



### Sherwood Recreation and Aquatics RFP Comparison of Key Differentiators

	YMCA	Health Fitness	THPRD	SFM	United Pool
<b>Membership Fees</b> <i>Resident Membership Cost (Family/Adult)</i>	\$70/\$35	\$70/\$35	\$125/\$75	Undisclosed	Undisclosed
<b>Free Child Watch included?</b>	Yes (\$212K budgeted in '17)	Undisclosed	Yes (only w/family rate)	Undisclosed	Undisclosed
<b>Five-Year Projections</b> <i>Total Surplus (deficit)</i>	Surplus \$119,310	Operating Deficit (\$1,509,725)	Operating Deficit (\$2,381,122) Includes \$985k equipment and building reserve in Year 1	Undisclosed	Undisclosed
<b>Financial Liability</b> <i>If Operating Deficit, who pays?</i>	YMCA	City of Sherwood/Taxpayers (see box above)	City of Sherwood/Taxpayers (see box above)	City of Sherwood/Taxpayers	City of Sherwood/Taxpayers
<b>Net Surplus</b> <i>Who retains net operating surplus?</i>	100% City/facility (YMCA gets 0%)	Undisclosed	Split w/THPRD and City	City (net of fixed management fees paid to operator)	City (net of fixed management fees paid to operator)
<b>Programs</b> <i>Offers some programs at below cost?</i>	Yes, for beneficial community impact	Undisclosed	No (see page 13 of its RFP). If offered, not funded by THPRD but by the City.	Undisclosed	Undisclosed
<b>Non-Profit Status</b>	Non-profit, local HQ	For profit/out-of-state	Non-profit, local HQ	For profit/out-of-state	For profit/out-of-state

Not included in the above matrix may be our strongest attribute: our quality and diversity of programs, represented in 115 distinct offerings, led by our caring and dedicated staff.

In addition, our guiding values and volunteerism are unique in this industry. Also, we've demonstrated our commitment to Sherwood through the years by voluntarily funding projects like the City-owned building annex and many other upgrades.

\*This Comparison Matrix was compiled by the YMCA of Columbia-Willamette from publicly-available information on the City of Sherwood's website, and is not intended to be an exhaustive comparison. Prepared expressly for Sherwood YMCA staff, members, and volunteer use.

\*\*The Total Net Proceeds (Operating Deficit) figure for Health Fitness has been revised to correct that company's previous computational error.