



## PARKS AND RECREATION DEPARTMENT

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### CITY COUNCIL STAFF REPORT

Meeting: July 16, 2019

#### Subject

Execute a contract with Dan Gertmenian for the Math Olympiad education program for the period of August 1, 2019 – July 31, 2021.

#### Recommended Action

Authorize the City Manager to execute a contract with Dan Gertmenian for the Math Olympiad youth education program for the two-year period of August 1, 2019 – July 31, 2021.

#### Discussion

The City currently has an agreement with Dan Gertmenian to provide instruction for the Math Olympiad youth program, which is taught to youths in grades 4-8. Due to the ongoing success of the program, the annual contract will exceed the \$175,000 threshold for the two-year period of the contract and therefore requiring City Council approval. Gross revenue for the overall contract is expected to be \$650,000 over the two years, with an expected payment to the instructor of approximately \$422,500.

The Math Olympiads program is currently one of the most popular academic/enrichment programs offered by the Parks and Recreation Department. The overwhelmingly positive community reception has been a result of the extraordinary teaching talent of the instructor and supplementary benefits the program brings. Students who enroll in the program not only receive personalized math instruction, but also participate in various educationally oriented family events throughout the year. The instructor's teaching acumen and hands-on community engagement far surpass the expectations for typical Math Olympiad instructors, and his success can be seen in the consistently full classes with waitlists.

Programs offered include:

- Math Olympiad
- Math Olympiad Honors
- Math Olympiad Accelerated
- Chess instruction and events
- Trial Math classes
- Parent-Child Math Olympiad Classes

Math Olympiad contests aim to foster an interest in math and improve the mathematical skills of participants through team-based competitions. Nationally, the most prestigious of these contests is the International Mathematical Olympiad, in which high school students from more than 100 countries compete annually. Locally, our Math Olympiad programs are in high demand and typically fill up with moderate waitlists.

Mr. Gertmenian is the only Math Olympiad instructor on contract and staff do not recommend, even if available, contracting with additional instructors. The quality of the instruction and reputation is of the utmost importance to retain current revenue levels.

Fees for the classes vary based on the type of class and are priced based on what the market will support. Last FY, the average fee collected per student was \$1,271. Each student receives weekly instruction over a 12-month period.

The City covers all of its costs and expects to net over \$100,000 this year from this agreement. The City retains 35% of all revenues received from the contract.

Sustainability Impact

No sustainability impact.

Fiscal Impact

During the 2018/19 school year, there were 310 students enrolled in the program, and the gross revenue totaled \$394,049.22. Other educational programs may be offered for the upcoming 2019/20 year, but this will depend on the overall program demand. The requested contract amount has taken into account the additional compensation of these programs. The total student enrollment and revenue breakdown for the City from 2010 – 2019 is shown below:

<b>Contract Year</b>	<b>Total Enrollment</b>	<b>Total Revenue</b>	<b>City Net Revenue</b>
2010-11	140	\$ 74,170.00	\$ 27,000.00
2011-12	174	\$ 92,525.00	\$ 31,900.00
2012-13	258	\$ 147,000.00	\$ 48,700.00
2013-14	332	\$ 247,425.00	\$ 86,700.00
2014-15	358	\$ 301,451.00	\$ 105,124.38
2015-16	358	\$ 327,879.00	\$ 114,924.00
2016-17	355	\$ 382,238.42	\$ 143,202.56
2017-18	328	\$ 410,128.00	\$ 157,752.27
2018-19	310	\$ 394,049.22	\$ 154,667.22
<b>2010-19 Totals</b>	<b>2613</b>	<b>\$ 2,376,865.64</b>	<b>\$ 869,970.43</b>

For the 2018-2019 year, 12 class sections were offered instead of the 14 sections in the previous year. In the upcoming year, this will continue to decrease to 9 class sections at the instructor’s request.

City staff anticipates that the program, with proposed additional classes, will generate approximately \$650,000 in gross revenue, with an offset of \$420,500 to the instructor.

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Prepared by: Daniel Mestizo, Recreation Coordinator

Reviewed by: Jeff Milkes, Director of Parks and Recreation

Approved for Submission by: Deborah Feng, City Manager

Attachments:

A – Draft Agreement