 70% of the resident registration fee for all class participants, less refunds. In FY 2011/2012, total fee revenue was as follows:

Contractor	Total Fee Revenue	Amount Paid to Contractor	Amount Retained by City
Skyhawks Sports Academy	\$48,152	\$33,706	\$14,446

The amount retained by the City (including non-resident differential) covers the direct costs of providing facilities and equipment, promoting programs, registering participants, contract management and responding to customer service comments.

**PUBLIC CONTACT**

Public contact was made by posting the Council agenda on the City's official-notice bulletin board outside City Hall, at the Sunnyvale Senior Center, Community Center and Department of Public Safety; and by making the agenda and report available at the Sunnyvale Public Library, the Office of the City Clerk and on the City's Web site.

**RECOMMENDATION**

It is recommended that Council:

1. Award a contract to Skyhawks Sports Academy, for a two-year period, to provide recreational classes and camps.
2. Authorize the City Manager to renew the contract for one additional one-year period, provided services and pricing are acceptable to the City.

Reviewed by:



Grace K. Leung, Director of Finance

Prepared by: Pete Gonda, Purchasing Officer

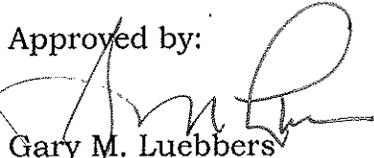
Reviewed by:



Lisa Rosenblum

Director of Library and Community Services

Approved by:



Gary M. Luebbers

City Manager

**Attachments**

- A. Draft Services Agreement for Skyhawks Sports Academy

**ATTACHMENT A  
DRAFT  
SERVICE AGREEMENT BETWEEN CITY OF SUNNYVALE  
AND SKYHAWKS SPORTS ACADEMY  
TO PROVIDE YOUTH SPORTS RECREATION CLASSES AND CAMPS**

THIS AGREEMENT, dated \_\_\_\_\_, is by and between the CITY OF SUNNYVALE, a municipal corporation ("CITY"), and SKYHAWKS SPORTS ACADEMY, INC., a Washington corporation ("CONTRACTOR").

WHEREAS, the CITY is in need of services to provide youth sports recreation classes and camps; and

WHEREAS, CONTRACTOR has the skill and ability to provide the required services;

NOW, THEREFORE, THE PARTIES ENTER INTO THIS AGREEMENT.

1. Services

CONTRACTOR shall provide services in accordance with Exhibit "A" attached and incorporated by reference. CONTRACTOR shall determine the method, details and means of performing the services.

2. Time for Performance

The term of this Agreement shall be one year, commencing on May 1, 2012, and continuing through April 30, 2014, unless otherwise terminated. CONTRACTOR shall deliver the agreed upon services to CITY as specified in Exhibit "A". Agreement may be renewed for an additional one-year period at the option of CITY.

3. Duties of CITY

CITY shall provide a facility within which CONTRACTOR shall perform the required services, include a listing for each of CONTRACTOR's classes and camps in each Sunnyvale Recreation Activity Guide published during the term of this Agreement, and provide class and camp registration services.

4. Compensation

CITY agrees to pay CONTRACTOR as full compensation for the services rendered pursuant to this Agreement, the amounts set forth in Exhibit "A".

5. Conflict of Interest

No officer or employee of CITY shall have any interest, direct or indirect, in this Agreement or in the proceeds thereof. During the term of this Agreement CONTRACTOR shall not accept employment or an obligation which is inconsistent or incompatible with CONTRACTOR's obligations under this Agreement.

6. Compliance with Laws

- (a) CONTRACTOR shall not discriminate against any participant, student, employee or applicant for employment under this Agreement because of race, religion, creed, color, gender, age, disability, national origin or any other basis to the extent prohibited by federal, state or local law.
- (b) CONTRACTOR shall comply with all federal, state and city laws, statutes, ordinances, rules and regulations and the orders and decrees of any courts or administrative bodies or tribunals in any manner affecting the performance of the Agreement.

7. Independent Contractor

CONTRACTOR is acting as an independent contractor in performing the work required by this Agreement and is not an agent, servant or employee of CITY. Nothing in this Agreement shall be interpreted or construed as creating or establishing the relationship of employer and employee between CITY and CONTRACTOR. CONTRACTOR is responsible for paying all required state and federal taxes.

8. Indemnity

CONTRACTOR shall indemnify, defend, and hold harmless the CITY, its officers, officials, employees and volunteers from and against all claims, damages, losses and expenses, including attorney fees, arising out of the performance of the services described in Exhibit "A", caused in whole or in part by any negligent act or omission of CONTRACTOR, any subcontractor, anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable, except where caused by the active negligence, sole negligence or willful misconduct of the CITY.

9. Insurance

CONTRACTOR shall take out and maintain during the life of this Agreement policies of insurance as specified in Exhibit "B" attached and incorporated by reference, and shall provide all certificates or endorsements as specified in Exhibit "B."

10. CITY Representative

Nancy Steward, as City Manager's authorized representative, shall represent CITY in all matters pertaining to the services to be rendered under this Agreement. All requirements of CITY pertaining to the services and materials to be rendered under this Agreement shall be coordinated through the CITY representative.

11. CONTRACTOR Representative

Chris Stiles shall represent CONTRACTOR in all matters pertaining to the services and materials to be rendered under this Agreement. All requirements of CONTRACTOR pertaining to the services to be rendered under this Agreement shall be coordinated through the CONTRACTOR representative.

12. Notices

All notices required by this Agreement, other than invoices for payment which shall be sent directly to Accounts Payable, shall be in writing, and shall be personally delivered, sent by first class with postage prepaid, or sent by commercial courier, addressed as follows:

To CITY: Nancy Steward  
Department of Parks and Recreation  
CITY OF SUNNYVALE  
P. O. Box 3707  
Sunnyvale, CA 94088-3707

To CONTRACTOR: Chris Stiles  
SKYHAWKS SPORTS ACADEMY  
6311 E Mt. Spokane Park Drive  
Meade, WA 99021

Nothing in this provision shall be construed to prohibit communication by more expedient means, such as by telephone or facsimile transmission, to accomplish timely communication. However, to constitute effective notice, written confirmation of a telephone conversation or an original of a facsimile transmission must be sent by first class mail or commercial carrier, or hand delivered.

Each party may change the address by written notice in accordance with this paragraph. Notices delivered personally shall be deemed communicated as of actual receipt; mailed notices shall be deemed communicated as of three days after mailing, unless such date is a date on which there is no mail service. In that event communication is deemed to occur on the next mail service day.

13. Assignment

Neither party shall assign or sublet any portion of this Agreement without the prior written consent of the other party.

14. Termination

If CONTRACTOR defaults in the performance of this Agreement, or materially breaches any of its provisions, CITY at its option may terminate this Agreement by giving written notice to CONTRACTOR. If CITY fails to pay CONTRACTOR, CONTRACTOR at its option may terminate this Agreement if the failure is not remedied by CITY within thirty (30) days after written notification of failure to pay.

Without limitation to such rights or remedies as CITY shall otherwise have by law, CITY also shall have the right to terminate this Agreement for any reason upon ten (10) days' written notice to CONTRACTOR. In the event of such termination, CONTRACTOR shall be compensated in proportion to the percentage of services performed or materials furnished (in relation to the total which would have been performed or furnished) through the date of receipt of notification from CITY to terminate. CONTRACTOR shall present CITY with any work product completed at that point in time.

15. Entire Agreement; Amendment

This writing constitutes the entire agreement between the parties relating to the services to be performed or materials to be furnished hereunder. No modification of this Agreement shall be effective unless and until such modification is evidenced by writing signed by all parties.

16. Miscellaneous

Time shall be of the essence in this Agreement. Failure on the part of either party to enforce any provision of this Agreement shall not be construed as a waiver of the right to compel enforcement of such provision or any other provision. This Agreement shall be governed and construed in accordance with the laws of the State of California.

IN WITNESS WHEREOF, the parties have executed this Agreement.

ATTEST:

CITY OF SUNNYVALE ("CITY")

By \_\_\_\_\_  
City Clerk

By \_\_\_\_\_  
City Manager

APPROVED AS TO FORM:

SKYHAWKS SPORTS ACADEMY, INC.  
("CONTRACTOR")

By \_\_\_\_\_  
City Attorney

By \_\_\_\_\_  
\_\_\_\_\_  
Name and Title

By \_\_\_\_\_  
\_\_\_\_\_  
Name and Title

## **EXHIBIT "A"**

### **SCOPE OF SERVICES**

CONTRACTOR shall:

- Provide youth sports recreation classes and camps at various CITY facilities.
- Throughout the term of this Agreement, comply with the requirements of CITY's Handbook for Independent Contract Instructors, dated 12/1/04 and/or as amended.
- Accept fee waivers for participation in contract activities. CITY shall reimburse fee waiver amounts, provided they are submitted within the designated time frame indicate on the fee waiver form.

CONTRACTOR shall not solicit business in class nor use the class roster or other information obtained in class to create a mailing list or for any other business purpose.

### **COMPENSATION**

CONTRACTOR shall be compensated at the rate of 70% of the resident rate per registered student minus any refunds. Payment will be made within three weeks of the end of each session or camp week.

**EXHIBIT "B"**  
**INSURANCE REQUIREMENTS**

CONTRACTOR shall obtain, at its own expense and from an admitted insurer authorized to operate in California, the insurance coverage detailed below and shall submit Certificate(s) of Insurance to the City of Sunnyvale, Purchasing Division, 650 West Olive Ave, PO Box 3707, Sunnyvale, CA 94088-3707; fax (408) 730-7710.

CONTRACTOR shall take out and maintain during the life of the contract **Workers' Compensation** insurance coverage to statutory limits as may be required by law.

CONTRACTOR shall take out and maintain during the life of the contract such **Commercial General Liability Insurance** as shall protect CONTRACTOR, CITY, its officials, officers, directors, employees and agents from claims which may arise from services performed under the contract, whether such services are performed by CONTRACTOR, by CITY, its officials, officers, directors, employees or agents or by anyone directly or indirectly employed by either. The amount of insurance shall not be less than the following: Single Limit Coverage Applying to Bodily and Personal Injury Liability and Property Damage: \$1,000,000.

The liability insurance shall include, but shall not be limited to:

- Protection against claims arising from bodily and personal injury and damage to property, resulting from CONTRACTOR's or CITY's operations and use of owned or non-owned vehicles.
- Coverage on an "occurrence" basis.
- Broad form property damage liability. Deductible shall not exceed \$5000 without prior written approval of CITY.
- Notice of cancellation to CITY's Purchasing Division at least thirty (30) days prior to the cancellation effective date.

The following endorsements shall be attached to the liability insurance policy, and copies shall be submitted with the Certificate(s) of Insurance:

- The policy must cover complete contractual liability. Exclusions of contractual liability as to bodily injuries, personal injuries and property damage must be eliminated.
- CITY must be named as additional named insured with respect to the services being performed under the contract. *Simply indicating on the certificate that the certificate holder is named as additional insured is not acceptable; an endorsement must be provided.*
- The coverage shall be primary insurance so that no other insurance effected by CITY will be called upon to contribute to a loss under this coverage.