APPENDIX A.1
Pricing for TXShare Cooperative Purchase Program Participants

Line Item	Description	Unit of Measure	Unit Cost
1	Certified Lifeguard - Standard Hours	Hourly Rate	$25.00
2	Lead Lifeguard / Head Lifeguard	Hourly Rate	$27.00
3	Pool Manager / Site Supervisor	Hourly Rate	$29.00
4	Aquatic Director / Operations Manager	Hourly Rate	$35.00
5	Swim Instructor / Water Safety Instructor	Hourly Rate	$30.00
6	Emergency Replacement Lifeguard	Hourly Rate	$30.00
7	Background Screening	Per Employee	Included*
8	Lifeguard Certification or Recertification	Per Participant	Included*
9	CPR/AED/First Aid Certification	Per Participant	Included*
10	Mobile Scheduling/Workforce Platform	Monthly Fee	Included*
11	Turnkey Aquatic Facility Management	Monthly Fee	Included*
12	Optional Facility Maintenance / Water Quality Support	Monthly Fee	Included*

Respondents shall clearly identify exclusions, assumptions, minimum charges, overtime rates, holiday rates, travel costs, implementation fees, or other costs not reflected in the market basket.

* Included: Lines 7-12 are included with billed staffing at the rates in lines 1-6, at $0.00 incremental charge. Standalone training and requested pricing exceptions appear in the additional schedule. No separate management fee is charged; ordered personnel remain billable at the quoted hourly rates. Chemicals are separately priced.

Pricing: commercial terms

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Topic	Proposed commercial term
Overtime rates and trigger	No additional client overtime charge; the approved hourly service rates apply. This is a client-billing rule.
Holiday rates and applicable holidays	No additional holiday charge; approved service rates apply.
Emergency / after-hours premiums	Emergency replacement lifeguard remains $30/hour. No additional after-hours client charge; the applicable quoted service rate applies.
Minimum hours, orders and staffing	Minimum billed hours: 4 hours for an 8-hour operating day; 5 hours for a 10-hour schedule.
Travel, mileage, lodging and service-area costs	No additional travel charge.
Start-up / implementation fees	Standard startup period: 30 days. No startup charge.
Technology / scheduling fees	Included only with billed staffing services; no separate platform fee.
Screening / credential-check costs	Included only with billed staffing services.
Training, materials and certification fees	Included with staffing; standalone lifeguard certification / recertification: $250/person. CPR/AED/first aid: $75/person.
Turnkey management fee and staffing inclusions	No separate management fee. Ordered personnel are billed at approved hourly rates; scope / hours are defined in the member order.
Maintenance scope, chemicals and repair parts	Maintenance is included with staffing. Standalone maintenance is offered as a site-assessed pricing exception; no predetermined maximum. Chemicals are additional.
Cancellation / postponement charges	No cancellation fee.
Conversion / direct-hire charges	No direct-hire or conversion fee.
Reimbursable / pass-through expenses	Requested pricing exception: unlisted chemicals at our cost plus 20% (cost x 1.20). See additional pricing schedule.
Freight / shipping for any goods	All three listed chemical prices include delivery and fuel. No separate delivery or fuel surcharge applies to those listed chemical items.
Member-level payment / invoice terms	Proposed payment terms: Net 30, subject to the participating member's agreed ordering document and invoice requirements.

Pricing: additional services and exceptions

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Standalone Category 2 training

These per-participant prices apply when training is purchased without billed staffing. When bundled with billed staffing, the Exhibit 2 inclusion applies.

Service	Unit	Maximum price
Lifeguard certification / recertification	Per participant	$250.00
CPR/AED/First Aid Certification	Per participant	$75.00

Category 3 management fee

No separate management fee is charged. Personnel services ordered for the engagement are billed at the hourly role rates in Exhibit 2. Personnel scope and hours are established in the member ordering document.

Requested pricing exception 1: standalone pool maintenance

Standalone maintenance without a staffing contract is offered with its price determined after a site assessment. No predetermined maximum monthly or per-visit price is proposed. Pool size, usage, service needs and scope inform the quotation. Maintenance bundled with billed staffing remains included; chemicals are additional.

Requested pricing exception 2: unlisted chemicals

Unlisted chemicals are proposed at our cost plus 20% (cost x 1.20). This cost-plus method is requested as an exception to the RFP unit-price / published-list and maximum-price requirements.

Exception status: These two exceptions are expressly requested and are subject to NCTCOG acceptance. The listed chemical unit prices on the following schedule include delivery and fuel.

Pricing: chemical unit prices

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The following maximum unit prices include delivery and fuel. No separate delivery or fuel surcharge applies to these three listed items. Sales tax is excluded.

Product	Unit	Maximum unit price
Regal 3-inch chlorinated tablets (UW), RGL-50-1350 / Mfr 47246940	50-lb pail	**$144.00**
Refresh 68% calcium hypochlorite shock, REF-50-1200 / Mfr 72430	100-lb drum	**$204.00**
HASA HASACHLOR, 12.5% sodium hypochlorite, SKU 01860	Gallon, bulk	**$3.66**

Tablets are priced per 50-lb pail; 68% calcium hypochlorite shock per 100-lb drum; HASA 12.5% sodium hypochlorite per gallon of bulk product.

The 2.5% TXShare administration fee is absorbed by the contractor. Unit pricing remains fixed for the first six months and thereafter follows the RFP price-adjustment process. Members may negotiate lower prices.

Unlisted chemicals are addressed by the separately identified requested pricing exception; that exception is not represented as accepted by NCTCOG.

TXShare Additional Chemical Price Sheet

Advanced Aquatics of San Antonio LLC

Prepared for North Central Texas Council of Governments | October 27, 2026

Product and chemical information	Supplier SKU Manufacturer reference	Size and billing unit	Recorded supplier cost	Supplier record Date and invoice	Price Cost x 1.20
Muriatic acid Concentration not specified	HAS-50-115 15841	Case of four 1-gallon containers	$16.46	2026-10-26 K2650517	**$19.75**
Calcium chloride	AAA-50-8650 AAA-8650	50-lb bag	$21.87	2026-10-21 DB698621	**$26.24**
Dense soda ash	AAA-50-8600 SAD50	50-lb bag	$19.00	2026-10-12 DB696816	**$22.80**
Regal Super Floc	RGL-50-2730 47246180	1-quart bottle (12/case)	$10.99	2026-09-28 09487835	**$13.19**
Regal Liquid Pool Stabilizer	RGL-50-2000 47247250	Gallon (4/case)	$17.47	2026-10-09 BG540676	**$20.96**
Regal Granular Pool Stabilizer	RGL-50-2160 47247310	100-lb drum	$82.11	2026-09-30 DB694881	**$98.53**
Clearex 500 clarifier	BDL-50-144 CX532	1-quart bottle (12/case)	$20.85	2026-08-26 65999226	**$25.02**
Regal 60% Poly Algaecide	RGL-50-2660 47245950	1-quart bottle (12/case)	$17.33	2026-10-14 K2649330	**$20.80**
Sodium bicarbonate	AAA-50-8604 AAA-8604	50-lb bag	$18.34	2026-08-27 09483012	**$22.01**
Regal Super Phosphate Remover	RGL-50-2772 47247820	1-quart bottle (12/case)	$20.61	2026-10-08 65003357	**$24.73**

Pricing basis. Amounts are USD per billing unit shown. Prices are the latest documented SCP supplier line-item costs shown x 1.20, rounded to cents. Source invoices were billed to Advanced Aquatics of Texas LLC. Supplier costs have not been reconfirmed as current. Case counts in parentheses describe packaging, not the priced unit.