

TOWN OF OCEAN VIEW
DELAWARE

October 28, 2026

TO: Mayor and Council

FROM: Carol S. Houck, Town Manager



SUBJECT: Recommendation to Purchase John West Park Playground Equipment, Associated Amenities and the Installation of the same from Cunningham Recreation, a GameTime Commercial Playground Distributor through an Existing Omnia Partners Cooperative purchasing contract (formerly U.S. Communities), a Group Purchasing Organization

Background

As you're aware we've been planning for the redevelopment of the John West Park playground and its associated funding for some time. Its redevelopment and the cost associated with it has been included in the Town's Reserve Study since before 2002. A portion of our existing playground units were put in place in 2002, with a 15 to 20 year life expectancy. Some existing aspects of the current playground have been in place longer. The current playground's protective surfacing and its requirement to step up into the play area essentially renders it a non-accessible playground, which is undesirable and less common now for public facilities like ours.

Our goal for the redevelopment of the John West Park playground is to update the play equipment as well as install a protective rubber surface that is fully accessible (referred to as poured in place), with unique and fun design elements suitable to our beautiful park setting and additional accessible attractions, while also protecting our old growth trees, and proactively planting additional trees in anticipation of possible decline over time.

New Playground Design & Purchase

The redevelopment of playgrounds has evolved a great deal over the years since the playground at John West Park was last updated. Safety, accessibility, protective surface options, and manufacturing improvements now allow for more unique installations. We've worked with Brian Lewis the sales associate for Cunningham Recreation (a distributor of "GameTime" commercially manufactured playground equipment, accessories and installations), to come up with a unique themed design that offers a multi-age and ability playground setting that we believe our Town and community can be proud of and enjoy for years to come.

Cunningham Recreation is an existing State of Delaware Awarded Vendor, however in order to access greater buying power (including available GameTime grant funding), we recommend utilizing the GameTime contract award from Omnia Partners (formerly U.S. Communities). Omnia Partners is the nation's largest group cooperative purchasing organization, that provides small Towns like Ocean View collective pricing power by utilizing their contract award for park and playground equipment. Omnia serves the needs of state and local governments, K-12 Education, Higher Education, and non-profits through competitively bid contracts, backed by their collective buying power, which represents discounts, otherwise not available.

In our case the discount associated with this recommendation for our playground renewal project totals \$27,526.

"GameTime" also offers a *Community Champions Grant* opportunity that we've qualified for reducing the cost of our new playground by \$64,733.64 (matching funding towards our "standard items" included in the final design being recommended).

These two result in overall discounts of \$92,259.65 as represented on the proposal.

The Omnia Partners completed the RFP process, awarded pricing contracts to various vendors, one of which is "GameTime" under the Playground and Outdoor Fitness Equipment, Surfacing and Related Product Contract #2017001134, available through June 30, 2027, at which time it will be rebid. "GameTime" is the contract holder, in business since the 1930's, and Cunningham Recreation is the regional distributor for "GameTime" Commercial equipment in business for 60 years.

Playground Design- As you know we've spent a good deal of time with Mr. Lewis to discuss options for the development of an inspiring play space for a wide range of ages and abilities. We've also expressed the importance of working around/protecting our existing old growth trees that surround the playground. This extensive engagement and site visits led to our preliminary design, shared with the public since the October 9th on our website and again at the October 13th Council Meeting. In addition, we held an advertised Public Workshop meeting on October 27th to share the preliminary design and get feedback. Social media and outdoor message board postings, OVTV slides, two newspaper ads and an article also covered the opportunity to attend the workshop.

The overall feedback was very positive for the proposed plan with strong excitement expressed. Our suggested changes and considerations were shared and were being made in association with cost, budget and added value items. The design being recommended reflects much of the discussion with the exception of the addition of a large concrete sea turtle climber that was estimated after the meeting by Cunningham Recreation to cost \$20,000, **which is not included.**

We will seek to add the shape of a sea turtle to the poured in place graphics and the recommended design continues to include a smaller “Bubbles the Sea Turtle Climber” for the little ones.

As a result of feedback received and the desire to manage costs associated with the renewal effort changes made in the design resulted in \$110,499 of reductions. They included removal of a post and heron topper (\$6,000); removal of the fishing boat (\$22,992); reduction of one above surface dolphin (\$20,800); and the elimination of one Kraken tenacle climber (\$9,310). These changes also resulted in installation poured in place, curb installation and freight reductions of \$51,397 making up the balance of savings associated with cuts.

There was high interest and discussion related to the addition of a Sky Run Zip Track (to the extent that we could fit it somewhere and fund it), in exchange for the removal of the boat and to be placed in a different area. We have therefore prepared this recommendation with two total pricing options for your consideration below. One including the Sky Run Zip Track and one without.

Funding

As anticipated with the development of the FY27 Budget we have \$731,661 available including our planned FY28 funding from the Capital Reserve Trust Fund (CRTF) for playground replacement, with an additional amount of \$54,710 identified from excess CRTF funds associated with 201 Central projects that fell under budget (entrance door replacement and solar array repairs).

We have also included \$475,550 in our General Obligation Bond borrowing effort underway;

for a total of **\$1,261,921**, including contingency funds of \$11,069 (*if we do include the Sky Run Zip Track*).

Note: This redevelopment also eliminates the need to purchase additional jellybean mulch (which we would have needed to do next year to maintain required depth absent this project moving forward, at the cost of no less than \$15,000 to \$20,000.

Anticipated Mobilization of Contractor

If the contract is awarded on October 29th the notice to proceed will follow after Fire and Ice and be expected to begin in early February. The contractor will begin with the removal of the existing equipment, followed by construction of the new playground, with the final installation being the protective surfacing, and strategic planting of additional trees. Taking into consideration the possibility of winter weather delays, the anticipated completion of the project and opening of the new playground would be no later than June 1, 2027.

Recommendation

It is therefore recommended that Mayor and Council authorize the Town Manager to enter into an agreement with Cunningham Recreation utilizing the Omnia Partners contract #2017001134, for the redevelopment of the John West Park Playground as outlined in their proposal and plan view model dated October 28, 2026, for:

The proposal totaling \$1,179,102.92, ***not including*** the Sky Run Zip Track or;

The proposal totaling \$1,250,852.90, ***including*** the Sky Run Zip Track

Mayor and Council is being asked to provide direction as to whether they wish to include the Sky Run Zip Track or not. Funding has been identified for its inclusion.

QUOTE

182686-01-03 • 10/27/2026



John West Park Playground (Revised 10/28/26)

Customer:

Town of Ocean View
32 West Avenue
Ocean View, DE 19970
United States

Ship to Zip: 19970

Prepared for:

Carol Houck
Phone: 302-539-9797
chouck@oceanviewde.com

Prepared by:

GameTime c/o Cunningham Recreation
PO Box 240981
Charlotte, NC 28224
800.438.2780
704.525.7356 FAX

Quantity	Part #	Description	Unit Price	Amount
1	RDU	GameTime - 5-12 Year Olds Powerscape Unit - Standard Products (5) 80000 - 49" Sq Punched Steel Deck (1) 81680 - Single Seat (2) 81769 - Talk Tube Ground Level Attach 2-5 (1) 90021 - 2'-0" Transfer System W/ Barrier (1) 90031 - 5' Transfer Platform W/Barrier (2) 90264 - 6' Upright, Alum (2) 90269 - 11' Upright, Alum (8) 90270 - 12' Upright, Alum (5) 90271 - 13' Upright, Alum (1) 90703 - Straight Section Wilderslide li (1) 90705 - Right Curve Section Wilderslide li (1) 90706 - Exit Section Wilderslide li (1) 91529 - Twisted Rail Climber 5'6"/6' (1) 91606 - HDPE Vertical Ladder 5'0" (1) 91736 - TreeTop Traverse (4'6"-6') (1) 91769 - Altus X Tower Tube To S Slide (2) 91770 - Altus X2 Tower Spiral Slide (3) 91931 - Entryway (Versa) (1) 91934 - Offset Entryway (Versa) (2) 95159 - Exuma Seat (1) 95194 - Delta Slide Hood (1) 107123 - Horizon Pass (1) 108194 - Windswept Climber 6'-0" 6'-6" (1) G90271 - 13' Upright, Galv (1) 178749 - Owner's Kit	\$105,677.07	\$105,677.07
1	RDU	GameTime - 5-12 Year Olds Powerscape Unit - Custom Items (1) 2923LD - Beach House Tower 1 (2) 2960LD - Inclusive Hammock Square Deck (1) 5193LD - Sensory Chimes/Glass BD (1) 2926LD - Beach House Tower 2 (5) 2929LD - Beach House Enclosure	\$160,114.00	\$160,114.00
6	107621	GameTime - 14" Half Sphere Premium	\$801.00	\$4,806.00
1	RDU	GameTime - 2-5 Year Olds Powerscape Unit - Standard Products (4) 80000 - 49" Sq Punched Steel Deck (1) 80657 - Access Attachment 4' (1) 90105 - 3'-6"/4' Schooner Climber (9) 90268 - 10' Upright, Alum (1) 90705 - Right Curve Section Wilderslide li (1) 90706 - Exit Section Wilderslide li (2) 95172 - Barrier Entryway (Versa) (1) 95194 - Delta Slide Hood	\$20,112.00	\$20,112.00
1	RDU	GameTime - 2-5 Year Olds Powerscape Unit - Custom Items	\$35,239.00	\$35,239.00

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- (1) 4821RP – 48" Transfer w/ Life Buoy
- (1) 5193RP – Sensory Chimes/Glass BD
- (1) 6132RP – Lifeguard Shack Enclosure w/ Buoy
- (1) 6133RP – Lifeguard Shack Enclosure w/ Tube
- (1) 6135RP – Beach Shop Store Panel
- (1) 7374RP – 4' Leaning Surfboard Climber
- (1) 7375RP – Modern Lifeguard Shack Roof
- (1) 7376RP – Modern Short Lifeguard Shack Panel
- (1) 7378RP – Modern Tall Lifeguard Shack Panel
- (1) 7377RP – Modern Angled Lifeguard Shack

1	2958LD	GameTime - Kite Topper	\$1,980.00	\$1,980.00
1	6262	GameTime - Inclusive Whirl - Basic	\$18,034.00	\$18,034.00
1	2905LD	GameTime - Surf's Up! Wagon	\$31,848.00	\$31,848.00
1	GFRC353	Landmark Design GFRC - Dolphin Climber	\$20,800.00	\$20,800.00
1	6376	GameTime - Duo Spinner	\$2,930.00	\$2,930.00
2	6240SP	GameTime - Surfboard Spring Rider	\$1,996.00	\$3,992.00
2	6896SP	GameTime - Surfboard Flowers	\$6,195.00	\$12,390.00
1	6897SP	GameTime - Retro Surfboard Sensory	\$6,587.00	\$6,587.00
1	7364SP	GameTime - The Kraken Climber	\$78,204.00	\$78,204.00
3	7400SP	GameTime - Tenticle Arch Climber	\$9,880.00	\$29,640.00
1	104349	GameTime - Bubbles the Sea Turtle Climber	\$2,070.00	\$2,070.00
1	104345	GameTime - Mr Crab Climber	\$2,060.00	\$2,060.00
2	5329	GameTime - 8' Powerscape Swing Add-A-Bay	\$1,996.00	\$3,992.00
1	5333	GameTime - 8' ADA Powerscape Swing Add-A-Bay	\$2,036.00	\$2,036.00
1	5372	GameTime - Powerscape and Saucer Swing Combo	\$7,655.00	\$7,655.00
1	5378	GameTime - Zero-G (5-12) Beige 8' Height	\$989.00	\$989.00
1	5377	GameTime - Zero-G (2-5) Beige 8' Height	\$901.00	\$901.00
4	5287	GameTime - Belt Seat for 8' Toprail	\$286.00	\$1,144.00
2	5293	GameTime - Enclosed Tot Seat for 8' Toprail	\$424.00	\$848.00
8	1820	GT-Site - Timbers Straight Leg Park Bench	\$1,028.00	\$8,224.00
1	6201	GameTime - Tilted Sky Runner (F/S)	\$5,324.00	\$5,324.00
1	6364	GameTime - Dune Buggy Spring Rider	\$3,464.00	\$3,464.00
1	6375	GameTime - Communication Board	\$2,887.00	\$2,887.00
1	RDU	GameTime - Freestanding Braille Panel • (1) 91588 – Braille Panel (Below Dk) • (2) G90266 – 8' Upright, Galv	\$3,678.00	\$3,678.00
1	INSTALL	MISC - Installation of Above Equipment	\$203,890.00	\$203,890.00
10510	PIP	GT-Impax - Poured-In-Place Surfacing, Various Thickness, 50% Color-50% Black Mix	\$28.25	\$296,907.50

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1	INSTALL	MISC - Excavation of Area & Disposal of Spoils	\$40,975.00	\$40,975.00
1	INSTALL	MISC - Provide & Install Drainage (4 Pit Drains)	\$17,075.00	\$17,075.00
580	INSTALL	MISC - Provide & Install Concrete Curb Border (8"x8")	\$61.00	\$35,380.00
1	INSTALL	MISC - Removal & Disposal of Existing Equipment, Surfacing, Borders, & Fencing etc	\$79,270.00	\$79,270.00

1 2026 GT-Grant

MISC - 2026 GameTime Community Champions Grant
Grant Rules and Limitations:
 To qualify for up to 100% matching funds, list price of the qualifying playground system must exceed \$75,000, and payment in full must accompany your order. For play systems with a list price of less than \$75,000 and greater than \$25,000 with payment in full, GameTime playground grants are available with matching funds up to 80%. For play systems that exceed \$25,000, and purchased with credit terms, matching funds are available up to 65%. Matching funds are subject to rounding rules and may vary based on qualified purchase. No other offer, discount, or special programs can be used with this grant program. This special matching fund offer applies to PowerScape®, PrimeTime®, Xscape®, and Modern City® systems only. Up to \$80,000 matching funds for select outdoor fitness equipment, including THRIVE®, THRIVE Studio, and Challenge Course. VistaRope®, freestanding net structures, TuffForms, Landmark Design, GT Symphony freestanding, other freestanding play products, and Play On! non-system events are not eligible for funding. **All applications must be received and validated by the project administrator by October 23, 2026.** GameTime reserves the right to decline any application for a GameTime grant. **GameTime will accept grant orders until October 30, 2026, or until all eligible funds are disbursed, whichever comes first. Customer must be able to receive order by December 31, 2026,** subject to transportation availability. GameTime reserves the right to terminate this offer at any time without notice. GameTime playground grants can only be applied to additional GameTime purchases and only in conjunction with the original purchase. Standard policies and warranties as listed in the 2026 GameTime Playground Design Guide apply. Freight and applicable sales tax are extra and not included. Other terms and restrictions may apply. Contact your local GameTime representative for complete details.

extension
granted
until Nov 1
2026.
per Brian
Lewis cjt

ZIP TRACK ADD ALTERNATE

#91778 Sky Runner Zip Track with Zip Seat, 35' \$71,750*

*Price includes equipment, installation, poured-in-place surfacing, concrete curbs and excavation

+ Freight per
email of
Oct 28, 2026
attached
cjt

QUOTE

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A PLAYCORE Company

Contract: OMNIA #2017001134

GameTime Community Champions
Grant # 64,733.64
and
Omnia Partners Discount of
\$27,526
per email dated 10/27/26

Sub Total	\$1,251,122.57
Discount	(\$92,259.65)
Freight	\$20,240.00
Grand Total	\$1,179,102.92

Comments

* Site must be clear, level, free of obstructions, and accessible. Site should permit installation equipment access. Purchaser shall be responsible for unknown conditions such as buried utilities, tree stumps, bedrock or any concealed materials or conditions that may result in additional costs.

Lead Time for custom equipment is 12 to 18 weeks.

Minimum deposit required for custom Landmark Design equipment will be \$20,230.00. Custom items will ship separately from standard equipment.

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GAMETIME - TERMS & CONDITIONS:

- **PRICING:** Due to fluctuating economic conditions, pricing is valid for 30 days and is subject to change. Please request updated pricing if your quote is older than 30 days before making a purchase.
- **TERMS OF SALE:** For equipment & material purchases, Net 30 days from date of invoice for governmental agencies and those with approved credit. All others, full payment for equipment, taxes and freight up front. Balance for services & materials due upon completion or as otherwise negotiated upon credit application review. Pre-payment may be required for equipment orders totaling less than \$5,000. Payment by VISA, MasterCard, or AMEX is accepted (**If you elect to pay by credit card, GameTime charges a 2.50% processing fee that is assessed on the amount of your payment. This fee is shown as a separate line item and included in the total amount charged to your credit card. You have the option to pay by check, ACH or Wire without any additional fees.**). Checks should be made payable to Playcore Wisconsin, Inc. dba GameTime unless otherwise directed. **Any order exceeding \$300,000 will require progress payments during the course of completion.**
- **CREDIT APPLICATION:** Required for all non-governmental agencies and those entities who have not purchased from GameTime within the previous twelve calendar months.
- **FINANCE CHARGE:** A 1.5% monthly finance charge (or maximum permitted by law) will be added to all invoices over 30 days past due.
- **CASH WITH ORDER DISCOUNT:** Orders for GameTime equipment paid in full at time of order via check or electronic funds transfer (EFT) are eligible for a 3% cash-with-order (CWO) discount. Consult local sales representative for CWO terms.
- **ORDERS:** All orders shall be in writing by purchase order, signed quotation or similar documentation. Purchase orders must be made out to Playcore Wisconsin, Inc. dba GameTime.
- **FREIGHT CHARGES:** Shipments shall be F.O.B. destination. Freight charges prepaid and added separately.
- **SHIPMENT:** **Standard Lead time is 6-8 weeks (some items may take longer)** after receipt and acceptance of purchase order, credit application, color selections and approved drawings or submittals.
- **PACKAGING:** All goods shall be packaged in accordance with acceptable commercial practices and marked to preclude confusion during unloading and handling.
- **RECEIPT OF GOODS:** Customer shall coordinate, receive, unload, inspect and provide written acceptance of shipment. Any damage to packaging or equipment must be noted when signing delivery ticket. If damages are noted, receiver must submit a claim to Cunningham Recreation within 15 Days. Receiver is also responsible for taking inventory of the shipment and reporting any concealed damage or discrepancy in quantities received within 60 days of receipt.
- **RETURNS:** Returns are only available on shipments delivered within the last 60 days. A 25% (min.) restocking fee will be deducted from any credit due. Customer is responsible for all packaging & shipping charges. Credit is based on condition of items upon return. All returns must be in unused and merchantable condition. GameTime reserves the right to deduct costs associated with restoring returned goods to merchantable condition. Uprights & custom products cannot be returned.
- **TAXES:** Sales tax is shown as a separate line item when included. A copy of your tax exemption certificate must be submitted at time of order or taxes will be added to your invoice.

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INSTALLATION CONDITIONS:

- **ACCESS:** The site must be clear, level, and provide unrestricted access for trucks and machinery. Any site that is inaccessible may incur additional charges.
- **STORAGE:** The customer is responsible for providing a secure area for off-loading and storing equipment during installation. Once equipment is delivered to the site, the owner assumes responsibility for any theft or vandalism unless alternative arrangements are made and documented in the quotation.
- **FOOTER EXCAVATION:** Installation pricing is based on footer excavation through earth/soil only, prior to the installation of drains, subbase, or surfacing. The customer is responsible for any unforeseen conditions such as buried utilities (public or private), tree stumps, rocks, or any other concealed materials or conditions that may result in additional labor or material costs.
- **UTILITIES:** The installer will contact 811 to locate all public utilities before layout and excavation of footer holes. The owner is responsible for identifying any private utilities. Cunningham Recreation and the installer are not liable for any damage to unmarked private utilities.
- **ADDITIONAL COSTS:** Pricing is based on a single mobilization for installation unless otherwise stated. The price includes only the items specified in this quotation. Additional site work or specialized equipment needs may result in price adjustments.
- **SITE CONDITIONS:** The site must have a slope of less than 1.5%. Any excavation or grading required to achieve an acceptable slope is the responsibility of others unless otherwise noted. All demolition and site preparation must be completed before the installation crew is mobilized.
- **GENERAL INSTALLATION NOTES:** Installation will be performed according to the manufacturer's specifications by a GameTime-certified installer. A one-year warranty on all labor is provided from the date of completion. Product warranty and service claims may not include labor.

ACCEPTANCE OF QUOTATION:

Acceptance of this proposal indicates your agreement to the terms and conditions stated herein.

Accepted By (printed): _____ Title: _____

Telephone: _____ Fax: _____

P.O. Number: _____ Date: _____

Purchase Amount: **\$1,179,102.92**

SALES TAX EXEMPTION CERTIFICATE #: _____

(PLEASE PROVIDE A COPY OF CERTIFICATE)

Salesperson's Signature

Customer Signature

QUOTE

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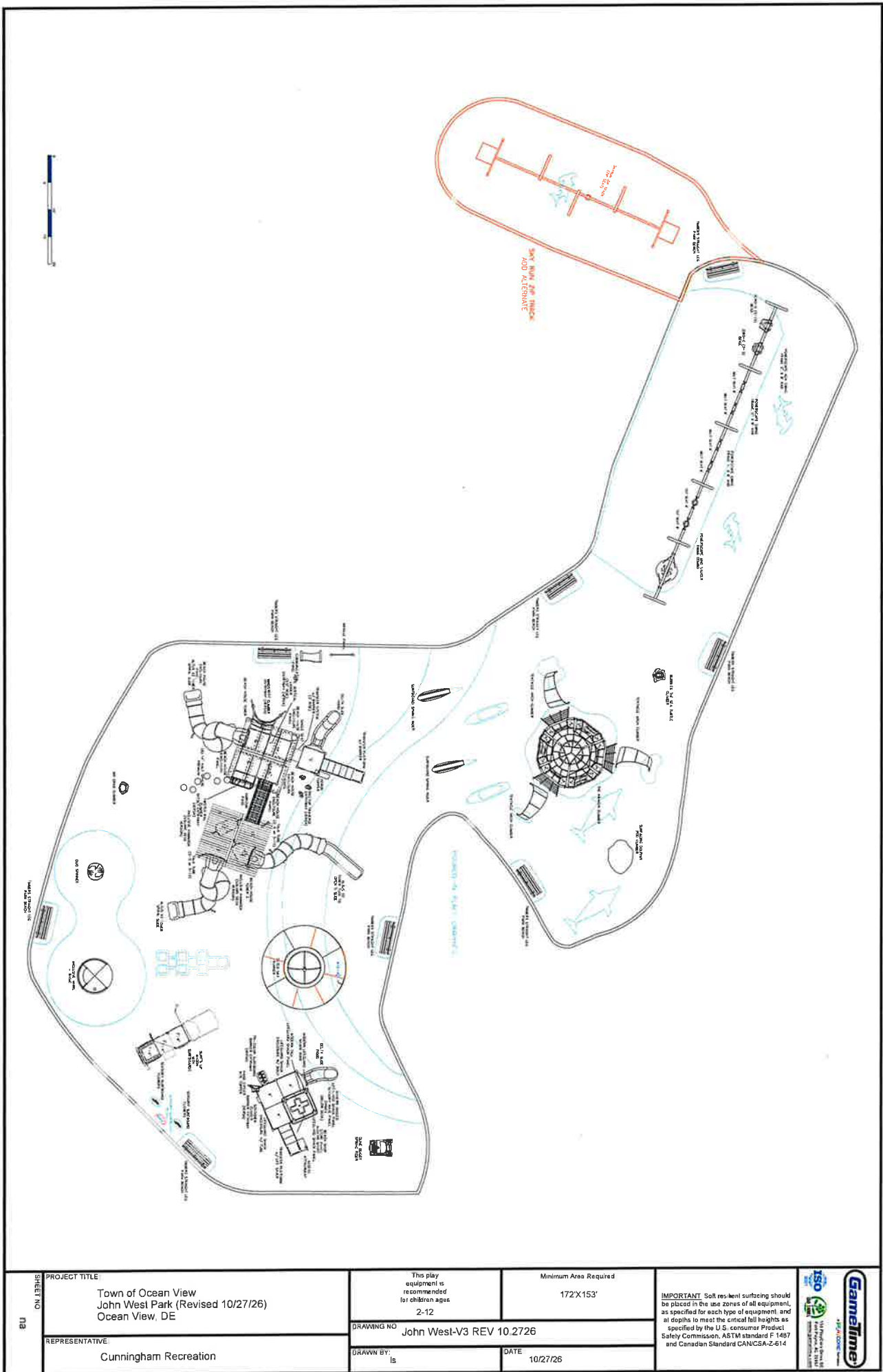


BILLING INFORMATION:

Bill to: _____
Contact: _____
Address: _____
Address: _____
City, State: _____ Zip: _____
Tel: _____ Fax: _____
E-mail: _____

SHIPPING INFORMATION:

Ship to: _____
Contact: _____
Address: _____
Address: _____
City, State: _____ Zip: _____
Tel: _____ Fax: _____
E-mail: _____





Carol Houck
Town Manager

TOWN OF OCEAN VIEW

201 Central Avenue - 2nd Floor, Ocean View, DE 19970

Office 302.539.9797 ext. 104 Cell 302.354.4564

Web oceanviewde.gov Email chouck@oceanviewde.gov

From: Schenk, Lisa <Lisa.Schenk@cunninghamrec.com>

Sent: Wednesday, October 28, 2026 11:52 AM

To: Carol Houck <chouck@oceanviewde.gov>; Lewis, Brian <Brian.Lewis@cunninghamrec.com>; Matthew Martin <mmartin@oceanviewde.gov>

Subject: RE: John West Park

The #91778 is the 35' Sky Run Zip Track with Zip Seat and the \$71,750 includes everything, including installation, freight, additional pip, additional curb and additional excavation.

Correct, the double will not fit and the 50' will not fit.

<https://www.gametime.com/catalogsearch/result/?q=91778>

Lisa Schenk

VP of Design

P.O. Box 240981

Charlotte, NC 28224

Office: 800.438.2780

Cell: 704.236.6245



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WHO WE ARE! [Join our Email List](#)

From: Carol Houck <chouck@oceanviewde.gov>

Sent: Wednesday, October 28, 2026 11:26 AM

To: Lewis, Brian <Brian.Lewis@cunninghamrec.com>; Matthew Martin <mmartin@oceanviewde.gov>

Cc: Schenk, Lisa <Lisa.Schenk@cunninghamrec.com>

Subject: RE: John West Park

Importance: High

Attention! This email originates from outside the organization!

Do not open attachments or click any links unless you are sure the contents of this email are safe.

Carol Houck

From: Lewis, Brian <Brian.Lewis@cunninghamrec.com>
Sent: Tuesday, October 27, 2026 8:36 PM
To: Carol Houck; Matthew Martin
Cc: Schenk, Lisa
Subject: Re: John West Park

\$64,733.64 is GT grant. The rest of the discount line item is Omnia Partners.

Sent from my Verizon, Samsung Galaxy smartphone
Get [Outlook for Android](#)



Brian Lewis

Sales Associate, Eastern Shore Maryland and Delaware

410-490-9003

www.cunninghamrec.com

brian.lewis@cunninghamrec.com



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From: Lewis, Brian <Brian.Lewis@cunninghamrec.com>
Sent: Tuesday, 27 October 2026 20:33:50
To: Carol Houck <chouck@oceanviewde.gov>; Matthew Martin <mmartin@oceanviewde.gov>
Cc: Schenk, Lisa <Lisa.Schenk@cunninghamrec.com>
Subject: Fw: John West Park