2024 QUICK GUIDE
YMCA COOPERATIVE PURCHASING AGREEMENTS

We have agreements in place with two YMCA group purchasing organizations, including both Play & Fitness products. These membership-based GPOs include many, but not all YMCAs, and provide a powerful selling tool for us when working with the Y's. If a YMCA in your territory is a member of either organization, present this program when meeting with them.

**When a YMCA opportunity arises, cross-check the name/location of the Y against YPG and YSS member lists in Box before discussing pricing. Then, be sure to offer applicable discounts, terms, and conditions.*

Link to Box Folder/Files Here

YMCA SHARED SERVICES, INC.

SUPPORTING OPERATIONAL EXCELLENCE BEHIND THE SCENES

YSS Website: Office Supplies Archives - YMCA Shared Services, Inc.

11 States | 70 Associations | 310 Locations

YSS (Shared Services) was established in 1998. They operate as a non-profit organization/co-op where all members have an equal vote and equal part in YMCA Share Services, regardless of their size or revenue. We have had an agreement in place with Shared Services since 2021.

YPURCHASING
a YPG company

YPG Website: Home - YPurchasing

45 States | 385 Associations | 5,610 Locations

YPurchasing is the fastest-growing and largest group purchasing organization (GPO) exclusively for YMCAs in the United States. It has expanded steadily since being founded in 2015 and currently serves YMCAs in most states.

Member Webpage: Members - YPurchasing
(recent members may be missing from this list)
3-Year Agreement, 2% Patronage Fee (PF), Valid until March 2026

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Purchasing Program Information

Terms: Net 30

CATEGORY	PERCENTAGE (%) DISCOUNT
Kompan Playground Lines: PCE-Elements Essentials, Corocord, Galaxy and Bloqx	25%
Kompan Playground Lines: MSC, PCM, PCT, PCX, PCE-Toddler, Go & Grow, KPL, Moments-M, ELE	20%
Kompan Playground and Fitness Lines: Robinia, Sport, Fitness and Furniture	18%
Kompan Playground Lines: CRP, MSV	15%
Non-Kompan Accessories (i.e. surfacing, shade structures, benches, picnic tables, planters, bike racks, litter receptacles, etc.)	5%
Services (i.e. Installation, Design, Layout, Repair, Maintenance, Removal, Disposal)	5%

Order Placement: YMCA Purchase Order or Signed Kompan Proposal

Shipping, Delivery, & Installation Information: Pricing and instructions are site-specific. A site survey will determine what is required per location.

Billing & Payments: Check, ACH, or Credit Card (CC transactions over $10,000 will incur a 2% processing fee)

Free Services to YPG Members: Consultation and Design, 2D, 3D Renders, Footing Layout, Play Value Analysis, ADA Analysis

Additional Discounts: May apply on larger projects (over $200,000)

Tips:

- License to Hunt – Call Ahead to Make an Appointment (Branch Executive Director, Health & Wellness Director)
- Use the Preferred Vendor Relationship to Your Advantage
- Adhere to Pre-negotiated Pricing Discounts
- Ensure YPG/YSS is Showing on All Quotes and Sales Orders
- Register All Opportunities and Communicate All Sales (to Carrie/Jane)

Copy Jane and Carrie on all Quotes, Sales Orders, and Sales Activity



Carrie Binder

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Jane Jenewein

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