



PARKS AND RECREATION DEPARTMENT

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CITY COUNCIL STAFF REPORT

Meeting: May 20, 2025

Subject

Award a contract to Dan Gertmenian dba Dynamic Teaching, a sole proprietor/individual, for Math Olympiads Instruction for a total not-to-exceed amount of \$1,480,000.

Recommended Action

1. Award a five-year contract to Dan Gertmenian to provide Math Olympiads Instruction in the amount not to exceed \$296,000 per year, totaling \$1,480,000; and
2. Authorize the City Manager to execute the contract with Dan Gertmenian when all conditions have been met.

Background

The Math Olympiads program offered by the City has grown significantly over the course of two decades. Starting out as a quarterly after-school enrichment class offered at Cupertino Unified School District (CUSD) school sites in 2005, the program is now offered as a school year-long course taking place at Creekside Park Building (Creekside). Current programs include Math Olympiads Honors, Math Olympiad Accelerated, Math Themed Events, Information Nights, Trial Math Classes, Optional Participant Events and Parent-Child Math Olympiad Classes as well as Chess classes and events. These classes run concurrently throughout the school year and provide Cupertino residents and students at the CUSD a highly impactful learning environment utilizing a student-centered teaching style. Former students and current high school students volunteer as teaching assistants to help with grading and providing specialized instruction, while advancing their own math and leadership skills.

The City Council awarded a three-year contract to the current contractor in June 2021. City Council approved an amendment on June 18, 2024, to increase the overall contract amount and extend the contract expiration date to August 31, 2025.

Request for Proposal

On March 21, 2025, the City issued a Request for Proposal (RFP) seeking a qualified vendor to provide specified Math Olympiads instruction at Creekside. The RFP sought proposals for a five-year contract commencing on September 1, 2025.

The RFP process was conducted in accordance with applicable City policy and the Municipal Code while following standard best practices for this process. The RFP was posted on the City's website, which included notification to local plan rooms and builders exchanges. Additionally, it was advertised on DemandStar, a publicly available procurement site for government contracts with thousands of registered vendors.

On April 18, 2025, the City received one proposal from Dan Gertmenian, owner of Dynamic Teaching.

Reasons for Recommendation

Staff evaluated Dan Gertmenian's (Dan) proposal based on the submitted team qualifications and experience, firm qualification and experience, work plan and approach, the proposed number of program activities and the compensation amount. As is typical with an RFP, the compensation/proposal amount is not the determining factor.

Dan's proposal demonstrated a clear understanding of the City's work request and included a clear explanation of the use of space, the methodologies used regarding program offerings, procedures, and the on-site staff organization and duties. As the City's current contractor, Dan has been providing programs and serving the Cupertino community for over 19 years.

The proposal includes a projected total annual revenue of \$395,604.00 based on the current program's numbers, with a contractor payment of \$257,142.60 and \$138,461.40 in City net revenue. The City is estimated to receive a total of \$690,000 in net revenue over the 5-year contract based on the proposed programming. The contract terms include a 65/35 split on revenue collected for in-person classes and camps with the contractor receiving 65% of the revenue and the City receiving 35% of the revenue.

Proposer	Estimated Annual Total Revenue	Annual Contractor Payment	Annual City Net Revenue
Dan Gertmenian	\$395,604.00	\$257,142.60	\$138,461.40

Dan will administer the program including hiring and training instructors and providing all class and camp materials. The City provides the facility, registration, and a listing in the recreation class schedule. Offering specialty recreation classes and programs through negotiated contracts such as these are an industry standard and occur commonly in surrounding cities such as Campbell, Sunnyvale, Santa Clara, and Mountain View.

Dan has built and established a positive reputation for this Math Olympiads youth program. Over the years, Dan has perfected the Math Olympiads program to meet the math needs of the community. The format of the program allows students to participate over multiple years without repeating coursework which has gained loyalty and increased participation for the program. Based on the findings outlined above, staff recommends awarding a five-year contract to Dan Gertmenian dba Dynamic Teaching for \$1,285,713, and a contingency amount of \$194,287 to allow for future program growth, for a total contract amount not to exceed \$1,480,000.

Sustainability Impact

No sustainability impact.

Fiscal Impact

The Fiscal Year 2025-2026 Parks and Recreation Youth Teen Recreation budget (GL 580-62-613 700-702) includes a projected allocation of \$300,000 and is adequate for funding this contract.

Including a contingency amount at 3% per year over five years ensures accommodation for future growth of the program and potential fee increases.

City Work Program (CWP) Item/Description

None.

Council Goal:

Quality of Life

California Environmental Quality Act

No California Environmental Quality Act impact.

Prepared by: Jacinta Liang, Management Analyst

Reviewed by: Rachelle Sander, Director of Parks and Recreation

Floy Andrews, City Attorney

Approved for Submission by: Tina Kapoor, Acting City Manager

Attachments:

A – Draft Agreement

B – Request for Proposal