



# VILLAGE OF ORLAND PARK

14700 Ravinia Avenue  
Orland Park, IL 60462  
[www.orlandpark.org](http://www.orlandpark.org)

## Meeting Agenda

### Parks and Recreation Committee

*Chairman Daniel T. Calandriello*  
*Trustees Patricia A. Gira and Michael F. Carroll*  
*Village Clerk John C. Mehalek*

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Monday, March 5, 2018

6:00 PM

Village Hall

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#### A. CALL TO ORDER/ROLL CALL

#### B. APPROVAL OF MINUTES

[2018-0143](#) Approval of the February 5, 2018 Parks and Recreation Minutes

Attachments: [Draft Minutes](#)

#### C. ITEMS FOR SEPARATE ACTION

1. [2018-0118](#) Centennial Park Aquatic Center Slide Renovations RFP Award #18-004  
Attachments: [RFP Tabulation](#)  
[Responsiveness Check](#)
2. [2018-0122](#) Centennial Park Aquatic Center Link Seal Replacement/Repair Bid Award #18-007  
Attachments: [Bid Tabulation](#)  
[Responsiveness Check](#)
3. [2018-0150](#) Delivery of Rental Equipment
4. [2018-0154](#) Centennial Park Aquatic Center Vertical Turbine Pump Replacement Bid Award #18-010  
Attachments: [Bid Tabulation](#)  
[Responsiveness Check](#)  
[Spear Email](#)
5. [2018-0157](#) Park Court Repairs #18-008 Bid Award  
Attachments: [Bid Tabulation](#)  
[Responsiveness Check](#)
6. [2018-0136](#) Concession Services - Athletic Fields, Centennial Park Aquatic Center, and Village Special Events

**Attachments:** [RFP Tabulation](#)  
[Grading Sheet - RV Concessions 2018](#)  
[Grading Sheet - Bennet-Curtis 2018](#)  
[Grading Sheet - Just A Dash 2018](#)  
[Grading Sheet- Robert McCarthy 2018](#)

7.     **2018-0128**     Sportsplex Woodway Treadmill Model 4 Front with TV Purchase Approval

**Attachments:** [Sole Source Letter](#)  
[Quote](#)  
[Market Segment Report](#)

8.     **2018-0134**     Centennial Park West Concert 2018 - Discussion Only

**Attachments:** [Proposed Budget](#)  
[Centennial Park West 2018 - 1200 Tickets](#)  
[Centennial Park West 2018 - 2000 Tickets](#)  
[Centennial Park West 2018 - 3000 Tickets](#)  
[Centennial Park West 2018 - 5000 Tickets](#)

**D.     NON-SCHEDULED CITIZENS & VISITORS**

**E.     ADJOURNMENT**

DATE:

## **REQUEST FOR ACTION REPORT**

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File Number: **2018-0143**  
Orig. Department: **Village Clerk**  
File Name: **Approval of the February 5, 2018 Parks and Recreation Minutes**

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### **BACKGROUND:**

### **BUDGET IMPACT:**

### **REQUESTED ACTION:**

I move to approve the Minutes of the Regular Meeting of the Parks and Recreation Committee of February 5, 2018

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# VILLAGE OF ORLAND PARK

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## Meeting Minutes

Monday, February 5, 2018

6:00 PM

Village Hall

## Parks and Recreation Committee

*Chairman Daniel T. Calandriello  
Trustees Patricia A. Gira and Michael F. Carroll  
Village Clerk John C. Mehalek*

## CALL TO ORDER/ROLL CALL

The meeting was called to order at 6:20 P.M.

**A motion was made by Trustee Gira, seconded by Trustee Carroll, that this matter be PASS THE CONSENT AGENDA. The motion carried by the following vote:**

**Present:** 3 - Chairman Calandriello; Trustee Gira and Trustee Carroll

## APPROVAL OF MINUTES

### 2018-0057 Approval of the December 4, 2017 Parks and Recreation Minutes

I move to approve the Minutes of the Regular Meeting of the Parks and Recreation Committee of December 4, 2017.

**A motion was made by Trustee Gira, seconded by Trustee Carroll, that this matter be APPROVED. The motion carried by the following vote:**

**Aye:** 3 - Chairman Calandriello, Trustee Gira, and Trustee Carroll

**Nay:** 0

### 2018-0058 Approval of the January 2, 2018 Parks and Recreation Minutes

I move to approve the Minutes of the Regular Meeting of the Parks and Recreation Committee of January 2, 2018.

**A motion was made by Trustee Carroll, seconded by Trustee Gira, that this matter be APPROVED. The motion carried by the following vote:**

**Aye:** 3 - Chairman Calandriello, Trustee Gira, and Trustee Carroll

**Nay:** 0

## ITEMS FOR SEPARATE ACTION

### 2017-0898 John Humphrey Update - Discussion Only

Assistant Village Manager John Keating reported that the athletic fields at the John Humphrey Complex have been in need of grading and irrigation improvements returning the complex to the maintained standards. In anticipation of the improvements, a topographical survey and grading plan was performed to aid in the improvements to the area.

Funding for a master plan and improvements are proposed in the FY2018 budget. Several concepts have been discussed regarding the future amenities that would be offered at the complex within the budgetary allotment for the project.

This is an opportunity for the entire committee to be brought up to speed

regarding the project status.

On December 4, 2017, this item was reviewed by the Parks & Recreation Committee. The discussion was to explore options for an alternative, temporary location of the football programs until a new, permanent home is developed. Several options and suggestions regarding locations were explored. This item was then referred to the Village Board of Trustees for review.

On December 18, 2017, this item was reviewed by the Board of Trustees where the Board motioned to postpone the relocation of the community football programs from the Humphrey complex. Staff was direct to undertake a more comprehensive planning review of the various needs of the sports programs and to develop a long-term conceptual redevelopment plan (with options) to be presented to the Village Board for future consideration with a status update at the Parks & Recreation Committee Meeting on February 5, 2018.

Chairman Calandriello, Trustee Gira, Trustee Carroll, Village Manager Joseph LaMargo, and Assistant Village Manager Keating had comments. (refer to audio file)

**This item was for discussion only. NO ACTION was required.**

**2018-0076 Contract with Kreshmore Group to Conduct a Feasibility and Business Plan for Orland Park's Multi-Sports Facilities**

Assistant Village Manager Karie Friling reported the Village has received a proposal from Kreshmore Group to conduct a feasibility analysis and summary of business plan for Orland Park's multi-use sports facilities. The analysis will assist the Village in determining the viability and economic merits of renovating and expanding existing sports facilities that will better serve local teams but also result in regional events that will increase direct and indirect economic benefits.

The proposed scope of service is attached to the Committee Packet. In summary, the analysis will include:

- Market Needs Analysis
- Recommended Facility Layout
- Economic Impact Estimates
- Pro-Forma Capital Budgets and 5 Year Operations Forecast
- Financing Options
- Business Plan - including marketing, staffing, and facility programming

Also attached to the Committee Packet is the background information on Kreshmore Group, as well as David Wabick Jr. who will be the lead on this project. Kreshmore Group is located in Orland Park. Mr. Wabick has substantial experience in the sports industry, including playing professional baseball, as well as, planning and successfully executing large national sporting events.

Chairman Calandriello, Trustee Gira, Trustee Carroll, Village Manager Joseph LaMargo and Assistant Village Manager Karie Friling and Assistant Village Manager John Keating had comments. (refer to audio file)

Motion was amended. (refer to audio file)

I move to recommend to the Village Board to approve a contract with Kreshmore Group, not to exceed \$30,000, for a feasibility analysis and business plan for Orland Park's multi-sports facilities;

And

Recommend authorizing the Village Manager to execute the necessary contracts.

**A motion was made by Trustee Carroll, seconded by Trustee Gira, that this matter be RECOMMENDED FOR APPROVAL to the Board of Trustees. The motion carried by the following vote:**

**Aye:** 3 - Chairman Calandriello, Trustee Gira, and Trustee Carroll

**Nay:** 0

**2018-0046 Centennial Park Aquatic Center Bulk Chlorine Purchase for 2018, 2019 and the option of extending for 2020**

Director of Parks Gary Couch reported that staff sought out quotes for the purchase and delivery of bulk liquid chlorine for Centennial Park Aquatic Center. Pricing quotes were received from our current vendor, Mineral Masters of West Chicago, IL and Univar of Downers Grove, IL. Mineral Masters pricing for an eighteen (18) percent solution was \$1.18 per gallon with a two-year price lock. Univar pricing for a fifteen (15) percent solution (they do not offer an 18%) is \$1.10 per gallon. Univar did not offer a price lock. Staff does prefer the 18% solution in keeping the pools chemically balanced. While the product does degrade, the turnover rate in which we utilize the chlorine benefits us in maintaining required levels. Staff recommends entering into a contract with Mineral Masters of West Chicago, IL for 2018 and 2019 with the possible extension to 2020, provided pricing does not increase more than 5%.

I move to recommend to the Village Board to approve pricing from Mineral Masters for bulk Chlorine (18%) purchase and delivery at a rate not to exceed \$1.18 per gallon for the years 2018 and 2019 with the possibility of extending into 2020, provided pricing does not increase more than 5%.

**A motion was made by Trustee Gira, seconded by Trustee Carroll, that this matter be RECOMMENDED FOR APPROVAL to the Board of Trustees. The motion carried by the following vote:**

**Aye:** 3 - Chairman Calandriello, Trustee Gira, and Trustee Carroll

**Nay:** 0

**2018-0044 Centennial Park Aquatic Center Variable Frequency Drives Bid Award #18-003**

Director of Parks Gary Couch reported that an invitation to bid was issued on December 20, 2017, for Centennial Park Aquatic Center Variable Frequency Drives by the Parks & Grounds Department. The bid was opened on January 18, 2017, with five (5) companies submitting bids. Pricing was requested for the purchase and installation of five (5) VFD's. The successful low, responsive bidder was DavCom Electric, Inc. of Orland Park, IL in the amount of \$38,993.00.

Staff recommends awarding the Centennial Park Aquatic Center Variable Frequency Drives bid #18-003 to the low bidder DavCom Electric Inc., of Orland Park, IL for a total bid price of \$38,993.00.

I move to recommend to the Village Board to award bid # 18-003 Centennial Park Aquatic Center Variable Frequency Drives in an amount not to exceed \$38,993.00 to DavCom Electric Inc., of Orland Park, IL.

**A motion was made by Trustee Carroll, seconded by Trustee Gira, that this matter be RECOMMENDED FOR APPROVAL to the Board of Trustees. The motion carried by the following vote:**

**Aye:** 3 - Chairman Calandriello, Trustee Gira, and Trustee Carroll

**Nay:** 0

**2018-0066 2018 Distribution of three Recreation Department Program Guides through the Orland Park Post Office Approval**

Director of Recreation Nancy Flores reported that the Recreation Department has been distributing the Summer, Fall, and Winter/Spring Recreation Program Guides to Orland Park residents through the Orland Park Post Office for the past several years. The distribution through the post office continues to reach over 26,000 active resident addresses. The distribution cost for each season's program guide varies due to the number of pages for each publication. Staff is requesting approval to distribute the three 2018 recreation program guides through the United States Post Office for the budgeted amount of \$21,000.

Chairman Calandriello had comments. (refer to audio file)

I move to recommend to the Village Board to approve the distribution of three 2018 recreation program guides through the United States Post Office for the budgeted amount of \$21,000.

**A motion was made by Trustee Gira, seconded by Trustee Carroll, that this matter be RECOMMENDED FOR APPROVAL to the Board of Trustees. The motion carried by the following vote:**

**Aye:** 3 - Chairman Calandriello, Trustee Gira, and Trustee Carroll



Nay: 0

### **2018-0065 Recreation Department Program Guide - 2018 Summer Program List Approval**

Recreation Director Nancy Flores reported that the lists of recommended programs to be offered in the Recreation Department 2018 Summer Program Guide are attached to the Committee Packet. Included in the lists are contractual costs (over \$20,000) that would need Board approval associated with the summer sessions. These costs are covered by revenue generated through registration fees, and actual costs are dependent on the number of participants registered.

Staff is requesting approval of the recommended programs and payment to the contractual instructors at time of invoicing.

Chairman Calandriello had commented. (refer to audio file)

I move to recommend to the Village Board to approve the recommended programs and payment to the contractual instructors at time of invoicing.

**A motion was made by Trustee Carroll, seconded by Trustee Gira, that this matter be RECOMMENDED FOR APPROVAL to the Board of Trustees. The motion carried by the following vote:**

**Aye:** 3 - Chairman Calandriello, Trustee Gira, and Trustee Carroll

**Nay:** 0

### **2018-0055 Orland Park Health & Fitness Center 29 Piece Selectorized Equipment Purchase Approval**

Recreation Director Nancy Flores reported that the Orland Park Health and Fitness Center opened in the fall of 2001. The selectorized equipment in the fitness center, as well as the multi-station machine in the weight room, was purchased at this time. These pieces are sorely outdated and in need of replacement. Many of the units cannot be repaired, and must be removed from the fitness floor as they become inoperable. The manufacturer has deemed this equipment to be at the "end of life." As a result, parts are no longer available to make repairs.

Staff seeks to replace the fitness center's 32 pieces of selectorized fitness equipment with 29 units which more effectively work the intended muscle groups. Twenty-five pieces of equipment would be purchased through Life Fitness, with an additional four pieces of equipment being purchased through Direct Fitness Solutions. The replacement and upgrade of these key fitness center pieces will attract new members, as well as, better retain and serve the existing membership.

Life Fitness has provided a quote for 25 pieces totaling \$95,974.10. (See quote attached to Committee Packet.) This includes delivery, installation and a trade-in

allowance of \$4,140.00 for the 32 pieces being removed from the Fitness Center. Life Fitness is the sole source provider of Life Fitness/Hammer Strength equipment in the Chicagoland area. (See e-mail attached to Committee Packet) Direct Fitness Solutions (DFS) has provided a quote for four (4) Precor Fitness machines at a cost of \$25,766. (See quote attached to Committee Packet) DFS is authorized as the sole source provider of Precor equipment for the state of Illinois. (See letter attached to Committee Packet.)

Both Life Fitness and Direct Fitness Solutions quotes are part of National Joint Powers Alliance purchase co-op, which ensures best price discounts to both Life Fitness and Precor Products. NJPA pricing provides a 25% discount; Life Fitness provided an additional 5% discount to their quote. The DFS quote for Precor equipment is the lowest price through NJPA.

Staff is requesting approval to purchase 25 pieces of equipment through Life Fitness at a total cost of \$95,974.10 and 4 pieces of equipment through Direct Fitness Solutions for \$25,766, for a total expense of \$121,740.10.

I move to recommend to the Village Board to approve the purchase 25 pieces of selectorized fitness equipment through Life Fitness at a total cost of \$95,974.10;

And

Recommend the purchase of 4 pieces of selectorized fitness equipment through Direct Fitness Solutions for \$25,766, for a total expense of \$121,740.10.

**A motion was made by Trustee Gira, seconded by Trustee Carroll, that this matter be RECOMMENDED FOR APPROVAL to the Board of Trustees. The motion carried by the following vote:**

**Aye:** 3 - Chairman Calandriello, Trustee Gira, and Trustee Carroll

**Nay:** 0

**ADJOURNMENT: 7:03 P.M.**

**A motion was made by Trustee Carroll, seconded by Trustee Gira, that this matter be ADJOURNED. The motion carried by the following vote:**

**Aye:** 3 - Chairman Calandriello, Trustee Gira, and Trustee Carroll

**Nay:** 0

**2018-0124 Audio Recording for the February 5, 2018 Committee Meetings - Public Safety, Finance, and Parks & Recreation.**

**NO ACTION**

**/AS**

Respectfully Submitted,

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**John C. Mehalek, Village Clerk**

## **REQUEST FOR ACTION REPORT**

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File Number:	<b>2018-0118</b>
Orig. Department:	<b>Parks Department</b>
File Name:	<b>Centennial Park Aquatic Center Slide Renovations RFP Award #18-004</b>

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### **BACKGROUND:**

A Request for Proposals was issued on January 16, 2018 for Centennial Park Aquatic Center Slide Renovations by the Parks & Grounds Department. The RFP was opened on January 24, 2018 with four (4) companies submitting proposals. Pricing was requested for the gel coating of eight (8) slide interior riding surfaces, and the exterior painting of eight (8) slides and one (1) water play feature.

Additionally, the proposal includes a maintenance program of the slides and water play feature for the years 2019 and 2020. Staff is recommending awarding RFP #18-004 Centennial Park Aquatic Center Slide Renovations to IPS Water Slides of Sandwich, IL at a cost of \$195,850.00 for the scope of work requested in the RFP. IPS performed a maintenance program for the Village on our slides last season and has been responsive to our needs. References spoke highly of IPS and that they always get the job done with a quality end product.

This agenda item is being considered by the Parks & Recreation Committee and the Village Board of Trustees on the same night.

### **BUDGET IMPACT:**

Funds for the Centennial Park Aquatic Center Slide Renovation RFP #18-004 are budgeted and available in the Centennial Pool accounts.

### **REQUESTED ACTION:**

I move to recommend to the Village Board to award IPS Water Slides Inc. of Sandwich, IL RFP # 18-004 Centennial Park Water Slide renovations in an amount not to exceed \$195,850.00.

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# ORLAND PARK

## RFP Tabulation

RFP Number: 18-004  
 RFP Issue: Jan 16, 2018  
 RFP Opening: Jan 30, 2018

Project Title: CPAC Slide Renovations  
 Department: Parks  
 Addenda: January 25, 2018

BIDDER	GRAND TOTAL BID PRICE	CONTACT INFORMATION
Baynum Painting, Inc.	\$223,300.00	Walter Bowser 942 Saratoga Street Newport, KY 41071 P: 859-516-8377/F: 859-655-7422 Email: walt@baynumpainting.com
IPS Water Slides, Inc.	\$195,850.00	Brad Inman 1305 Briarwood Lane Sandwich, IL 60548 P: 815-482-6726/F: 815-786-2592 Email: ips@indianvalley.com
Dale Cooper LLC, dba Safe Slide Restoration	\$313,750.00	Joe Atherton PO Box 186 Fredericktown, MO 63645 P: 317-437-2217/F: xxx-xxx-xxxx Email: joe@safeslides.com
SlidePros	\$134,244.00	Pam Stepka 23321 MO 96 Oronogo, MO P: 407-312-2317/F: 417-673-2916 Email: pam@slidepros.com

Bids are subject to review for completeness, accuracy, and compliance with all terms and conditions of the bid specifications  
 Prepared by: Denise Domalewski, Purchasing Administrator - Village of Orland Park

**Village of Orland Park RFP Responsiveness Check**

**RFP No. 18-004**

**Project Title: CPAC Slide Renovations**

<b>RFP Requirement</b>	<b>Baynum Painting, Inc.</b>	<b>IPS Water Slides, Inc.</b>	<b>Safe Slide Restoration</b>	<b>SlidePros</b>				
Submitted three (3) sealed hardcopies of the Proposal	<b>v1</b>	<b>v1, v2</b>	√	√				
Included Bid bond for 10%	√	√	√	√				
Submitted a completed Proposal Summary Sheet	√	√	√	<b>v4</b>				
Submitted a completed Affidavit of Compliance	√	√	√	√				
Submitted three (3) references	√	√	√	√				
Submitted signed Insurance Requirements form	√	√	√	√				
Acknowledged Addendum No. 1 issued 01-25-18	√	<b>v3</b>	<b>v3</b>	√				
<b>Grand Total Bid</b>	<b>\$223,300.00</b>	<b>\$195,850.00</b>	<b>\$313,750.00</b>	<b>\$134,244.00</b>				

*\*A check mark in the box indicates inclusion of the required form with the proposal package. A "V#" indicates a variance that will be explained below.*

- v1 - only submitted one copy
- v2 - did not include technical proposal (company qualifications, experience etc.)
- v3 - did not acknowledge addendum
- v4 - included a separate page for maintenance (\$15677) - not clear if this is additional per year or included in summary totals

Prepared by: Denise Domalewski, Purchasing Administrator - Village of Orland Park



# ORLAND PARK

## RFP Tabulation

RFP Number: 18-004  
RFP Issue: Jan 16, 2018  
RFP Opening: Jan 30, 2018

Project Title: CPAC Slide Renovations  
Department: Parks  
Addenda: January 25, 2018

BIDDER	GRAND TOTAL BID PRICE	CONTACT INFORMATION
Baynum Painting, Inc.	\$223,300.00	Walter Bowser 942 Saratoga Street Newport, KY 41071 P: 859-516-8377/F: 859-655-7422 Email: walt@baynumpainting.com
IPS Water Slides, Inc.	\$195,850.00	Brad Inman 1305 Briarwood Lane Sandwich, IL 60548 P: 815-482-6726/F: 815-786-2592 Email: ips@indianvalley.com
Dale Cooper LLC, dba Safe Slide Restoration	\$313,750.00	Joe Atherton PO Box 186 Fredericktown, MO 63645 P: 317-437-2217/F: xxx-xxx-xxxx Email: joe@safeslides.com
SlidePros	\$134,244.00	Pam Stepka 23321 MO 96 Oronogo, MO P: 407-312-2317/F: 417-673-2916 Email: pam@slidepros.com

Bids are subject to review for completeness, accuracy, and compliance with all terms and conditions of the bid specifications  
Prepared by: Denise Domalewski, Purchasing Administrator - Village of Orland Park



**Village of Orland Park RFP Responsiveness Check**

**RFP No. 18-004**

**Project Title: CPAC Slide Renovations**

<b>RFP Requirement</b>	<b>Baynum Painting, Inc.</b>	<b>IPS Water Slides, Inc.</b>	<b>Safe Slide Restoration</b>	<b>SlidePros</b>				
Submitted three (3) sealed hardcopies of the Proposal	<b>v1</b>	<b>v1, v2</b>	√	√				
Included Bid bond for 10%	√	√	√	√				
Submitted a completed Proposal Summary Sheet	√	√	√	<b>v4</b>				
Submitted a completed Affidavit of Compliance	√	√	√	√				
Submitted three (3) references	√	√	√	√				
Submitted signed Insurance Requirements form	√	√	√	√				
Acknowledged Addendum No. 1 issued 01-25-18	√	<b>v3</b>	<b>v3</b>	√				
<b>Grand Total Bid</b>	<b>\$223,300.00</b>	<b>\$195,850.00</b>	<b>\$313,750.00</b>	<b>\$134,244.00</b>				

*\*A check mark in the box indicates inclusion of the required form with the proposal package. A "V#" indicates a variance that will be explained below.*

- v1 - only submitted one copy
- v2 - did not include technical proposal (company qualifications, experience etc.)
- v3 - did not acknowledge addendum
- v4 - included a separate page for maintenance (\$15677) - not clear if this is additional per year or included in summary totals

Prepared by: Denise Domalewski, Purchasing Administrator - Village of Orland Park

## **REQUEST FOR ACTION REPORT**

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File Number:	<b>2018-0122</b>
Orig. Department:	<b>Parks Department</b>
File Name:	<b>Centennial Park Aquatic Center Link Seal Replacement/Repair Bid Award #18-007</b>

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### **BACKGROUND:**

An invitation to bid was issued on February 2nd, 2018 for Centennial Park Aquatic Center Link Seal Replacement & Repair by the Parks & Grounds Department. An addendum to answer questions was posted on February 9th, 2018 with the bid opening on February 16th, 2018. One (1) company submitted a bid. Pricing was requested for the Replacement & Repair of Link Seals at Centennial Park Aquatic Center. The successful low, responsive bidder was Crossroad Construction Inc., of Addison, IL in the amount of \$35,201.00.

Staff recommends awarding the Centennial Park Aquatic Center Link Seal Replacement & Repair bid #18-007 to the low bidder Crossroad Construction, of Addison, IL for a total bid price of \$35,201.00.

This agenda item is being considered by the Parks & Recreation Committee and the Village Board of Trustees on the same night.

### **BUDGET IMPACT:**

Funds for the Centennial Park Aquatic Center Link Seal Replacement & Repair Bid #18-007 are budgeted and available in the Centennial Pool accounts.

### **REQUESTED ACTION:**

I move to recommend to the Village Board to award bid #18-007 Centennial Park Aquatic Center Link Seal Replacement & Repair in an amount not to exceed \$35,201.00 to Crossroad Construction Inc., of Addison, IL.

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# ORLAND PARK

## Bid Tabulation

Bid Number: 18-007  
Bid Issue: 2/2/18  
Bid Opening: 2/16/18

Project Title: CPAC Link Seal Replacement and Repair  
Department: Parks & Grounds  
Addenda: 2/9/2018

BIDDER	GRAND TOTAL BID PRICE	CONTACT INFORMATION
Crossroad Construction, Inc	\$35,201.00	Salvatore Gruttaduro 1044 Republic Drive Addison, IL 60101 P: 630-847-9400/F: N/A Email: tory.crossroad@gmail.com

Bids are subject to review for completeness, accuracy, and compliance with all terms and conditions of the bid specifications  
Prepared by: Nicole Merced, Purchasing Coordinator - Village of Orland Park

**Village of Orland Park Bid Responsiveness Check**

**Bid #: 18-007**

**Project Title: CPAC Link Seal Replacement and Repair**

Bid Requirement	Crossroad Construction, Inc.		
Submitted three (3) sealed hardcopies of the bid	√		
Submitted a completed Bidder Summary Sheet	√		
Submitted a completed Affidavit of Compliance	<b>V1</b>		
Submitted three (3) references	<b>V2</b>		
Submitted signed Insurance Requirements form	√		
Acknowledged Addendum No. 1 issued 02/9/18	√		
Proposed amount	<b>\$35,201.00</b>		

*\*A check mark in the box indicates inclusion of the required form with the proposal package.  
A "V#" indicates a variance that will be explained below.*

*V1: does not participate in apprenticeship and training  
V2: provided 2 references*

Prepared by: Nicole Merced, Purchasing Coordinator - Village of Orland Park



# ORLAND PARK

## Bid Tabulation

Bid Number: 18-007  
Bid Issue: 2/2/18  
Bid Opening: 2/16/18

Project Title: CPAC Link Seal Replacement and Repair  
Department: Parks & Grounds  
Addenda: 2/9/2018

BIDDER	GRAND TOTAL BID PRICE	CONTACT INFORMATION
Crossroad Construction, Inc	\$35,201.00	Salvatore Gruttaduro 1044 Republic Drive Addison, IL 60101 P: 630-847-9400/F: N/A Email: tory.crossroad@gmail.com

Bids are subject to review for completeness, accuracy, and compliance with all terms and conditions of the bid specifications  
Prepared by: Nicole Merced, Purchasing Coordinator - Village of Orland Park

**Village of Orland Park Bid Responsiveness Check**

**Bid #: 18-007**

**Project Title: CPAC Link Seal Replacement and Repair**

Bid Requirement	Crossroad Construction, Inc.		
Submitted three (3) sealed hardcopies of the bid	√		
Submitted a completed Bidder Summary Sheet	√		
Submitted a completed Affidavit of Compliance	<b>V1</b>		
Submitted three (3) references	<b>V2</b>		
Submitted signed Insurance Requirements form	√		
Acknowledged Addendum No. 1 issued 02/9/18	√		
Proposed amount	<b>\$35,201.00</b>		

*\*A check mark in the box indicates inclusion of the required form with the proposal package.  
A "V#" indicates a variance that will be explained below.*

*V1: does not participate in apprenticeship and training  
V2: provided 2 references*

Prepared by: Nicole Merced, Purchasing Coordinator - Village of Orland Park

## **REQUEST FOR ACTION REPORT**

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File Number: **2018-0150**  
Orig. Department: **Parks Department**  
File Name: **Delivery of Rental Equipment**

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### **BACKGROUND:**

Currently, the Recreation Department accepts Rental Delivery requests from residents, local businesses, other governmental agencies and non-profits. The deliveries are scheduled on a weekly basis and performed by the Parks & Grounds staff. The service includes the delivery and pick up of several items such as picnic tables, barricades and super cooker grills (includes cleaning after each use). This service requires significant staff resources that negatively impact other core departmental functions. During the busy summer season, it takes at least one full crew of four people all day Friday to make the deliveries and all day the following Monday to pick up the items.

Currently, rates for these rentals are as follows; Picnic tables (\$8), barricades (\$3) and super cookers (\$50). These rates have been static for many years. These rates do not reflect the actual costs of providing these services. The actual costs are as follows; picnic tables (\$27) per table, barricades (\$36.98) and super cookers (\$90.42). These costs fluctuate up or down depending on the number of staff involved. Staff would recommend to the board to raise the rental rates to reflect the actual costs or to discontinue the service.

### **BUDGET IMPACT:**

None

### **REQUESTED ACTION:**

I move to recommend to the Village Board to increase the rental rates for delivered items to the following amounts: Picnic tables (\$30.00) per table, barricades flat rate of (\$50), (\$10 each if being picked up; with a required deposit) and Super Cookers (\$100) per rental

or

I move to recommend to the Village Board to discontinue the rental of the picnic tables and increase the rental cost of the super cookers to (\$100) and the delivery of barricades to (\$50).

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## **REQUEST FOR ACTION REPORT**

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File Number:	<b>2018-0154</b>
Orig. Department:	<b>Parks Department</b>
File Name:	<b>Centennial Park Aquatic Center Vertical Turbine Pump Replacement Bid Award # 18-010</b>

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### **BACKGROUND:**

An invitation to bid was issued on February 12, 2018, for Centennial Park Aquatic Center Vertical Turbine Pump Replacement by the Parks & Grounds Department. The bid was opened on February 26, 2018, with four (4) companies submitting bids. Individual pricing was requested for the purchase and installation of Five (5) replacement pumps. Individual pricing allows us to have accurate budget numbers for any work that exceeds the current budgeted amount. Funding will allow us to replace Filtration pump #1 and Filtration pump #2. The successful low, responsive bidder was Chicagoland Construction, Inc. of Addison, IL in the amount of \$124,600.00.

Staff recommends awarding the Centennial Park Aquatic Center Vertical Turbine Pump Replacement bid #18-010 to the low bidder Chicagoland Construction, Inc. of Addison, IL for a total bid price of \$124,600.00.

This agenda item is being considered by the Parks & Recreation Committee and the Village Board of Trustees on the same night.

### **BUDGET IMPACT:**

Funds for the Centennial Park Aquatic Center Vertical Turbine Pump Replacement Bid #18-010 are budgeted and available in the Centennial Pool accounts.

### **REQUESTED ACTION:**

I move to recommend to the Village Board to award bid # 18-010 Centennial Park Aquatic Center Vertical Turbine Pump Replacement in an amount not to exceed \$124,600.00 to Chicagoland Construction, Inc. of Addison, IL.

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# ORLAND PARK

## Bid Tabulation

Bid Number: 18-010  
Bid Issue: 2/12/18  
Bid Opening: 2/26/18

Project Title: CPAC Vertical Turbine Pump Replacement  
Department: Parks & Grounds  
Addenda: 2/21/2018

BIDDER	GRAND TOTAL BID PRICE	CONTACT INFORMATION
Spear Corporation	\$214,732.00	Charlie Bartlett 12966 N Country Road 50 W Roachdale, IN 46172 P: 765-522-1126/F: 765-522-1702 Email: cbartlett@spearcorp.com
Chicagoland Construction, Inc	\$229,900.00	Ron Miederer 1050 Republic Drive Addison, IL 60101 P: 331-225-2142/F: N/A Email: chicagoland1@ameritech.net
Schaefges Brothers, Inc.	\$243,400.00	Kenneth Schaefges 851 Seton Ct., Suite 2A Wheeling, IL 60090 P: 847-537-3330/F: 847-537-7439 Email: ken@sbigc.com
Joseph J. Henderson & Son, Inc.	\$399,000.00	David Henderson 4288 Old Grand Avenue Gurnee, IL 60031 P: 847-244-3222/F: 847-244-9572 Email: estimating@jjhenderson.com

Bids are subject to review for completeness, accuracy, and compliance with all terms and conditions of the bid specifications  
Prepared by: Nicole Merced, Purchasing Coordinator - Village of Orland Park

**Village of Orland Park Bid Responsiveness Check**

**Bid #: 18-010**

**Project Title: CPAC Vertical Turbine Pump Replacement**

<b>Bid Requirement</b>	<b>Spear Corporation</b>	<b>Chicagoland Construction, Inc.</b>	<b>Schaeffges Brothers, Inc.</b>	<b>Joseph J. Henderson &amp; Son, Inc.</b>
Submitted three (3) sealed hardcopies of the bid	√	√	√	√
Submitted a bid bond for 10% of the bid price	√	√	√	√
Submitted a completed Bidder Summary Sheet	√	√	√	√
Submitted a completed Affidavit of Compliance	√	√	√	√
Submitted three (3) references	√	√	√	√
Submitted signed Insurance Requirements form	√	√	√	√
Acknowledged Addendum No. 1 issued 02/21/18	<b>V1</b>	√	<b>V2</b>	√
Proposed amount	<b>\$214,732.00</b>	<b>\$229,900.00</b>	<b>\$243,400.00</b>	<b>\$399,000.00</b>

\*A check mark in the box indicates inclusion of the required form with the proposal package.  
A "V#" indicates a variance that will be explained below.

V1: did not acknowledge addendum- price proposal includes prevailing wage

V2: did not acknowledge addendum

Prepared by: Nicole Merced, Purchasing Coordinator - Village of Orland Park

Gary,

Filter 1: \$62,500  
Filter 2: \$62,500  
Flume 1: \$30,000  
Flume 2: \$30,000  
Water Feature: \$29,732

**Total: \$214,732.42**

Thank you.

**Charlie Bartlett**  
**Aquatic Consultant**

t: (765) 522-1126 | t: (800) 642-6640

c: (678) 427-7343

e: [cbartlett@spearcorp.com](mailto:cbartlett@spearcorp.com) | w: [www.spearcorp.com](http://www.spearcorp.com)

On Feb 27, 2018, at 4:22 PM, Gary Couch <[GCouch@orlandpark.org](mailto:GCouch@orlandpark.org)> wrote:

Please break down the individual costs per unit so if all are not updated I have accurate pricing for each unit

On Feb 27, 2018, at 3:42 PM, Charlie Bartlett <[cbartlett@spearcorp.com](mailto:cbartlett@spearcorp.com)> wrote:

Hi Gary,

Sorry for the confusion on the bid documents. Basically, what I did was write the general installation info under each pump including basic plumbing, electrical set up and applying the application to the VFD. The line item I added at the end is all of the miscellaneous, mainly valves, molded pipe fittings (this is a bulk of the cost), , extra materials necessary and electrical labor, conduit etc. The total for the entire pump room, all labor, start-up, operator training, electrical work etc. is the same amount, which is what was submitted (**\$214,732.42**). Again, thank you for your cooperation and we look forward to working with you.

Regards,

**SPEAR**  
—CORPORATION—

**Charlie Bartlett**  
**Aquatic Consultant**

t: (765) 522-1126 | t: (800) 642-6640

c: (678) 427-7343

e: [cbartlett@spearcorp.com](mailto:cbartlett@spearcorp.com) | w: [www.spearcorp.com](http://www.spearcorp.com)

a: 12966 North CR 50 West, Roachdale, IN 46172



**Upcoming CPO Classes**

**March 7-8 – Roachdale, IN @ Spear Corporation \*Lunch Included Both Days**

**April 11-12 – Roachdale, IN @ Spear Corporation \*Lunch Included Both Days**

**From:** Gary Couch [<mailto:GCouch@orlandpark.org>]

**Sent:** Tuesday, February 27, 2018 9:34 AM

**To:** Charlie Bartlett <[cbartlett@spearcorp.com](mailto:cbartlett@spearcorp.com)>

**Cc:** Nicole Merced <[NMerced@orlandpark.org](mailto:NMerced@orlandpark.org)>

**Subject:** ITB 18-010

Good morning , in reviewing the bid submissions from yesterday I have several questions about you bid.

1. You have created a separate category of Miscellaneous (electrical, plumbing and valves) that totals out to \$39,732. Each pump you additionally listed parts and electrical are these different electrical and part requirements? What specifically are these funds purchasing ?
2. Is the dollar amount that you created in this category strictly for the Water play Feature pump under which it is listed?
3. If the dollar amount is for all the pumps what is the breakdown for each pump? What does each include?

Please let me know your answers as soon as possible .

Respectfully

*Gary*

Gary W. Couch, Jr., Director of Parks & Grounds, CPRP  
Village of Orland Park 14700 Ravinia Ave, Orland Park, IL 60462  
PH 708-403-6241 fax: 708-403-6292 [gcouch@orlandpark.org](mailto:gcouch@orlandpark.org)  
<image001.png> <image002.jpg>

## **REQUEST FOR ACTION REPORT**

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File Number: **2018-0157**  
Orig. Department: **Parks Department**  
File Name: **Park Court Repairs #18-008 Bid Award**

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### **BACKGROUND:**

An invitation to bid was issued on February 13, 2018 for the repair of tennis, basketball and in-line hockey courts at Veterans Park and Treetop Park. The bid was opened on February 27th, 2018 with two companies submitting bids. The only bidding companies were U.S. Tennis Court Construction Company, of Lockport, IL and 10-S Court Solutions of Lake Forest, IL. The Village has worked quite extensively with U.S Tennis in the past and they have always provided a quality product. The Village has never worked with 10-S Court Solutions, however after checking with their references, they have a good reputation of performing quality work and completing jobs in a timely manner. Bids submitted from U.S. Tennis for repairs are as follows; Veterans Park \$280,000.00 and Treetop Park \$87,500.00 (Total \$367,500.00). Bids submitted from 10-S Court Solutions for repairs are as follows; Veterans Park \$75,000.00 and Treetop Park \$50,000.00 Treetop fencing alternative \$12,500 (Total \$137,500).

### **BUDGET IMPACT:**

Funds are budgeted for court repair in Parks & Grounds Accounts for FY2018

### **REQUESTED ACTION:**

I move to recommend to the Village Board to award bid Park Court Repairs #18-008 to 10-S Court Solutions from Lake Forest, IL, in an amount not to exceed \$137,500.00 for specified repair work at Veterans and Treetop Parks

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# ORLAND PARK

## Bid Tabulation

Bid Number: 18-008  
 Bid Issue: February 13 ,2018  
 Bid Opening: February 27, 2018 11 am

Project Title: Park Court Repairs  
 Department: Parks & Grounds  
 Addenda:

BIDDER	GRAND TOTAL BID PRICE	CONTACT INFORMATION
U.S. Tennis Court Construction Company	Veterans Park \$280,000* Voluntary alternate bid based on contractor provided specs Treetop Park Court & Fence Repair \$87,500	Michael Laniosz 204 Industrial Drive Lockport, IL 60441 P: 815-588-3700/F:815-588-3707 Email: ustenniscourt@gmail.com
10-S Court Solutions	Veterans Park \$75,000 Treetop Tennis Court \$50,000 Treetop Fencing \$12,500	Alexandra (Alex) Webb 736 N Western Ave Lake Forest, IL 60045 P: 773-598-5980/F:xxx-xxx-xxxx Email: alex@sportsurfacepros.com
		name address city, st zip P: xxx-xxx-xxxx/F:xxx-xxx-xxxx Email:
		name address city, st zip P: xxx-xxx-xxxx/F:xxx-xxx-xxxx Email:
		name address city, st zip P: xxx-xxx-xxxx/F:xxx-xxx-xxxx Email:

Bids are subject to review for completeness, accuracy, and compliance with all terms and conditions of the bid specifications  
 Prepared by: Denise Domalewski, Purchasing Administrator - Village of Orland Park

Village of Orland Park Bid Responsiveness Check

Bid #: 18-008

Project Title: Park Court Repairs

Bid Requirement	U.S. Tennis Court Construction Company	10-S Court Solutions						
Submitted three (3) sealed hardcopies of the bid	√	√						
Submitted a bid bond for 10% of the bid price	√	√						
Submitted a completed Bidder Summary Sheet	√	√						
Submitted a completed Affidavit of Compliance	√	√						
Submitted three (3) references	√	√						
Submitted signed Insurance Requirements form	√	√						

\*A check mark in the box indicates inclusion of the required form with the proposal package. A "V#" indicates a variance that will be explained below.

Prepared by: Denise Domalewski, Purchasing Administrator - Village of Orland Park



# ORLAND PARK

## Bid Tabulation

Bid Number: 18-008  
 Bid Issue: February 13 ,2018  
 Bid Opening: February 27, 2018 11 am

Project Title: Park Court Repairs  
 Department: Parks & Grounds  
 Addenda:

BIDDER	GRAND TOTAL BID PRICE	CONTACT INFORMATION
U.S. Tennis Court Construction Company	Veterans Park \$280,000* Voluntary alternate bid based on contractor provided specs Treetop Park Court & Fence Repair \$87,500	Michael Laniosz 204 Industrial Drive Lockport, IL 60441 P: 815-588-3700/F:815-588-3707 Email: ustenniscourt@gmail.com
10-S Court Solutions	Veterans Park \$75,000 Treetop Tennis Court \$50,000 Treetop Fencing \$12,500	Alexandra (Alex) Webb 736 N Western Ave Lake Forest, IL 60045 P: 773-598-5980/F:xxx-xxx-xxxx Email: alex@sportsurfacepros.com
		name address city, st zip P: xxx-xxx-xxxx/F:xxx-xxx-xxxx Email:
		name address city, st zip P: xxx-xxx-xxxx/F:xxx-xxx-xxxx Email:
		name address city, st zip P: xxx-xxx-xxxx/F:xxx-xxx-xxxx Email:

Bids are subject to review for completeness, accuracy, and compliance with all terms and conditions of the bid specifications  
 Prepared by: Denise Domalewski, Purchasing Administrator - Village of Orland Park

Village of Orland Park Bid Responsiveness Check

Bid #: 18-008

Project Title: Park Court Repairs

Bid Requirement	U.S. Tennis Court Construction Company	10-S Court Solutions						
Submitted three (3) sealed hardcopies of the bid	√	√						
Submitted a bid bond for 10% of the bid price	√	√						
Submitted a completed Bidder Summary Sheet	√	√						
Submitted a completed Affidavit of Compliance	√	√						
Submitted three (3) references	√	√						
Submitted signed Insurance Requirements form	√	√						

\*A check mark in the box indicates inclusion of the required form with the proposal package. A "V#" indicates a variance that will be explained below.

Prepared by: Denise Domalewski, Purchasing Administrator - Village of Orland Park

**REQUEST FOR ACTION REPORT**

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File Number:	<b>2018-0136</b>
Orig. Department:	<b>Recreation Department</b>
File Name:	<b>Concession Services - Athletic Fields, Centennial Park Aquatic Center, and Village Special Events</b>

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**BACKGROUND:**

On January 30, 2018, the Village issued a request for proposals for Village concession services at Centennial Park, John Humphrey Complex, the Centennial Park Aquatic Center and approximately two (2) Village special events with a deadline of February 15, 2018. A pre-proposal meeting was held on February 6, 2018, to allow bidders to view each Village concession facility. Sealed bids were due by 11:00 a.m., February 15, 2018.

Proposals were received from RV Concessions, Robert McCarthy (formerly Big Jims Catering Inc.), the Bennet-Curtis House, and Just a Dash Catering. All except RV Concessions attended the pre-proposal meeting and tour. The attached proposal certification summary sheet and evaluation criteria document provide details on the proposals.

RV Concessions currently operates in 8 Park District Concessions operations. This includes ball fields, water parks, and the Sportsman’s Golf Course in Northbrook. In 2017, RV Concessions operated the ballfield operations for the Village’s Centennial Park and John Humphry Complex. In addition, RV Concessions owns and operates Rocco Vino’s in Orland Park, and has been a Taste of Orland Park restaurant since 2012. RV Concessions proposes a 5% net commission for ballfield stands and a 10% commission of the Centennial Park Aquatic Center’s concession operations. Staff’s experience with RV Concessions at the fields in 2017 has been positive. Cleanliness of both the Centennial and JHC stands has been excellent, as have staff’s service and responsiveness to village requests.

On February 22, 2018, staff met with the president and vice-president of RV Concessions to review menu options, pricing, service, staffing financial reporting and special events. Staff found RV Concessions to be engaging and open minded to menu additions/alterations, as well as to establishing tournament pricing for local organization tournaments held at Centennial and JHC. Based on years of experience, previous season performance, and commission structure, the interview team recommends awarding the Village concession contract to RV Concessions for three years, 2018-2020, with an option to renew for two additional years.

**BUDGET IMPACT:**

RV Concessions proposes a 5% net commission for ballfield stands and a 10% commission of the Centennial Park Aquatic Center’s concession operations.

**REQUESTED ACTION:**

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I move to recommend to the Village Board to approve awarding the concessions services to RV Concessions for a three year contract, 2018 - 2020, with an option to renew for two additional years at the Village's sole discretion.

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**Village of Orland Park RFP Responsiveness Check**

**RFP No. 18-006**

**Project Title: Concession Services**

<b>RFP Requirement</b>	<b>Robert McCarthy Concessions</b>	<b>Just A Dash Catering</b>	<b>RV Concessions LLC</b>	<b>Bennett-Curtis House</b>		
Submitted five (5) sealed hardcopies of the Proposal	√	√	√	√		
Submitted a completed Proposal Summary Sheet	√	√	√	√		
Submitted a completed Affidavit of Compliance	√	<b>v1</b>	√	√		
Submitted three (3) references	√	√	√	√		
Submitted signed Insurance Requirements form	√	√	√	√		
Submitted Technical Proposal (experience, operating history, qual, price/commission structure)	√	<b>v2</b>	√	√		

*\*A check mark in the box indicates inclusion of the required form with the proposal package. A "V#" indicates a variance that will be explained below.*

- v1 - signed but did not complete form
- v2 - did not provide any commission structure

Prepared by: Denise Domalewski, Purchasing Administrator - Village of Orland Park

VENDOR: RV Concessions

DATE: 2-27-18

CRITERIA	Pts. Available	RFP Review Grade	Interview Grade	Highest Score
Percentage and/or guaranteed revenue proposal to Village	20	18		
Menu offerings	20	20		
Pricing of menu items	20	20		
Proposed staffing plans	10	10		
Supervision structure & plan	10	10		
Daily sanitation plan for operational hours and closings	10	10		
Book keeping and financial records submitted to Village	10	9		
<b>Total Points</b>	<b>100</b>	<b>97</b>		
<b>INTERVIEW POINTS</b>				
Proponents presentation/ability to answer questions during interview	25	n/a		
<b>Total</b>	<b>125</b>	<b>97</b>		

EVALUATORS: Nancy Flores, Kurt Heinlen, Ray Piattoni



VENDOR: Bennett-Curtis House

DATE: 2-27-18

CRITERIA	Pts. Available	RFP Review Grade	Interview Grade	Highest Score
Percentage and/or guaranteed revenue proposal to Village	20	20		
Menu offerings	20	20		
Pricing of menu items	20	20		
Proposed staffing plans	10	7		
Supervision structure & plan	10	6		
Daily sanitation plan for operational hours and closings	10	10		
Book keeping and financial records submitted to Village	10	8		
<b>Total Points</b>	<b>100</b>	<b>91</b>		
<b>INTERVIEW POINTS</b>				
Proponents presentation/ability to answer questions during interview	25	n/a		
<b>Total</b>	<b>125</b>	<b>91</b>		

EVALUATORS: Nancy Flores, Kurt Heinlen, Ray Piattoni

VENDOR: Just A Dash Catering

DATE: 2-27-18

CRITERIA	Pts. Available	RFP Review Grade	Interview Grade	Highest Score
Percentage and/or guaranteed revenue proposal to Village	20	0		
Menu offerings	20	12		
Pricing of menu items	20	12		
Proposed staffing plans	10	4		
Supervision structure & plan	10	0		
Daily sanitation plan for operational hours and closings	10	0		
Book keeping and financial records submitted to Village	10	0		
<b>Total Points</b>	<b>100</b>	<b>28</b>		
<b>INTERVIEW POINTS</b>				
Proponents presentation/ability to answer questions during interview	25	n/a		
<b>Total</b>	<b>125</b>	<b>28</b>		

EVALUATORS: Nancy Flores, Kurt Heinlen, Ray Piattoni

VENDOR: Robert McCarthy

DATE: 2-27-18

CRITERIA	Pts. Available	RFP Review Grade	Interview Grade	Highest Score
Percentage and/or guaranteed revenue proposal to Village	20	20		
Menu offerings	20	10		
Pricing of menu items	20	18		
Proposed staffing plans	10	10		
Supervision structure & plan	10	6		
Daily sanitation plan for operational hours and closings	10	2		
Book keeping and financial records submitted to Village	10	5		
<b>Total Points</b>	<b>100</b>	<b>71</b>		
<b>INTERVIEW POINTS</b>				
Proponents presentation/ability to answer questions during interview	25	n/a		
<b>Total</b>	<b>125</b>	<b>71</b>		

EVALUATORS: Nancy Flores, Kurt Heinlen, Ray Piattoni

## REQUEST FOR ACTION REPORT

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File Number: **2018-0128**  
Orig. Department: **Recreation Department**  
File Name: **Sportsplex Woodway Treadmill Model 4 Front with TV Purchase Approval**

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### **BACKGROUND:**

On November 16, 2015, staff presented the Sportsplex Market Segmentation to the Recreation Committee and provided copies of the report to the Board of Trustees. The report included a summary of the community and Sportsplex membership demographics, an overview of the Sportsplex facility amenities, a full inventory of the fitness center equipment including current conditions of each piece, an overview of the feedback gleaned from the past two Sportsplex customer surveys, financial data and Capital projects/purchases, and a recommendation for future improvements and investment based on feedback and analysis.

Staff reviewed the findings of the report with the committee which identified the Sportsplex as a high-quality; mid-tier fitness facility providing a range of equipment options that satisfies the diverse needs of members. While several tiers of equipment are offered, it is prudent to maintain a consistency by type in each tier to provide users with the desired familiarity. In 2016, staff replaced two of the four original Woodway treadmills from the Sportsplex opening 17 years ago. The equipment recommendation that is being considered tonight is aligned with the goal of maintaining the position of Sportsplex in its market segment as described in the report.

See Appendix A: Sportsplex Equipment pages 34-35 in the Sportsplex Market Segmentation Report for photos of equipment.

Woodway treadmills are unique because they utilize an internationally patented slat-belt system that was designed by specialists from the Institute of Cardiovascular and Sports Medicine in Cologne, Germany. Due to patents held by Woodway USA, Inc., no other company can offer a comparable running surface or system on their treadmills. Woodway USA, Inc. is the only manufacturer and distributor of the Woodway treadmill. No other distributor has access to sell Woodway in the United States without the written consent of Woodway USA, Inc. (See attached Sole Source letter.) These unique treadmills have individual T-slats and ball bearing transportation system, which allows for less stress on the user's joints, muscles, and tendons. These treadmills have a life expectancy of 150,000 running miles.

Sportsplex staff is requesting to purchase two (2) Woodway Model 4 treadmills with 19" HDTV attachment, at a cost of \$10,650.00 each. The Integrated PVS TV kit would be \$1,199.00 each; shipping and installation is \$976.00. Staff will trade in the two old units for \$2,305.20, and receive a discount of 10 percent off the purchase price which comes to \$2,369.80. The proposed purchase would include all the equipment, discount, trade-in, and shipping and installation for a total cost of **\$19,999.00**. (See attached quote.)

### **BUDGET IMPACT:**

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These items are budgeted in FY2018 account 283-4007-460180.

**REQUESTED ACTION:**

I move to recommend to the Village Board to approve waiving the bid process for the purchase of two (2) Woodway treadmills from the manufacturer;

And

I move to recommend to the Village Board to approve the purchase of two (2) Woodway treadmills from the manufacturer, Woodway USA, Inc. as outlined in the amount of \$19,999.00.

---



To whom it may concern,

Please accept this letter as sole source documentation for products manufactured by WOODWAY USA, Inc.

Woodway treadmills utilizes a Slat Belt system that was designed by specialists from the Institute of Cardiovascular and Sports Medicine in Cologne, Germany. Woodway USA, Inc. is the only company in the USA to utilize this running surface and drive system on their motorized treadmills.

Featuring 3/8" thick vulcanized rubber slats, a wire reinforced toothed belt and pulley and a ball-bearing transportation system featuring precision ball bearings, the design of a Woodway treadmill is unlike the traditional belt-deck design found on most conventional treadmills. These design features of a Woodway treadmill make it the most sustainable, cost-effective treadmill on the market today.

Woodway USA, Inc. is the only manufacturer and distributor of the Woodway Treadmill. No other distributor has access to sell Woodway Treadmills in the United States without the written consent of Woodway USA, Inc.

If you would like further information on WOODWAY treadmills and how they can positively impact your facility, please call 1-800-WOODWAY or visit [www.woodway.com](http://www.woodway.com)

Sincerely,

Douglas G. Bayerlein, President  
WOODWAY USA, Inc.

Enclosure: Detailed Woodway USA, Inc. Sole Source Design Features

## WOODWAY USA, Inc. Sole Source Treadmill Design Features

### **Slat Belt Running Surface**

Comprised of individual aluminum slats with a durable 3/8" rubberized coating. Lasts up to 150,000 miles without being replaced or requiring maintenance.



### **Low Friction Ball Bearing Transportation System**

Dual bearing rails with precision ABEC 1 rated ball bearings. Near frictionless design alleviates wear to electrical components and reduces electrical consumption up to 50%.



### **Non-Slip and Non-Stretch Toothed Drive**

Wire reinforced toothed and v-guide lateral belts combined with toothed drive pulleys provide a non-slip and non-stretch drive component. Grooved idler pulley and roller guides combined with v-guide belt assure proper belt alignment.



Woodway USA  
 W229 N591 Foster Court  
 Waukesha WI 53186  
 USA

Phone: 1-800-966-3929

**Contact:** Deke Kindt  
**Email:** DKindt@Woodway.com  
**Phone:** 414-350-7997  
**Fax:** 262-522-6235

Sales Manager: Deke Kindt

**Date:** 2/6/2018


**Submitted To:**

Deborah Geghen  
 Village of Orland Park  
 14700 Ravinia Avenue  
 Orland Park IL 60462

Phone: 708-403-6285 Fax: 708-403-9212  
 DGeghen@orlandpark.org

**Ship To:**

Village of Orland Park  
 14700 Ravinia Avenue  
 Orland Park IL 60462

Qty.	Description	Unit Cost	Net Cost
2	<b>Model: 4Front</b> <b>Display: STANDARD (LED)</b> <b>Color: Black</b> <b>Voltage: 120V 20A</b> <b>Elevation: 0-15%</b> <b>Speed: 12.5</b> <b>19 Inch HDTV</b>  4DLB3112.C <i>Physical Specifications:</i> Belt Type 60 individual slats 35" W x 76" L x 74" H Energy Efficient Drive System 114 precision ball bearings with 12 roller guides (4mm lateral tolerance) Running Surface Vulcanized Rubber (38-43 shore hardness) Drive Motor 2 hp continuous (5 hp peak) brushless servo Unit Weight 445 lb. (shipping weight 533 lb.)  <i>Standard Performance Features:</i> User Weight Capacity Running 500lb. Walking 800lb. Running Surface Area 22" x 68" Speed Range 0-12.5mph, zero start, 0.1 mph increments Elevation Range 0 - 15% Polar Heart Telemetry / Garmin and Heart Rate Grip USB workout tracking  <i>Upgrades:</i> <b>Color - Black</b> <b>19 Inch HDTV</b>	\$10,650.00	\$21,300.00
	Requirements: 110/120 V power supply (dedicated circuit and NEMA 5-20R outlet receptacle required)   Acknowledgement of power requirement Initial: _____	\$1,199.00	\$2,398.00
	<b>Unit Price</b>	\$11,849.00	\$23,698.00
	<b>Discount</b>	10%	[\$2,369.80]

Subtotal:	\$21,328.20
Trade-in (SN# 4500L01 & 4498L01):	[\$2,305.20]
Freight:	\$976.00
<b>Total:</b>	<b>\$19,999.00</b>



Woodway USA  
W229 N591 Foster Court  
Waukesha WI 53186  
USA

Phone: 1-800-966-3929

**Contact:** Deke Kindt  
**Email:** DKindt@Woodway.com  
**Phone:** 414-350-7997  
**Fax:** 262-522-6235

Sales Manager: Deke Kindt

**Date:** 2/6/2018

**Terms and Special Instructions**

This quote is good for 30 days and applies to payment received via check or wire transfer. Credit cards are also accepted but are subject to an additional Convenience Fee (3% - VISA, MasterCard; 4% - American Express)

**Terms:** Net 30

I accept this quotation: Deborah Geghen

Signed: \_\_\_\_\_

Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Woodway USA  
 W229 N591 Foster Court  
 Waukesha WI 53186  
 USA  
 Phone: 1-800-966-3929

**Contact:** Deke Kindt  
**Email:** DKindt@Woodway.com  
**Phone:** 414-350-7997  
**Fax:** 262-522-6235

Sales Manager: Deke Kindt **Date:** 2/6/2018

**Submitted To:**  
 Deborah Geghen  
 Village of Orland Park  
 14700 Ravinia Avenue  
 Orland Park IL 60462

Phone: 708-403-6285      Fax: 708-403-9212  
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**Ship To:**  
 Village of Orland Park  
 14700 Ravinia Avenue  
 Orland Park IL 60462

Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Is the ship to address correct? Yes  No

Is your delivery location COMMERCIAL or RESIDENTIAL? (Please circle one)

Is there Street or parking to accommodate a 75' tractor/trailer? Yes  No

How close can a tractor/trailer get to the delivery entrance? \_\_\_\_\_

Is there a loading dock? Yes  No

Is there a commercial ramp? Yes  No

If yes: Length: \_\_\_\_\_ Width: \_\_\_\_\_ Number of Turns: \_\_\_\_\_

How many stairs are at the entrance? \_\_\_\_\_ How many landings? \_\_\_\_\_

Is this for ground level? Yes  No

If no: How many stairs to the room? \_\_\_\_\_

Is there a freight elevator? Yes  No

If yes: Length: \_\_\_\_\_ Width: \_\_\_\_\_ Height: \_\_\_\_\_

What is the width of the hallway? \_\_\_\_\_ Are there any tight turns in the hallway? Yes  No

What is the width and height of entry doors into the equipment room? Width: \_\_\_\_\_ Height: \_\_\_\_\_

If double doors, can the center post be removed? Yes  No

What is the width and height of entryways into the equipment room? Width: \_\_\_\_\_ Height: \_\_\_\_\_

Ceilings standard height (8') or higher? Yes  No

Type of flooring in equipment room: \_\_\_\_\_

Please describe anything unusual about your facility that could affect delivery: \_\_\_\_\_

Directions from nearest interstate: \_\_\_\_\_



# MARKET SEGMENTATION REPORT AND RECOMMENDATIONS

VILLAGE OF ORLAND PARK SPORTSPLEX





# Market Segmentation Report and Recommendations

## Village of Orland Park Sportsplex

The Sportsplex Market Segment Report defines a strategy relying on the notion that all consumers are not alike. "A market segment is a distinct collection of people sharing one or more characteristics and thus having similar needs. Certain programs, equipment, services and promotions are more appealing to various groups based on a variety of factors including age, income, gender and behavior. Retention and acquisition effectiveness can be enhanced by adopting segmentation strategies."\* This report is the first step in determining the direction to proceed in and opportunities that are available to the Village of Orland Park Sportsplex.

\*O'Rourke, Bryan, Market Segmentation Improves Competitiveness"; Club Industry magazine



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# Introduction

## *Village of Orland Park Sportsplex*

The Village of Orland Park was incorporated on May 31, 1892. The current residential population is approximately 58,000 people and the village is the retail and restaurant hub of the south suburbs. The village is located approximately 25 miles southwest of downtown Chicago, with train service via Metra’s Southwest Service line. Interstate 55 to the north, Interstate 355 to the west, and Interstate 80 to the south provide easy access to the entire Chicagoland area.

The Sportsplex was established by the Village of Orland Park in 2002 to provide a high-quality fitness facility and community recreation amenity. At that time, the Orland Park market was underserved in the area of fitness and indoor athletics. Within Orland Park and the surrounding area, there is a high demand for indoor recreation facilities and the Sportsplex offers a unique niche with a one-stop facility for athletic programming, gymnasiums, indoor track and soccer fields, fitness center and amenities such as the rock climbing wall – all in a community facility built for use by all-ages.



The Sportsplex is located at 11351 W.  
159<sup>th</sup> Street

Within Sportsplex is the membership-based fitness center with group exercise classes. Recreation programming at Sportsplex is very popular and has included contractual programs through groups such as The Bulls/Sox Academy, Orland Youth Associations, Sky Hawks, Orland Soccer Club, United Gymnastics Academy, etc. The indoor track is available for use by fitness center members and Orland Park residents at no cost with proof of residency. Special events are often held at this facility to welcome the community and visitors.

### *Fitness Center Membership*

Membership in the fitness center provides access to state of the art equipment, the indoor walking track, group exercise classes, childcare and more. A variety of membership types provide customers with options to enroll in a plan that fits their own situation; individual, couple, family, senior, student, employee and corporate memberships are available. Membership demographics and trends are discussed further in Section II of this plan. In recent years, enhanced promotion of the Corporate Membership was offered to Orland Park area businesses interested in partnering with Sportsplex to provide a wellness solution for their employees.

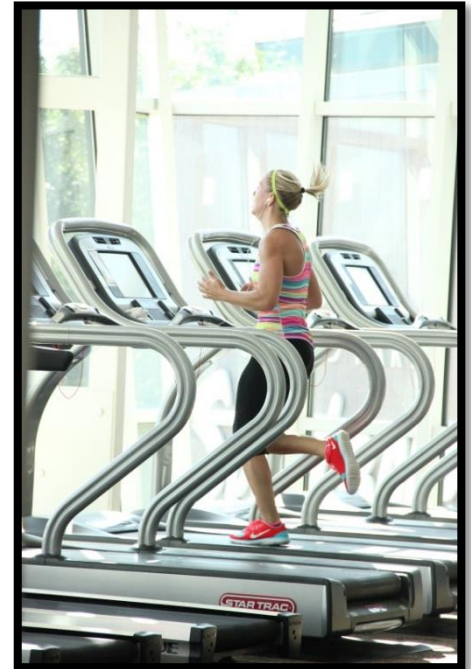


### *Customer Service*

Customer service is of the utmost importance to Sportsplex staff; feedback on the facility is gathered in a variety of forms. The views of customers and suggestions for improvement were formally captured in the 2015 and 2013 surveys and have been utilized as part of this report's analysis. These surveys provide insight into what is important to Sportsplex members and point to areas where Sportsplex is meeting and exceeding the expectations of patrons as well as areas for improvement. Detailed results of these surveys can be found in Section II of this report.

### *Equipment*

The Village has invested in a range of fitness equipment to allow users to select the machines that work best for their abilities. For example, there are a variety of treadmill types; ranging from the most basic to a high-end machine. The basic treadmill features a low tread often desired by older members or those who are working to rehabilitate a knee or leg injury. The high-end treadmill provides a high-tech experience with features including television, smartphone port, varieties of training programs and in the case of the Woodway treadmills, a rubberized slat system that provides a softer, safer experience for advanced treadmill users. A complete inventory of the equipment at Sportsplex, including current conditions of the pieces, is available on pages 16-18 of this report. A map of the facility identifying specific equipment and amenities is provided on page 15 of this report.



### *Future Enhancements*

The Village replaces equipment on an as-needed basis as part of the annual budget process. Facility upgrades and equipment replacement are analyzed by the Recreation and Parks teams throughout the year. The capital plan has, in years past, included funding for equipment through a replacement schedule that takes equipment conditions as well as new technology and industry trends into consideration. An equipment inventory is provided in this report. Possible future projects for facility improvements include the replacement of inefficient lighting, boilers and H.V.A.C. systems and a concept plan to determine the feasibility of an addition to accommodate a lap pool with associated aquatic amenities. Section III of the report also provides financial data related to Sportsplex.

### *The Market Segmentation Report*

A market segmentation report serves as a base in developing a long-term plan for possible enhancements to the facility. The analysis identifies the current and future needs of both the existing and potential users of the Sportsplex. It is anticipated that from this report, a strategy could be developed to identify the competitive advantage of Sportsplex, and address the areas of equipment replacement, facility user needs and communication plans for Sportsplex patrons.



### Regional Fast Facts Population & Demographic

(CMAP, 2010a)

- The Chicagoland seven-county region is projected to grow 25% from the present 8.6 million to 11 million residents by 2040.
- The senior population over 65 in the Chicagoland region is expected to double by 2040.

### Orland Park Fast Facts Population & Demographic

(Nielsen 2011a, 2011b, 2011j)

- Orland Park is projected to grow 21% from the present 56,767 to 72,000 residents by 2030.
- Senior citizens comprise 16.4% of the population, a growing segment which is above the state average of 12.2%.
- The number of children under age 10 decreased by 8.9% from 2000 to 2010.

*Excerpt taken from the  
Village of Orland Park  
2013 Comprehensive Plan*

## Section I: Market Analysis

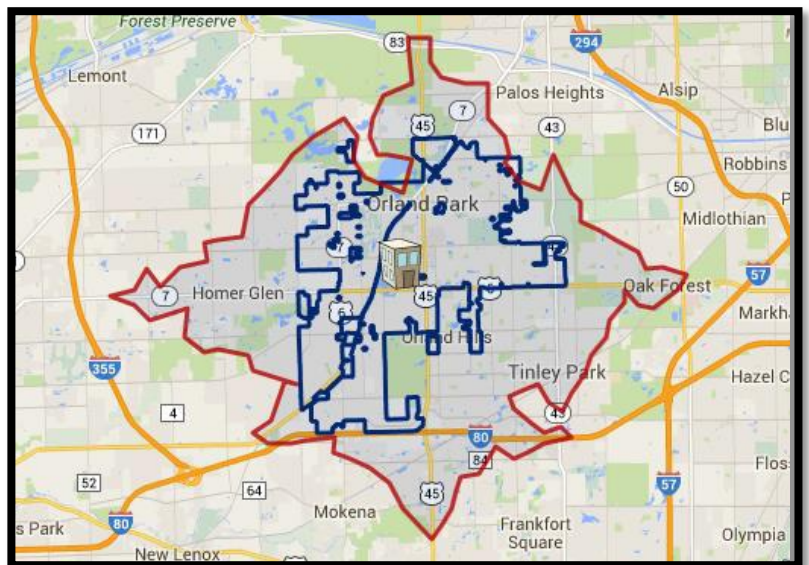
This market analysis includes a review of the demographics of Orland Park and the surrounding area. It identifies the needs and opinions of Sportsplex members through an analysis of demographic data as well as the results of two surveys of Sportsplex members. An overview of the fitness market in Orland Park, an inventory of the fees from similar facilities as well as an inventory of the existing equipment and amenities is provided. The review of these components serves to guide the Village Board as policies for the future of Sportsplex are contemplated.

### Orland Park Trade Area and Demographics

Recreation interests vary and demographics are a good tool for determining potential user interests and needs. Differences in age, geographic location, individual or family status, income level and other measures improve the understanding of potential members or patrons.

An overview of the demographics in Orland Park and within a reasonable distance, generally 3 to 4 miles, from

Sportsplex, is referred to as the trade area. For most people, a fitness or recreation facility must be convenient to home or the workplace, and in some cases, *both*. The primary service area for a fitness facility will ideally be within a 10 minute driving distance. This area for the Orland Park Sportsplex includes potential patrons from Orland Park, Homer Glen, Mokena, Frankfort, Tinley Park, Palos Park and unincorporated Orland Park.







As noted in the Village Comprehensive Plan, Orland Park's population has increased over 10% since the year 2000. The 2010 US Census counts 56,767 residents in the area. Projected changes for 2016 predict a population growth of approximately 3.1%, which is slightly less than the 4.1% growth projected for the United States. Between 2000 and 2010, the number of Orland Park children under the age of 10 decreased by almost 9%, a trend that is expected to continue. Similar to nationwide projections, Orland Park will continue to see an increase in senior populations. By 2016, residents over the age of 65 are expected to increase by 2% and the median household age will increase by three years. Orland Park residents have a significantly higher than average income, as compared to the state and nation. These demographics influence lifestyle choices, activities and the needs of the people.\*

*\*(Nielsen, 2011a, Nielsen 2011b, Nielsen, 2011j, USBC, 2000, and USBC, 2013)*

*Excerpts taken from the Village of Orland Park 2013 Comprehensive Plan*

### Sportsplex Patrons

Though there are many patrons utilizing the Sportsplex for walk-in amenities, programs and events, the most readily accessible data pertaining to customers comes from fitness center memberships and program registrations. Sportsplex membership data is described in the charts in this section of the report. These demographics provide information as to who the current customers are and where there may be an opportunity to grow. Comparing Sportsplex demographics to the larger Orland Park community demographics may also identify areas to focus on for attracting new members to the facility.

The primary service area for the Sportsplex includes many Orland Park residents; however there are also current Sportsplex Members from many of the surrounding suburbs. The Village has historically struck an appropriate balance between serving the Orland Park community and offering a convenient, high-quality alternative for those who live near or work in the Orland Park area. Orland Park, as a center of employment as well as a draw for shopping, dining and entertainment, may make Sportsplex the first choice of non-residents who are seeking a high-quality, affordable fitness environment at a convenient location. The following are highlighted demographic trends from the charts depicted in the following pages.

## OP People Fast Facts 2010

56,767

2010 Population

72,000

2030 Population projection

41.4

Median Age

67%

Current percent of families with no family members under 18

55

Age majority of householders will be by 2016

\$96,092

Average household income

61.9%

Percent of residents with college level or higher education

91.1%

Percent of home ownership

1,997

Property crime incidents per 100,000, compare to 'best places' average of 3,105

20%

Percent above state average for school reading and math scores

96.68%

Percent of households that own at least one car

*(Money Magazine, 2006, Nielsen, 2011a and USBC, 2013)*

*Excerpt taken from the Village of Orland Park 2013 Comprehensive Plan*



Sportsplex has experienced significant growth in 2015 over the prior year especially during the January – April months. This growth equalized from May-August. Seasonal trends are similar from year to year with summer months seeing slower growth. (See chart on page 7)

The most popular membership type is the Resident Senior Membership with a 42% share of the total memberships (866 Resident Senior memberships). This category also holds the lead in members with a 28% share followed by Resident Family members at 22% (866 Resident Senior members, 683 Resident Family members). (See chart on page 8)

Membership types maintain appeal to a broad spectrum of users. The largest categories of members are Orland Park residents. The members, when sorted by age, span across all categories, however one target demographic that is not as well represented is the 30-39 age range. There is a very even split men to women in adult categories. (See chart on pages 9-10)

Sportsplex revenue recaps from 2014:

- Sportsplex served 23,857 open gym patrons, which was an 9% increase from 2013
- Rock wall climbers totaled 3,718, 5% increase from 2013
- Soccer rentals totaled 764, 10% increase from 2013
- 245 party rental bookings, 10% increase from 2013

Members live in Orland Park primarily; however there are significant numbers of members from the unincorporated Orland Park area as well as Homer Glen, and Mokena. The chart on page 11 illustrates the areas represented.



Several surveys of Sportsplex members were produced during the past three years and the feedback has been used to help shape Sportsplex offerings and improvements. A summary of the feedback is available in Section II, page 21, and the surveys are available upon request.

# Market Segmentation Report and Recommendations

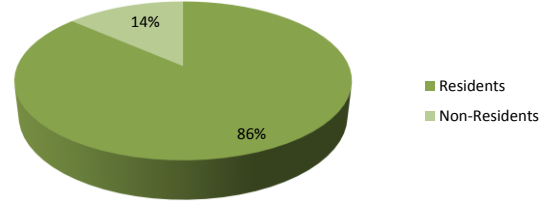


## 2014 All Memberships

Type	Resident Memberships	Percent
Resident-Individual	302	
Resident-Couple	114	
Resident-Family	175	
Resident-Senior	866	
Resident-Student	73	
Employee	224	
Corporate	42	
	1796	86.43% of total memberships

Type	Non-Resident Memberships	Percent
Non Resident-Individual	92	
Non Resident-Couple	32	
Non Resident-Family	36	
Non Resident-Senior	103	
Non Resident-Student	19	
	282	13.57% of total memberships

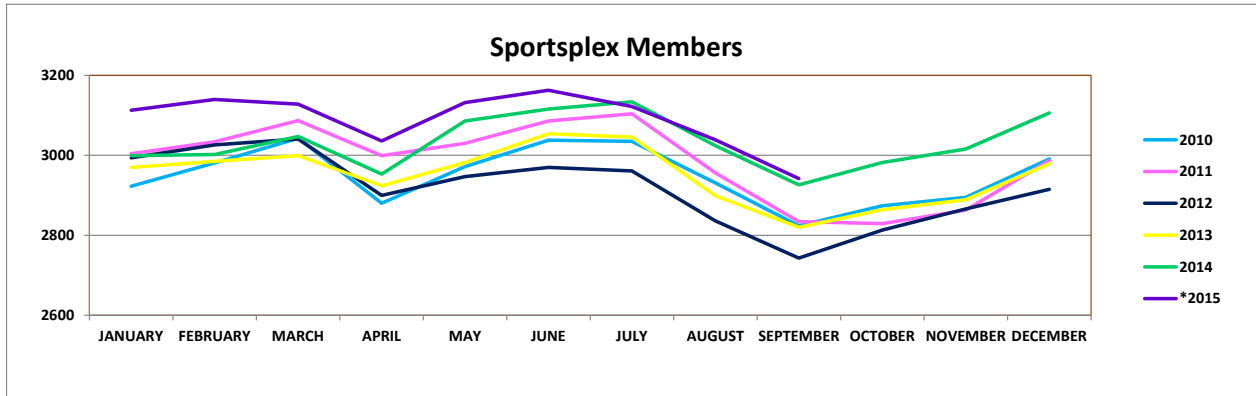
### 2014 Memberships Resident / Non-Resident



## Members 2010-2015

\*2015 As of 10/1/15

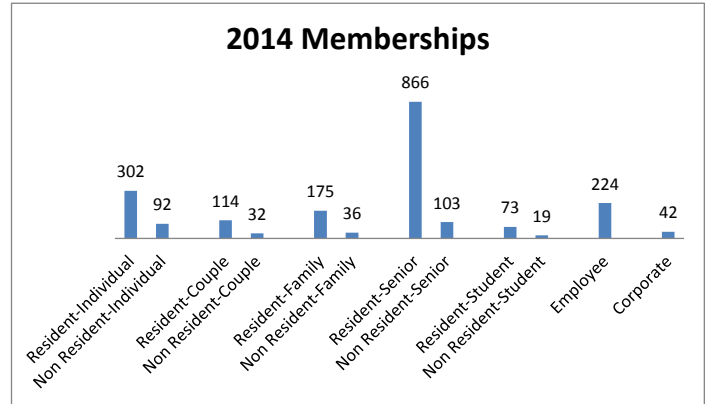
MEMBERS	FISCAL YEAR					
	Month	2010	2011	2012	2013	2014
JANUARY	2923	3004	2994	2970	2999	3113
FEBRUARY	2981	3034	3026	2985	3002	3140
MARCH	3043	3087	3041	2999	3047	3128
APRIL	2880	2999	2900	2924	2953	3036
MAY	2972	3030	2947	2982	3086	3132
JUNE	3038	3086	2970	3054	3116	3163
JULY	3035	3104	2961	3046	3134	3122
AUGUST	2931	2956	2836	2899	3024	3039
SEPTEMBER	2824	2834	2743	2820	2926	2942
OCTOBER	2874	2829	2813	2864	2982	
NOVEMBER	2895	2863	2866	2889	3016	
DECEMBER	2991	2987	2915	2979	3106	





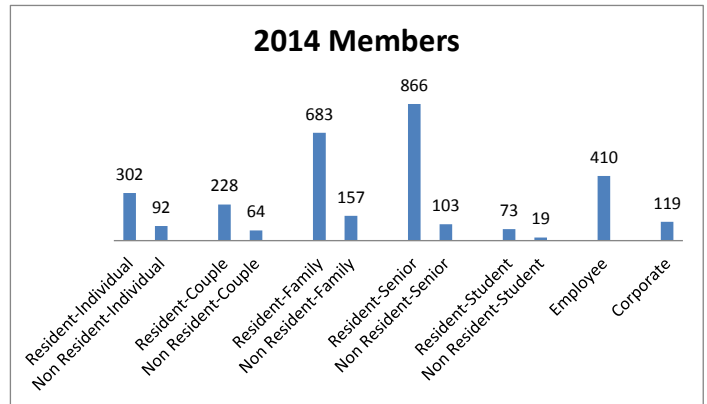
## 2014 Memberships

MEMBERSHIP TYPE	MEMBERSHIPS	% SHARE
Resident-Individual	302	15%
Non Resident-Individual	92	4%
Resident-Couple	114	5%
Non Resident-Couple	32	2%
Resident-Family	175	8%
Non Resident-Family	36	2%
Resident-Senior	866	42%
Non Resident-Senior	103	5%
Resident-Student	73	4%
Non Resident-Student	19	1%
Employee	224	11%
Corporate	42	2%
	2078	100%



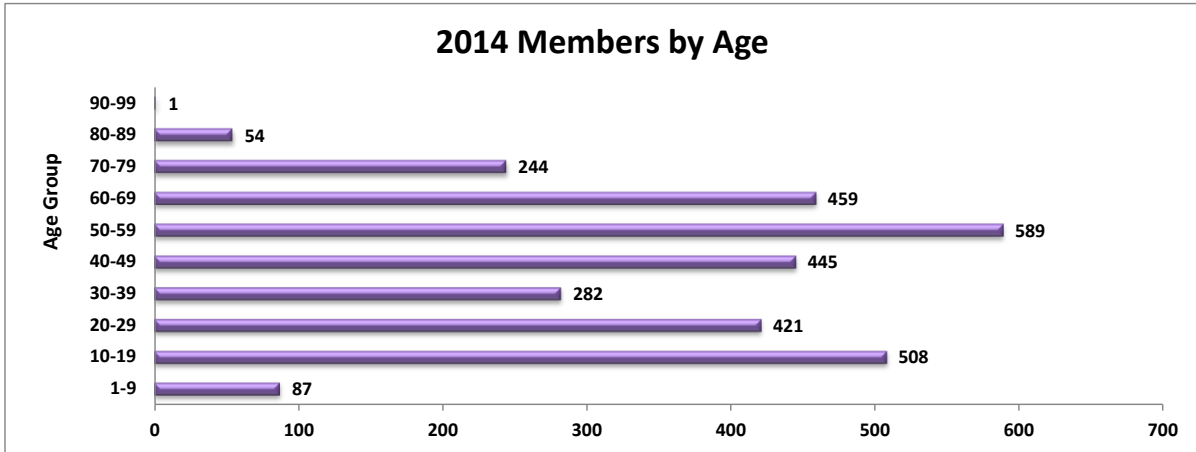
## 2014 Members

MEMBERSHIP TYPE	MEMBERS	% SHARE
Resident-Individual	302	10%
Non Resident-Individual	92	3%
Resident-Couple	228	7%
Non Resident-Couple	64	2%
Resident-Family	683	22%
Non Resident-Family	157	5%
Resident-Senior	866	28%
Non Resident-Senior	103	3%
Resident-Student	73	2%
Non Resident-Student	19	1%
Employee	410	13%
Corporate	119	4%
	3116	100%



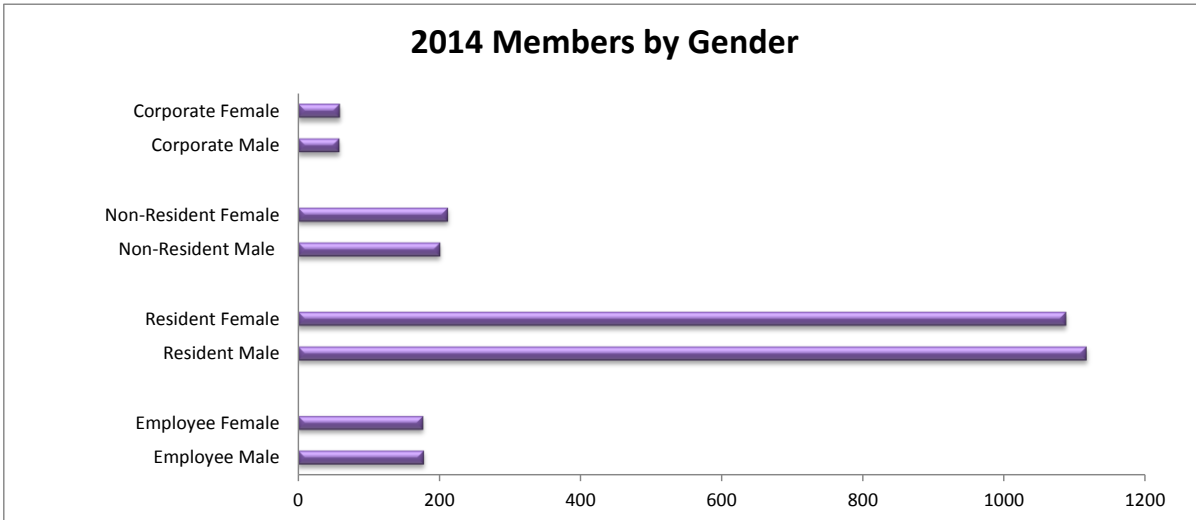
\*Sample data taken June 2014

# Market Segmentation Report and Recommendations



As of 2014:	Age 50+	1347	43.59%
	Under 50	1743	56.41%
		<b>3090</b>	

With almost 44% of members age 50 or over, the Senior Membership will most certainly become an important focus for Sportsplex.



Membership			
Corporate Male	58	49.57%	}
Corporate Female	59	50.43%	
Resident Male	1117	50.66%	}
Resident Female	1088	49.34%	
Non-Resident Male	201	48.67%	}
Non-Resident Female	212	51.33%	
Employee Male	178	50.14%	}
Employee Female	177	49.86%	

Every membership category is split very evenly by gender

## Market Segmentation Report and Recommendations

2014



Gender	Age		Membership Type	Totals	Percentage
	Grouping				
Male	1-9		Employee	4	66.7%
Female	1-9		Employee	2	33.3%
Male	10-19		Employee	36	52.2%
Female	10-19		Employee	33	47.8%
Male	20-29		Employee	39	50.0%
Female	20-29		Employee	39	50.0%
Male	30-39		Employee	18	58.1%
Female	30-39		Employee	13	41.9%
Male	40-49		Employee	28	50.0%
Female	40-49		Employee	28	50.0%
Male	50-59		Employee	34	43.0%
Female	50-59		Employee	45	57.0%
Male	60-69		Employee	7	31.8%
Female	60-69		Employee	15	68.2%
Male	70-79		Employee	11	84.6%
Female	70-79		Employee	2	15.4%
Male	80-89		Employee	1	100%
Female	80-89		Employee	0	0%
Male	90-99		Employee	0	0%
Female	90-99		Employee	0	0%
<b>Male Totals</b>				<b>178</b>	<b>50.1%</b>
<b>Female Totals</b>				<b>177</b>	<b>49.9%</b>
<b>Grand Totals</b>				<b>355</b>	

Gender	Age		Membership Type	Totals	Percentage
	Grouping				
Male	1-9		Resident	30	60%
Female	1-9		Resident	20	40%
Male	10-19		Resident	187	57%
Female	10-19		Resident	141	43%
Male	20-29		Resident	156	56.5%
Female	20-29		Resident	120	43.5%
Male	30-39		Resident	77	41.2%
Female	30-39		Resident	110	58.8%
Male	40-49		Resident	129	42.9%
Female	40-49		Resident	172	57.1%
Male	50-59		Resident	181	43.1%
Female	50-59		Resident	239	56.9%
Male	60-69		Resident	196	52.3%
Female	60-69		Resident	179	47.7%
Male	70-79		Resident	125	57.6%
Female	70-79		Resident	92	42.4%
Male	80-89		Resident	36	70.6%
Female	80-89		Resident	15	29.4%
Male	90-99		Resident	0	0%
Female	90-99		Resident	0	0%
<b>Male Totals</b>				<b>1,117</b>	<b>50.7%</b>
<b>Female Totals</b>				<b>1,088</b>	<b>49.3%</b>
<b>Grand Totals</b>				<b>2,205</b>	

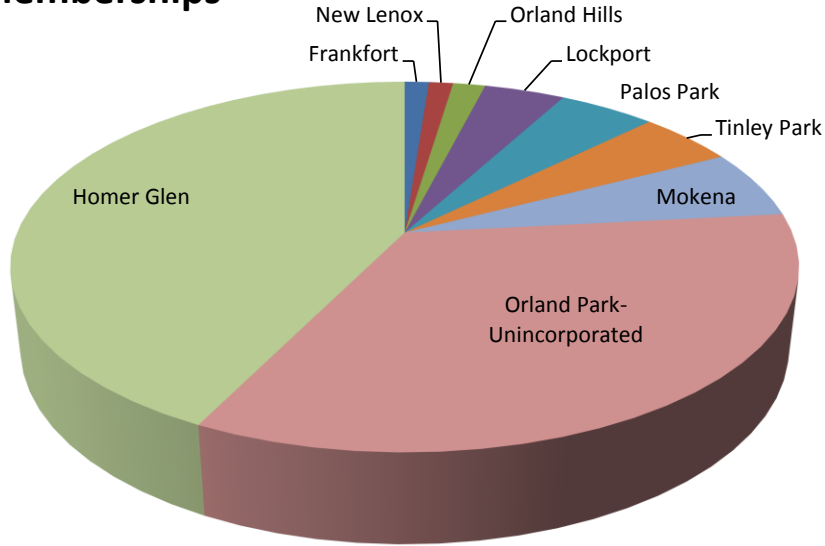
Gender	Age		Membership Type	Totals	Percentage
	Grouping				
Male	1-9		Non-Resident	14	63.6%
Female	1-9		Non-Resident	8	36.4%
Male	10-19		Non-Resident	51	63.0%
Female	10-19		Non-Resident	30	37.0%
Male	20-29		Non-Resident	26	51.0%
Female	20-29		Non-Resident	25	49.0%
Male	30-39		Non-Resident	18	36.0%
Female	30-39		Non-Resident	32	64.0%
Male	40-49		Non-Resident	27	40.3%
Female	40-49		Non-Resident	40	59.7%
Male	50-59		Non-Resident	33	47.8%
Female	50-59		Non-Resident	36	52.2%
Male	60-69		Non-Resident	23	41.1%
Female	60-69		Non-Resident	33	58.9%
Male	70-79		Non-Resident	8	57.1%
Female	70-79		Non-Resident	6	42.9%
Male	80-89		Non-Resident	0	0%
Female	80-89		Non-Resident	2	100%
Male	90-99		Non-Resident	1	100%
Female	90-99		Non-Resident	0	0%
<b>Male Totals</b>				<b>201</b>	<b>48.7%</b>
<b>Female Totals</b>				<b>212</b>	<b>51.3%</b>
<b>Grand Totals</b>				<b>413</b>	

Gender	Age		Membership Type	Totals	Percentage
	Grouping				
Male	1-9		Corporate	7	77.8%
Female	1-9		Corporate	2	22.2%
Male	10-19		Corporate	15	50.0%
Female	10-19		Corporate	15	50.0%
Male	20-29		Corporate	7	43.8%
Female	20-29		Corporate	9	56.3%
Male	30-39		Corporate	5	35.7%
Female	30-39		Corporate	9	64.3%
Male	40-49		Corporate	11	52.4%
Female	40-49		Corporate	10	47.6%
Male	50-59		Corporate	10	47.6%
Female	50-59		Corporate	11	52.4%
Male	60-69		Corporate	3	50.0%
Female	60-69		Corporate	3	50.0%
Male	70-79		Corporate	0	0%
Female	70-79		Corporate	0	0%
Male	80-89		Corporate	0	0%
Female	80-89		Corporate	0	0%
Male	90-99		Corporate	0	0%
Female	90-99		Corporate	0	0%
<b>Male Totals</b>				<b>58</b>	<b>49.6%</b>
<b>Female Totals</b>				<b>59</b>	<b>50.4%</b>
<b>Grand Totals</b>				<b>117</b>	



2014

### Non-Resident Memberships



<b>Municipality</b>	<b>Non-Resident Memberships</b>	<b>Percent</b>
Frankfort	3	1.19%
New Lenox	3	1.19%
Orland Hills	4	1.58%
Lockport	10	3.95%
Palos Park	12	4.74%
Tinley Park	12	4.74%
Mokena	15	5.93%
Orland Park-Unincorporated	86	33.99%
Homer Glen	108	42.69%
Other*	19	7.51%
	253	100.00%

\* Other represents 17 communities that have less than 1% representation.





## Section II: Recreation Centers: Where Sportsplex falls in the Market



The Sportsplex facility is comprised of both a membership-based fitness area as well as more public spaces; such as the gymnasiums with walking track, indoor soccer field, climbing wall, dance/aerobic studio and gymnastics room. Sportsplex spans more than 90,000 square feet bringing recreation programs, group rentals, special events, open gyms and individual programming all together. The facility is open 5:30 a.m. to 10:00 p.m. on weekdays, and Saturdays 7:00 a.m. to 9:00 p.m., Sundays 8:00 a.m. to 8:00 p.m. These hours also accommodate fitness center customers, patrons for open gym, youth and adult sports leagues, Village program participants, party rentals, residents enjoying the walking track, and more.

A childcare area is offered to accommodate members needing care for their children while on-site. Secure locker rooms with towel service are available to members. There are no aquatic amenities at Sportsplex.

The first and second floors are depicted in the map on page 15. The fitness center equipment is outlined in detail to provide an overview of the current resources available to patrons. Equipment is color coded and corresponds to the inventory list on the pages following the map.





## The Business of Fitness

Sportsplex is a community facility that enjoys a solid position in the mid-tier facility category. According to survey responses, members choose Sportsplex over other facilities because of the wide-range of equipment, cleanliness of the facility, customer service and convenience of the location.

To maintain this position in the market, Sportsplex provides an affordable price and offers amenities that appeal to a wide range of ages and interests. The fitness facility, gymnasiums, soccer field, gymnastics and group class studios, childcare and climbing wall are examples of the added amenities Sportsplex relies on to broaden the appeal of membership.

To illustrate the tiers of fitness facilities in our region, descriptions of several are outlined below.  
*Information was attained through the websites of these facilities*

**Base-tier fitness facilities** – Facilities such as Charter Fitness, Orange Theory, and Anytime Fitness offer a value for fitness without the other amenities that are sometimes associated with the fitness facility experience. These facilities typically include cardio fitness, personal training, and free-weights. Some chains offer the opportunity to utilize other locations within their brand; others are franchise locations and operate in a stand-alone fashion.

**Mid-tier fitness facilities** – These facilities provide fitness centers, personal training, group exercise, gymnasium space, childcare, walking tracks and basic locker room space – all at a mid-tier affordable price. Some of the facilities also include a unique or niche amenity, such as aquatics (i.e. pools, steam room, sauna), gymnastic centers, indoor fields or rinks, batting cages, and golf cages.

Orland Park Sportsplex – Added amenities include climbing wall, indoor soccer field, batting and golf cages, gymnastics center and three gymnasiums. Pilates Reformer, yoga classes, personal training and TRX are also offered at Sportsplex. Birthday parties, using a variety of facility amenities, are offered. Childcare in the Kids' Room is available to members.

Tinley Park Park District Bettenhausen Recreation Center –This facility includes a lap pool constructed in the 2013 addition project. It is a 4-lane, 25-yard lap pool offering 17 Aqua Aerobic classes per week as well as lessons. Membership includes group exercise and cycling classes, access to swim lessons, and personal training. Birthday parties and a kids' room for childcare are available.

Joliet Park District Inwood Athletic Club – Includes indoor ice rink and a 25 yard, 8- lane indoor pool used for group classes, open swim, and lessons. Restaurant and skate shop are additional amenities in building. Adjacent building includes gymnasiums and program rooms. The fitness center also has a premier locker room with added amenities. A kids' room for childcare is available.

Oak Brook Park District Fitness Center – Added amenities are adjacent tennis facility, café and aquatics including a 25 foot, 6-lane lap pool and leisure pools with water slides as well as sauna amenity. A kids' room is available.



Downers Grove Park District 4500 Fitness Center – Additional capacity with six gymnasiums, locker rooms have steam room amenity. There are no aquatics at this facility. A kids’ room is available.

**High-end fitness facilities** – In addition to a gymnasium and other base or mid-tier amenities, the following high-end facilities provide resort-like features and services that distinguish themselves. The cost of membership rises appropriately as the service levels increase.

Lifetime Fitness offers top-quality cardio and free-weight equipment, indoor and outdoor pools, a full-service spa, a café that features a healthy menu, group fitness and personal trainers. Programming, including swimming lessons, weight loss programs, kids’ activities and child center, yoga and Pilates classes, squash and racquetball leagues and lessons, plus organized runs.

The Riviera Country Club and Sports Center membership includes Group Fitness Orientation with a certified trainer, personal training, indoor and outdoor tennis, racquetball, wallyball, and basketball courts and group exercise classes. This facility has both an indoor and outdoor pool, access to the health spa features such as whirlpool, sauna, steam, and massage therapy. A café and restaurant are within the facility and a kids’ room is available for childcare.

Midtown Athletic Club in Willowbrook offers indoor tennis facilities, Pilates Reformer and Kinesis studios, kettlebell and TRX training, a cushioned indoor track, indoor pool, steam, sauna and state-of-the-art cardio equipment that’s replaced yearly, services through AthletiCo Sports Medicine and Physical Therapy, a café, pro-shop and full-service spa.

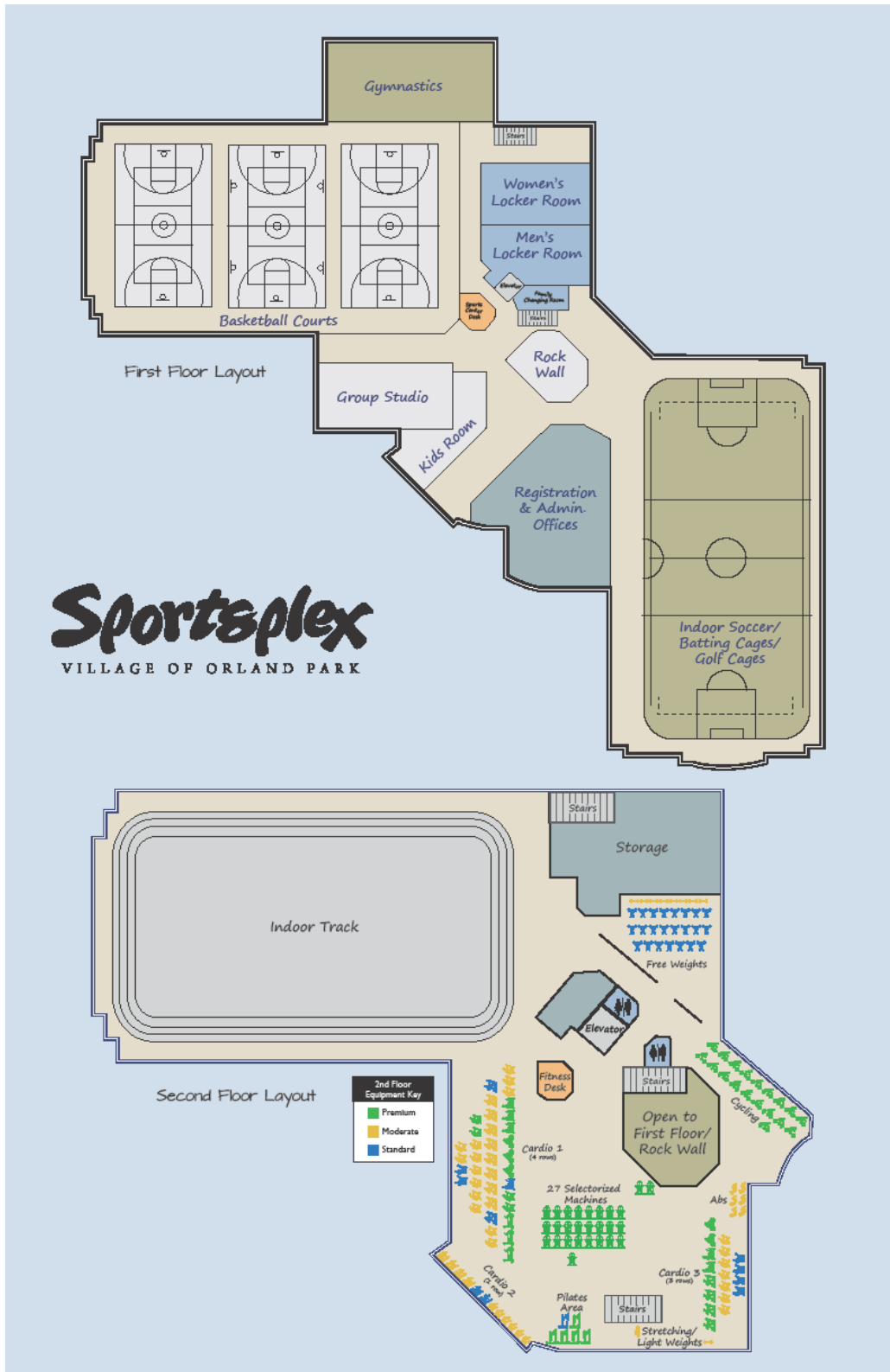
The East Bank Club offers amenities including physical therapy services managed by AthletiCo Sports Medicine and Physical Therapy, an extensive selection of salon and spa services, a complete Pro Shop with boutique and athletic clothing and accessories, child care, a dry cleaner and a car wash. The locker room facilities have day lockers and full-length private lockers, marble-tiled shower and vanity areas, and body care products are available. Members have access to lounge areas, complete with chairs, sofas and televisions, as well as steam rooms, saunas and whirlpools. Sleep rooms are also available.

Palos Health & Fitness Center offers cardiovascular/strength equipment, basketball court, indoor lap and therapy pools, and an indoor walking track. Membership provides group exercise classes including aquatics, fitness assessments and personalized exercise plans. Locker Rooms are equipped with amenities such as a whirlpool, steam room and sauna. A lounge/café area is available with complimentary internet terminals. Additional services include personal training, sports training, a registered dietician for nutrition training, and spa services such as massage, manicures, pedicures, facials, mask treatments, depilatory and body treatments. A Kid’s Club is also available for childcare.





# Orland Park Sportsplex Facility Map





## The Fitness Center

The fitness center area includes a wide range of equipment types to appeal to all users. Equipment is evaluated on ergonomics, construction, ease of use and exercise range as is typical by industry standards.

- Basic users seek straightforward controls and easy access
- Mid-tier users pursue updated features and a wider-variety of uses
- High-end, competitive users seek equipment that offers the latest in technology, durability and support for the most rigorous work-out

An equipment replacement program with updated information and facility improvements are considered annually during the Capital budget process. In 2014 and 2015, funds were allocated to replace certain treadmills, stair climbers, elliptical machines and free-weight equipment in need of replacement. Those items will be brought forward for Village Board consideration following the presentation of this report and are outlined on page 26.

## Equipment

Equipment Grade: color coded corresponding to the Fitness Center Floor Map on previous page:

Blue – Standard, Yellow – Moderate, Green – Premium

Aspects reviewed: Ergonomics, Ease of Use, Construction, Exercise Range, User Safety and Features

Ratings: Poor, Fair, Good, Very Good and Excellent

### Treadmills

Brand/Model	Year of Purchase	Ergonomics	Ease of Use	Construction	User Safety	Current Condition	Features
True Treadmill	2013	Very Good	Excellent	Very Good	Excellent	Very Good	Basic, Low step up, great for seniors and kids, good functions, TV, I-pod.
Life Fitness 9500*	2002	Fair	Fair	Good	Fair	Poor	Older treadmill, requires constant maintenance.
Life Fitness	2009	Good	Good	Very Good	Excellent	Good	Easy to use touch screen, appeals to all ages.
Life Fitness - Integrity	2011	Very Good	Very Good	Excellent	Excellent	Excellent	Easy to use, appeals to all ages
Star Trac	2013	Very Good	Excellent	Very Good	Excellent	Excellent	High tech with features including TV, I-pod port/charger, unique programs offered
Woodway*	2002	Excellent	Excellent	Excellent	Excellent	Poor	Runner preferred treadmill, unique shock absorbing rubberized slat belt system, user-friendly

### Estimated price differential treadmills

True	\$4,500 each
Life Fitness	\$4,500 each
Star Trac	\$6,500 each
Woodway	\$10,000 each

## Market Segmentation Report and Recommendations



### Bikes and seated cardio/rowers

Brand/Model	Year of Purchase	Ergonomics	Ease of Use	Construction	User Safety	Current Condition	Features
Airdyne	2002	Good	Good	Poor	Good	Poor	Appeal to seniors, good for cardiac rehab or physical therapy, arms and legs are not very durable, includes fan feature
Concepts Two	2002	Excellent	Excellent	Excellent	Excellent	Very Good	Good programs for practice, good full body workout, beginner/advanced
Ergometer	2002	Excellent	Very Good	Excellent	Excellent	Very Good	Appeal almost solely to Seniors, good for cardiac rehab, arm rehab, handicapped accessible
NU Steps	2007	Very Good	Excellent	Excellent	Excellent	Very Good	Very unique with seniors, handicap accessible, and good for rehabilitation
Precor	2011	Very Good	Excellent	Good	Excellent	Good	More competitive bike than basic, but not utilized by advanced bikers. Appeals to all ages. Sturdy in stature and durable
Cybox	2011	Excellent	Excellent	Excellent	Excellent	Excellent	Minimal maintenance issues, variety of courses/programs to ride through. Popular with middle-aged members
Octane	2011	Excellent	Excellent	Excellent	Excellent	Excellent	Unique in use of arms and legs, low impact, comfortable, seniors enjoy as it provides a workout that is not overly strenuous
Keiser	2009	Excellent	Very Good	Very Good	Excellent	Very Good	Advanced bikers, great for group classes or individual riding. Various resistance levels.

### Ellipticals

Brand/Model	Year of Purchase	Ergonomics	Ease of Use	Construction	User Safety	Current Condition	Features
Precor*	2002	Good	Good	Good	Good	Fair	Oldest model, no arm usage, and no additional features
Life Fitness*	2002	Fair	Good	Good	Fair	Poor	Frequent maintenance issues, not running well
Precor	2011	Very Good	Very Good	Excellent	Very Good	Excellent	More popular with female members, total body workout, with TV, iPod, and good features
Life Fitness	2013	Excellent	Excellent	Excellent	Excellent	Excellent	Good programs and courses, many advanced features, TV, iPod, appeals more to middle-age range
Cybox Arc Trainer	2005	Very Good	Very Good	Excellent	Excellent	Very Good	Creates a skiing motion, good for thighs and calves, appeals to members of all ages
Precor AMT	2012	Excellent	Excellent	Excellent	Excellent	Very Good	Unique equipment includes both a stepper and elliptical motion combined in one

### Stair climber

Brand/Model	Year of Purchase	Ergonomics	Ease of Use	Construction	User Safety	Current Condition	Features
Stairmaster - (2)*	2002	Good	Good	Good	Good	Very Poor	Core membership following, advanced users, intense workout, and great for building leg strength
Stairmaster - (2)*	2005	Excellent	Very Good	Very Good	Very Good	Poor	(Same as above)

\*Scheduled for replacement 2015

## Market Segmentation Report and Recommendations



### Free Weights and cables

Brand/Model	Year of Purchase	Ergonomics	Ease of Use	Construction	User Safety	Current Condition	Features
Body Master Weight Equipment *	2002	Fair	Poor	Poor	Poor	Poor	This equipment was considered the top tier many years ago, but this company is no longer in business
Hammer Strength*	2002	Excellent	Very Good	Excellent	Very Good	Fair	This equipment is of good quality and is very versatile, it works many body parts, and provides for plate loaded exercises

### Dumbbells/Plates

Brand/Model	Year of Purchase	Ergonomics	Ease of Use	Construction	User Safety	Current Condition	Features
Ivanko*	2002	Good	Fair	Fair	Fair	Poor	Standard brand 5 – 110 lbs. Equipment appeals to all ages

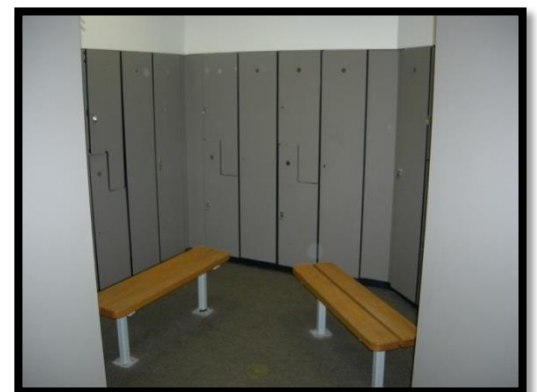
### SelectORIZED machines

Brand/Model	Year of Purchase	Ergonomics	Ease of Use	Construction	User Safety	Current Condition	Features
Life Fitness	2014	Excellent	Excellent	Excellent	Excellent	Excellent	Good for building strength, toning, covers all muscle groups, utilized by members of all ages, very popular amenity



### Locker Rooms

The locker room facilities provide basic lockers with a key/card locking system. Though the locker rooms are clean and well-kept, both women’s and men’s locker rooms have showers that offer only push-button water turn-on with no individual temperature or volume controls available. The men’s locker room provides only for a group shower with no privacy stalls. These features are not in keeping with today’s standard for mid-tier facilities. Both locker rooms have new carpet and well-kept tile. There are no additional amenities in the locker room areas. (Additional photos are available in Appendix B)



\*Scheduled for replacement 2015





# WHO WE ARE.

The Village of Orland Park Sportsplex is not a typical health club. As a municipal recreation facility, our mission is to serve and support you in the pursuit of a healthy lifestyle. Sportsplex offers an array of equipment and employs knowledgeable, certified staff whose focus is to help you achieve your wellness goals.



# VISIT US

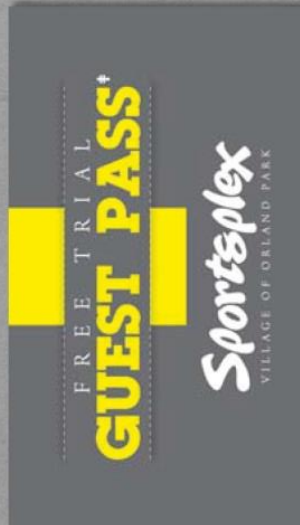
**SPORTSPLEX**  
11351 West 159th Street  
Orland Park, IL 60467  
[www.orlandpark.org](http://www.orlandpark.org)  
P (708) 645.PLAY  
F (708) 364.7234

### FACILITY HOURS:

**Monday – Friday** 5:30AM to 10:00PM  
**Saturday** 7:00AM to 9:00PM  
**Sunday** 8:00AM to 8:00PM

### OFFICE HOURS:

**Monday & Tuesday** 8:00AM to 6:00PM  
**Wednesday – Friday** 8:00AM to 5:00PM  
**Saturday** 9:00AM to 12:30PM



### ORLAND PARK OFFICIALS

**MAYOR** Daniel J. McLaughlin  
**VILLAGE CLERK** John C. Mehalek  
**TRUSTEE** Kathleen M. Fenton  
**TRUSTEE** James V. Dodge  
**TRUSTEE** Patricia A. Gira  
**TRUSTEE** Carole Griffin Ruzich  
**TRUSTEE** Daniel T. Catandriello  
**TRUSTEE** Michael F. Carroll





## MEMBERSHIP CATEGORIES

- INDIVIDUAL\*** Persons 12 years & over
  - COUPLE** 2 persons living in the same household
  - FAMILY\*\*** Includes a total of 5 immediate family members living in the same household. 8 or more see additional family rates
  - SENIOR** Persons 55+
  - STUDENT** Persons attending school full time. Proof of enrollment required
  - TRACK ONLY\*\*\*** Allows member access to track & locker rooms only
- \* 12-13 years must have parent present at all times and must complete mandatory orientation.
- \*\* Immediate family members are defined as parents and their non-adult (24 & under) children residing in the same household.
- \*\*\* The Track Only membership applies to non-residents. Residents will have free access to the track with a Resident ID; Those 8-13 years must have adult supervision.

## SPORTSPLEX AMENITIES INCLUDE:

- No initiation fees
- Personal health assessment, equipment orientation and exercise prescription
- Free weekly group exercise classes
- Full access to over 130 pieces of equipment
- New Life Fitness strength equipment
- Wide variety of treadmills and ellipticals with TV viewing capabilities
- Free towel and locker service
- Men's, women's, & family locker rooms
- Free Friend Fridays!
- 1/10 mile indoor track
- 32 foot climbing wall
- Basketball, volleyball & badminton courts
- Soccer, baseball, & football fields
- Batting and golf cages
- Discounts on a variety of Sportsplex programs
- Kidz Room childcare services (additional fee)

## 12 MONTH MEMBERSHIPS

RESIDENT	MONTHLY*	YEARLY
INDIVIDUAL	\$98.00	\$385.00
COUPLE	\$60.00	\$640.00
FAMILY	\$70.00	\$760.00
ADD'L FAMILY	\$13.00	\$144.00
SENIOR	\$27.00	\$250.00
STUDENT	\$27.00	\$250.00
TRACK ONLY	FREE	FREE
NON-RESIDENT	MONTHLY*	YEARLY
INDIVIDUAL	\$43.00	\$454.00
COUPLE	\$72.00	\$765.00
FAMILY	\$97.00	\$1035.00
ADD'L FAMILY	\$16.00	\$179.00
SENIOR	\$35.00	\$378.00
STUDENT	\$35.00	\$378.00
TRACK ONLY	\$20.00	\$225.00
CORPORATE	MONTHLY*	YEARLY
INDIVIDUAL	\$35.00	\$385.00
COUPLE	\$60.00	\$640.00
FAMILY	\$70.00	\$760.00
ADD'L FAMILY	\$13.00	\$144.00

Corporate benefit package available. Individuals and immediate family members employed or owning a business within the Village of Otland Park. Proof of employment required.

\*Monthly payment for annual contract

## 3 MONTH MEMBERSHIPS

	R	NR	CORP.
INDIVIDUAL	\$152.00	\$192.00	\$172.00
COUPLE	\$240.00	\$320.00	\$260.00
FAMILY	\$280.00	\$420.00	\$312.00
ADD'L FAMILY	\$52.00	\$72.00	\$60.00
SENIOR	\$108.00	\$160.00	-----
STUDENT	\$108.00	\$160.00	-----
TRACK ONLY	FREE	\$80.00	-----

Ask us about our monthly specials.

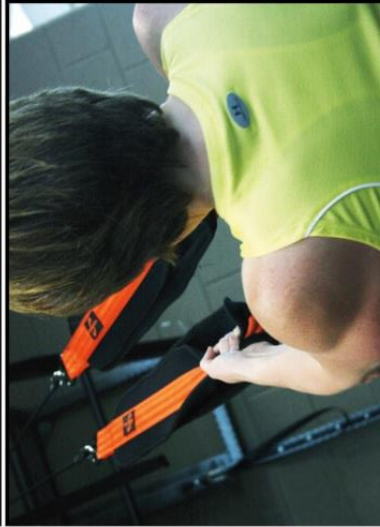
## WHAT WE OFFER.

### PERSONAL TRAINING

Achieve your fitness goals with a specialized program designed just for you by one of our certified personal trainers.

### PILATES REFORMER & TOWER TRAINING

Get a full-body, non-impact workout with Pilates Reformer Training. Groups of six or one on one sessions available. Stop by the Fitness Desk for a tour or to sign up for a free 20 minute session.



### GROUP EXERCISE CLASSES

Join us for one of our 25+ classes each week designed for ages 12 & 13 with a parent or 14 & up and all fitness levels.

### PARTIES AT SPORTSPLEX

A variety of packages are available for kids ages 5+ years including sports, rock climbing, or soccer parties. We'll provide the room and party host, you provide the rest! First come, first serve basis

(10 business days booking notice).





## Sportsplex Member Surveys – 2013 & 2015



Sportsplex surveys were conducted in 2013 and 2015. Surveys were web-based and a direct email was sent to members to request participation.

The 2013 and 2015 Sportsplex surveys yielded an average of 220 respondents. (Full survey results are available upon request.) Both surveys captured the 41-70 years of age demographic with over 60% of respondents being female which reflects our current demographic at the Sportsplex. The surveys mutually concluded that respondents have been members for 5 years or more, live within a 3-10 mile radius from Sportsplex and work-out anywhere from 3-5 days a week.

Together the surveys reported that most respondents joined the Sportsplex for one of the following reasons; to improve health, maintain a healthy lifestyle, take advantage of affordable pricing, utilize a variety of equipment, enjoy the sense of community and family environment, and the convenience of location.

Respondents consistently agreed that the Sportsplex is always clean, however the 2013 survey provided feedback that noted the shower and locker room facilities needed some improvements such as temperature control in the showers, more privacy in the shower area, repairs to the cracked floor tiles, and a general desire to update the locker rooms. Overall, the ranking was still high with an average of 4.2 out of 5 (with 1 being poor and 5 being excellent). In the 2015 survey, there was a slight drop in ranking from the 4.2 in 2013 to 3.9 with percentages spreading more into the average score of 3 based on feedback regarding the showers, locker room, cardio/strength training area and group fitness studio. In response to this feedback, staff and special needs job trainees from Carl Sandburg High School routinely clean the equipment and staff have provided disinfectant in various areas around the facility for members to utilize as needed. The strength training equipment is worn, out of date and does not function well. It is beyond repair and is scheduled for replacement. This also may have contributed to the slight drop in score.

Eighty percent of respondents agreed that the quantity of equipment per area is good. Respondents consistently ranked the condition of equipment as average to excellent with the exception of free weight equipment which scored lower in both categories, but is scheduled for replacement. The Sportsplex attributes that respondents reported are most important are cardio equipment, 69%, convenience to home or

## Market Segmentation Report and Recommendations



work, 68%, strength training equipment, 65%, no hassles, convenient parking, 48%, free weights, 42% and group exercise classes 35%.

When respondents were asked to rank cardio equipment by preference, treadmills and ellipticals were consistently ranked among the top three pieces of equipment. Treadmills rated the highest at 71%, closely followed by ellipticals at 70% of respondents who ranked this equipment as one of their top three choices. Stepmills, upright bikes, recumbent bikes and rowers, were ranked by 33 to 42% of respondents as one of their top three preferred pieces of equipment. The higher percentages on cardio equipment support the survey comments indicating an appreciation of the variety of cardio equipment available. Members have high expectations for the continued equipment maintenance and improvements to support their fitness goals and on-going membership at Sportsplex.

Additional respondent comments addressed the following concerns:

- Desire for more space in the stretch/ab area adjacent to the fitness floor
- Interest in the future additions to the facility such as an additional group exercise room, a pool and locker room improvements as well as aquatic amenities such as sauna, steam room, hot tub
- Advancements in equipment technology to keep up with current developments in the fitness industry

When respondents were asked what their overall satisfaction was with their Sportsplex membership, rankings averaged 8.32 on a scale of 1 to 10 (with 10 being the best).

As in the 2013 survey, the 2015 survey reported that Sportsplex staff maintained high ratings with an average score of 4.0 in friendliness, efficiency, knowledge and telephone communication, on a scale from 1 to 5 with 1 being poor and 5 being excellent. The management team strives year round to improve customer service skills, working with a team that is primarily part-time and inexperienced due to turn-over.





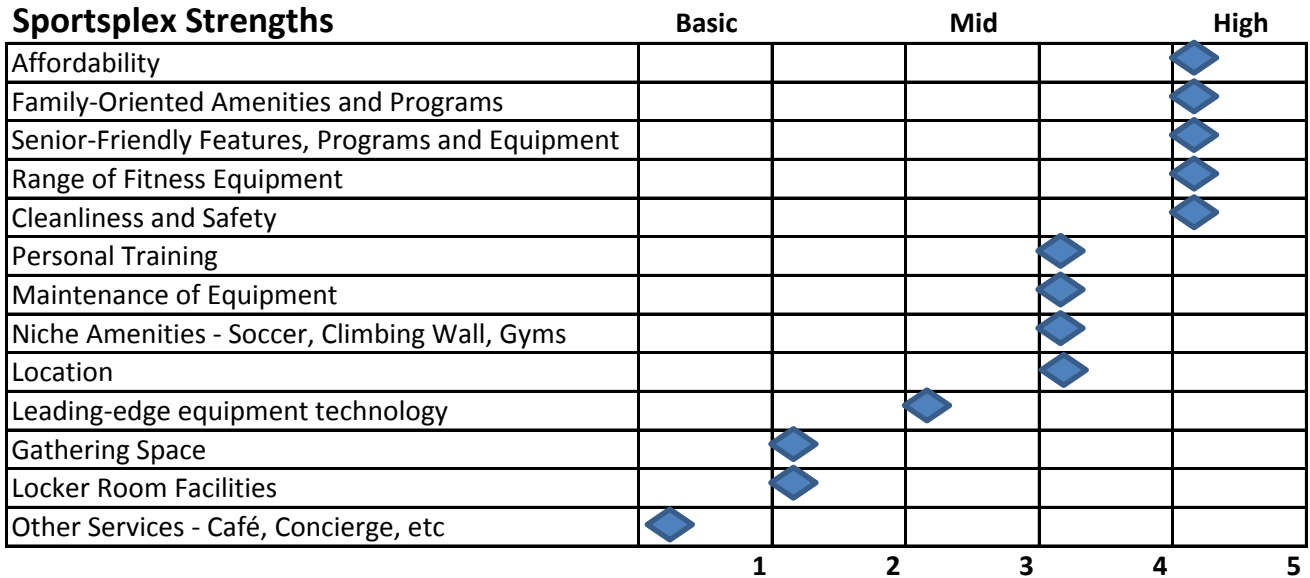
## The Strengths of Sportsplex

Through review of the feedback from Sportsplex members and by comparing this facility with others from our region, the principal strengths of Sportsplex are identified and rated below. Sportsplex is solidly performing as a mid-tier facility with high quality offerings in facility amenities, classes and equipment.

The sense of community in Sportsplex is predominant in the member feedback provided through surveys. The first floor is open to both members and non-members alike and patrons are welcome to move about the first floor openly, even taking advantage of the lounge area with free coffee service. Visitors may be in the facility to attend a class, open gym, birthday party or a soccer, basketball, volleyball or gymnastics activity. Only a portion of the second floor is restricted to members as the indoor walking track also welcomes non-members and is open free for residents with identification.

Based on the feedback from surveys, it appears that Sportsplex is meeting the needs of the target membership demographic and will continue to do so with on-going investment in maintaining its position in the market.

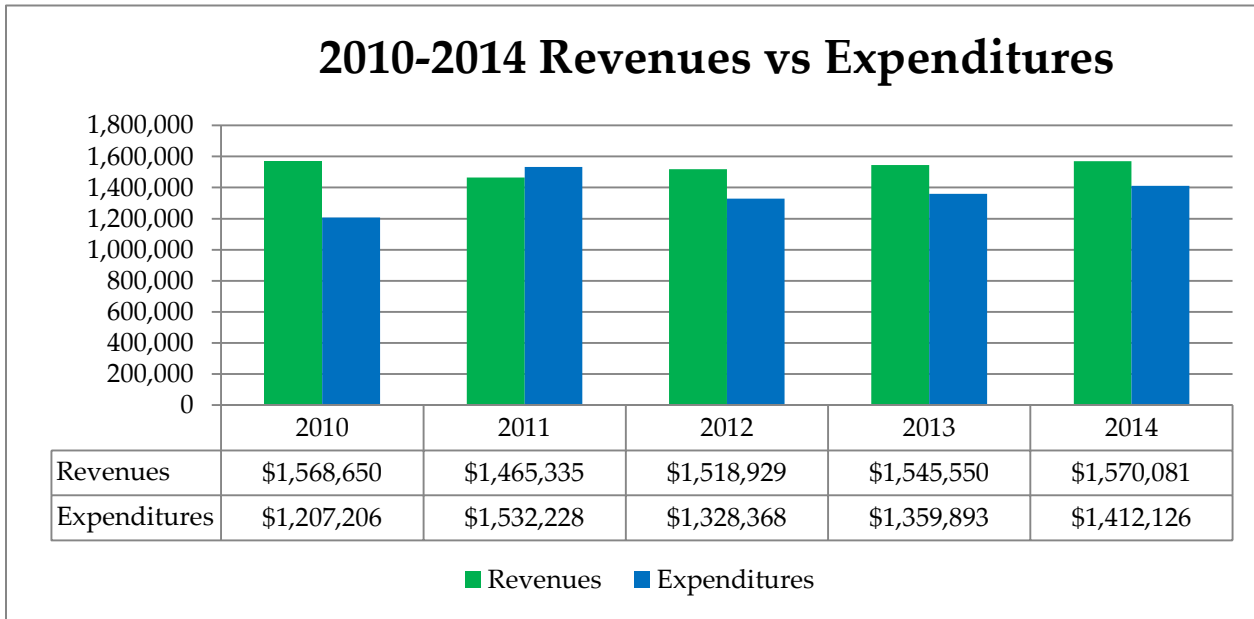
### Sportsplex Strengths





## Section III: Sportsplex Financial Data

### 2010-2014 Revenues & Expenditures



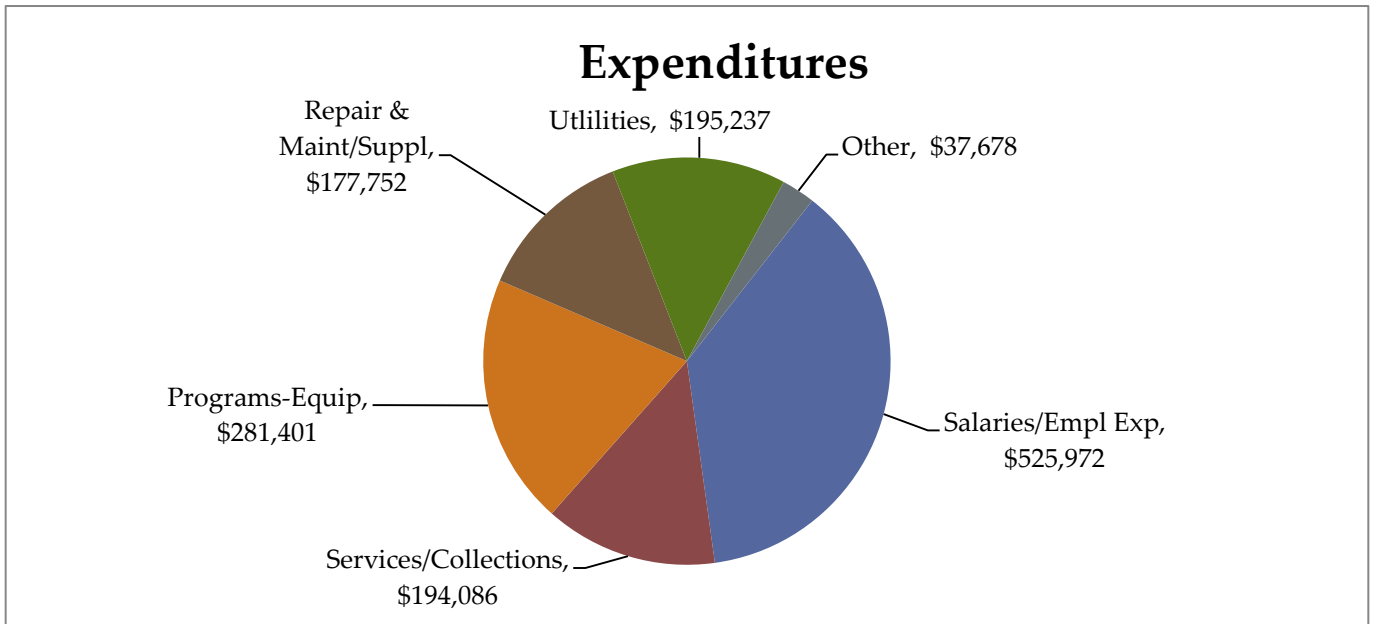
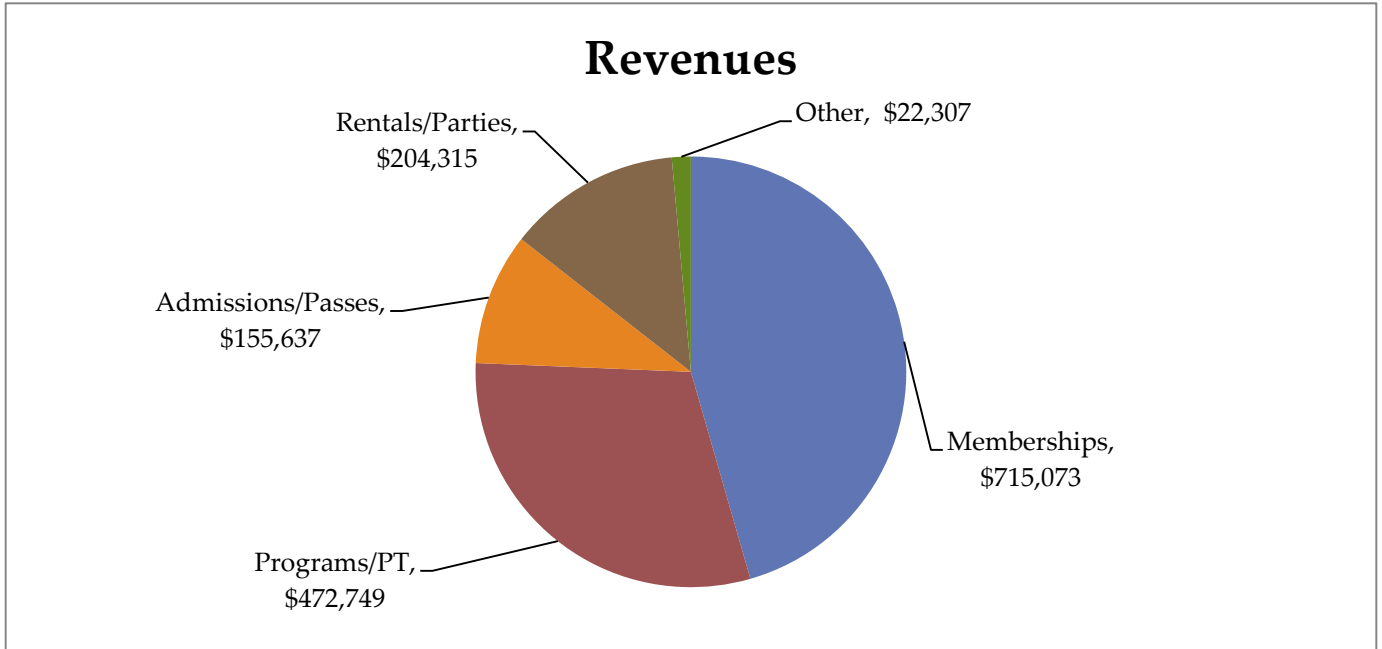
Revenues to Sportsplex include memberships, programs and personal training, admissions/passes, rentals/parties and a miscellaneous category as shown in the pie chart on the following page.

Expenditures to Sportsplex include salaries, employee expenses, services/collections, programs/equipment, repair & maintenance/supplies, utilities and a miscellaneous category as shown.

Depending on the capital outlay for the facility, the expenditures may be higher from year to year. In 2011, \$258,247 was expended on the new gym floor and \$41,247 for certain cardio equipment. In 2014, \$73,662 was expended for the purchase of selectorized equipment.



## 2014 Sources Summary of Revenues and Expenditures





## Sportsplex Proposed Capital Equipment Purchases

The Village budget has included funds to continue the equipment replacement program that provides for replacement of aging fitness equipment at the Sportsplex as outlined below with approximate costs. This replacement equipment addresses member satisfaction issues, assists in attracting new members, and increases the reliability of equipment. The annual replacement program also helps to avoid the need to replace a large volume of equipment at any one time. The 2014 - 2016 replacements will be considered by the Village Board following the review of this report.

<b>Capital Budget 2016 Plan</b>					
Cardio/Fitness Equipment (35,000)	Grade	Replacing	Quantity	Project	Budget
Rowers	Premium	N/A	(2) x \$1000		\$2,000
Cybox Recumbent bikes	Premium	N/A	(2) x \$2,900		\$5,800
Life Fitness Treadmill Integrity w/tv	Moderate	Existing Life Fitness (1)	(2) x \$4500		\$9,000
Life Fitness Ab equipment	Premium	Existing Body Master (2)	(5) x ranging from \$1,100-\$3,100 each		\$9,800
Pilates chair	Premium	N/A	(1) x \$1100		\$1,100
Step Reebok Group X Steps	Premium	Existing Reebok (32)	(40) x \$100		\$4,000
					<b>\$31,700</b>
					<b>\$35,000</b>
<b>Capital Budget 2015 Plan</b>					
Cardio Equipment	Grade	Replacing	Quantity	Project	Budget
Life Fitness Elliptical Integrity w/tv	Mid level	LifeFitness Ellipticals (3)	(3) x \$4,500		\$13,500
Stair Steppers (Stair Master) w/tv	High level	Stair Steppers (2)	(2) x \$6,000		\$12,000
Precor AMT's 813	High level	LifeFitness Ellipticals (2)	(2) x \$5,500		\$11,000
Precor Elliptical 825 w/tv	High level	Precor Elliptical (2)	(2) x \$6,500		\$13,000
					<b>\$49,500</b>
					<b>\$ 50,000</b>
Free Weight Equipment	Grade	Replacing	Quantity	Project	Budget
Life Fitness Free weight equipment	High level	Hammer Strength/Body Master	34 pieces of equipment (*delivery/set up included)		\$68,079
Iron Grip Dumbbells	High level	Ianko Dumbbells	35 sets (*delivery/set up included)		\$30,126
				Trade-in	(\$9,000)
					<b>\$89,205</b>
					<b>\$ 90,000</b>
<b>Capital Budget 2014 Plan</b>					
Cardio Equipment	Grade	Replacing	Quantity	Project	Budget
Woodway Treadmills 4Front models with TV	High level	Woodways (4)	(4) x \$10,650		\$42,600
Cardio Vision for Woodway treadmills	High level		(4) x \$1,199		\$4,796
Woodway discount given	High level			10% Discount	(\$4,739)
Woodway Trade in value	High level			Trade-in	(\$1,600)
Star Trac Treadmill	Mid/High Level	Life Fitness tread from 2002 (1)	Quantity (1) x \$6,500		\$6,500
Stair Steppers w/tv	Mid/High Level	Stair Master from 2002 (2)	Quantity (2) x \$6000		\$12,000
Octane Xide *Already purchased	Mid level	New addition	Quantity (1) x \$3800		\$3,800
					<b>\$ 63,357</b>
					<b>\$ 70,000</b>
					** all priced items include shipping, installation, and assembly

## Equipment Replacement Strategies

Fitness equipment can be divided into two main categories facility/commercial fitness equipment and home fitness equipment. Commercial fitness equipment is manufactured to withstand increased volume, ranging from 12 hours to 24 hours a day, 365 days a year. It is crafted with durable construction, sturdier frames and motors or electronics slated to last for many hours and handle the natural wear and tear over a longer period of time. On the other hand, residential equipment is not





equipped to handle the rigorous requirements of multiple users and constant use. It tends to be more light weight and provides convenient storage options for the user.

Unlike residential grade equipment made by the same vendors, commercial equipment is purchased through a sole source provider. For example, the company Life Fitness makes residential grade treadmills that can be found at many local retailers like Dicks Sporting Goods or even Costco/Sams-type retailers. In contrast, to purchase commercial equipment by Life Fitness, a sales representative assigned to our region (and others in regions across the United States) is the exclusive authorized dealer. In the fitness center industry there is a balance in providing a variety of levels of equipment while still maintaining consistency to provide patron familiarity. For example, this is why Sportsplex provides basic, mid-tier and advanced treadmills; maintaining one brand in each tier for consistency.

An important factor in any fitness facility is the consistency of functioning equipment and continued reinvestment in the fitness center. The consistent reinvestment demonstrates to the membership that the facility is relevant, attentive to the latest trends and dedicated to building its membership and brand.

### *Other Capital Projects at Sportsplex*

In addition to the fitness center equipment replacements, there have been many facility improvements at Sportsplex in recent years. Some of the most significant completed projects are listed below.

- Tear out and rebuild of the gymnasium floors as well as the annual refinishing
- Wi-Fi installation
- Television installation and cable wiring throughout the fitness floor
- Main entrance improvements including LED lighting and concrete
- Gymnasium and soccer field scoreboard replacements
- Carpet and tile replacement as needed
- Rock wall harnesses and auto-belay purchase
- Rock wall floor replacement
- Security system upgrades
- Exterior downspout improvements
- Fly Yoga hammock installation
- Boxing bag with hanging system
- Volleyball equipment replacement
- Drinking fountains with water bottle refill feature
- Gymnastics equipment
- Body composition equipment and software
- HVAC repairs
- Commercial-grade washing machine replacement





## Section IV - Segmentation Strategy for the Future

Increased operating costs and the public's resistance to higher dues make (fitness center/health) club operation economically challenging. **With limited capital available for remodeling or equipment upgrades, how do we effectively compete while still making ends meet?** How do we hold on to current members and attract new ones from the dominant demographic groups? What makes Sportsplex unique and desirable and are the distinctive features of Sportsplex still relevant? These questions are answered as part of the strategic planning for the future of Sportsplex in 2016 and beyond.

### Strategies for maintaining position in the market

- Retain a broad mix of membership – by age, gender and membership type
  - Amenities for all; walking track, climbing wall, gymnasium, soccer field, and more
  - Maintain a wide range and variety of equipment
  - Ensure well-maintained equipment, replacing as required
  - Consistently provide a safe and clean environment throughout
- Create a sense of activity in this community facility
  - Activate the entryway to welcome patrons
  - Create a gathering space on the first floor for members and others through a café concessions area
  - Provide opportunities to get to know one another through events and activities
- Attract and retain new corporate memberships
  - Develop a communication strategy to businesses in Orland Park
  - Publicize the corporate membership opportunities
- Membership retention strategies
  - Communication
    - Survey – annual broad membership survey and targeted program surveys
    - E-mail news distribution to all members
    - Utilization of the Village App and Village Website
    - Improved outreach to members who have not been utilizing the facility
    - Outreach to former members to pursue renewals
  - Personalized Attention
    - Provide new ideas and opportunities for members to improve and maintain their health and fitness through nutrition, fitness education, member challenges and events
    - Individualized attention to members in the form of fitness testing, fitness evaluations, health screenings, exercise programming and personal training instruction.
  - Equipment Replacement
    - Maintaining consistency of equipment where brands are successful and in-demand, provide a high-quality user experience with well-maintained equipment, and provide for necessary replacements as outlined on page 26 of this document as funding permits





## Appendix A: Sportsplex Equipment

The following items were identified and recommended for replacement in FY2013 and FY2014. Funds are currently available to advance the projects if the Village Board recommends the project.

### **Free Weight Equipment**

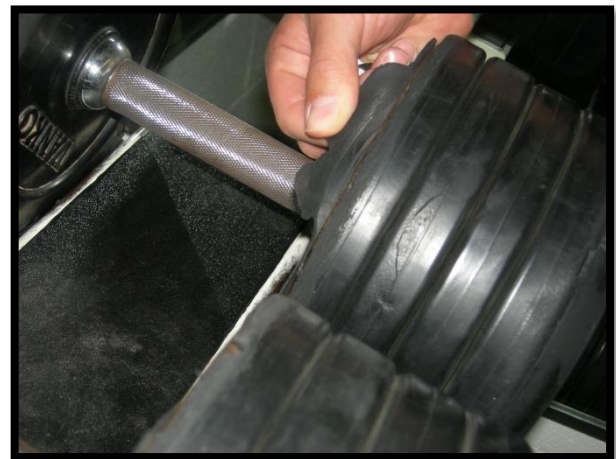
Brand: Ivanko

**Current Status:** The rubber is coming off the dumbbells which causes the dumbbell to be uneven and the balance of the dumbbell to be inaccurate.

The Ivanko representative, the dumbbell manufacturer, stated the rubber cannot be refurbished, but the end cap can be replaced, and the bolts can be repaired.

Staff maintains the dumbbells by tightening the bolts and cleans them regularly.

**Industry standard:** N/A - The Ivanko representative stated the brand of dumbbells they are currently selling have a life expectancy of 20 years. The dumbbells at Sportsplex had a projected life expectancy of 10-12 years and were purchased when the facility opened in 2002.





## Seated Row Equipment

Brand: BodyMaster

The seated row plate on this equipment is cracked in many places. Parts for this piece are not available as the manufacturer, Body Master, is no longer in business.

The entire unit that the seated row is attached to is bent and unfixable. In an effort to maintain the safety of the equipment unit, which had become off balance from years of use, staff bolted the system to the ground.

Maintenance of this equipment over the years included replacement of the upholstery and snapped cables.

Industry standard: N/A







## Step Mill Equipment

Brand: Stairmaster

Our current step mills have become rusty and in need of repair on a regular basis. The belts are old and often slip off the arm that holds the belt. Continual maintenance is necessary due to the heavy usage as we have a total of four Stairmasters in the Sportsplex.

Maintenance of the step mills includes cleaning on a regular basis and repair when broken.

Industry standard: N/A





## T-Row Equipment

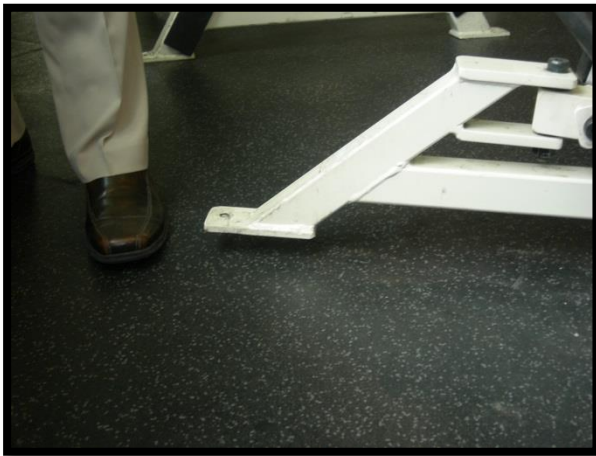
Brand: Body Master

The T-Row machine is bent and unbalanced. In order to attempt to level this piece of equipment, a towel has been placed under the left side of the unit. Due to the fact that the machine is bent, the entire unit slides on a regular basis. The sliding movement of this piece has caused damage to the wall and baseboard behind the machine. The baseboard has been replaced many times due to the movement of the machine into the wall. This piece of equipment is not able to be repaired and currently not functional.

Maintenance of this equipment included regular cleaning and re-upholstery of the padded areas.

Industry Standards: N/A

Others in the fitness industry replace weight room equipment every ten years.





## Weight Plates Equipment

Brand: Ivanko

Sportsplex weight plates show considerable wear and tear. The metal area in the center of the plates is rusty, which affects the functionality and also makes it difficult for the patron to put the weight plate onto the actual bar. Maintenance included regular cleaning.

Industry standard: N/A

The Ivanko representative stated the current Sportsplex weight plates have a lifespan of 15-20 years, depending on usage, wear and tear, and handling by the patrons.

The rubber on the plate cannot be refurbished.







## Woodway Treadmill Equipment

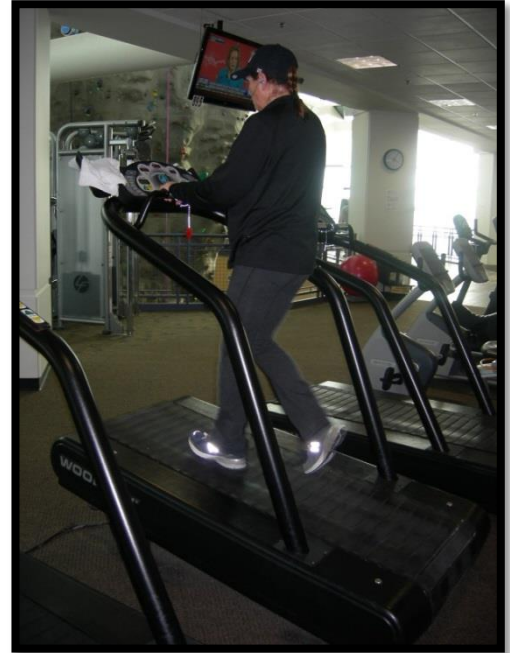
Brand: Woodway

The Woodway treadmills are now fragile and delicate due to their age. They have been malfunctioning on a regular basis with one of the four out of order most of the time. There are rubber pieces coming off the track of the unit. These treadmills make a grinding noise, are not smooth, and have some slipping issues. The parts are old and worn down.

Staff schedules preventative maintenance and cleaning on a regular basis.

Industry standard: N/A

The Woodway representative stated that most of the treadmills are good for 10 -12 years and can be refurbished. However, he suggested with the newer technology, the value is better to buy new. The cost to refurbish is \$4,800 per treadmill plus approximately \$1,400 each for shipping (to and from our facility), for a total of \$6,200 per treadmill versus \$10,000 for replacement.

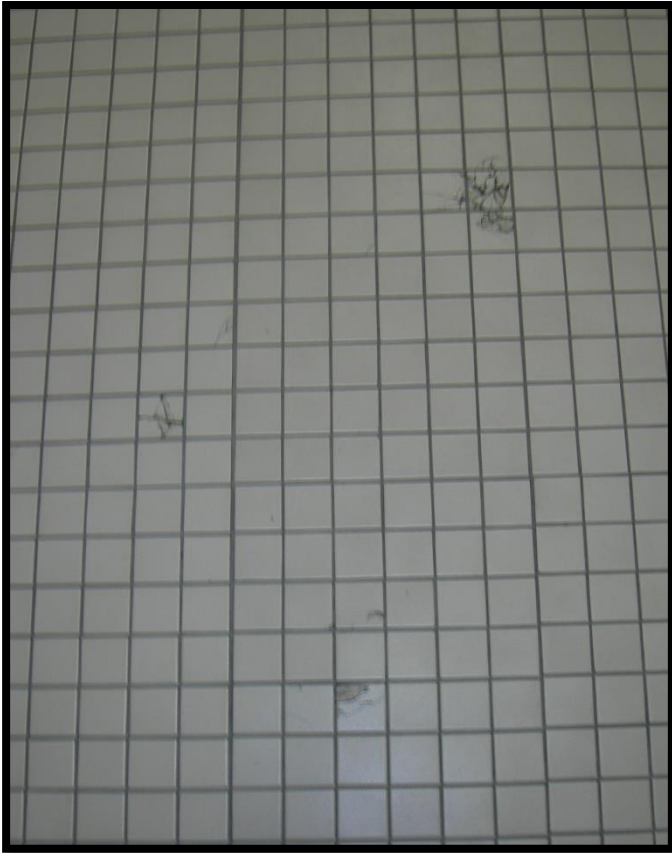




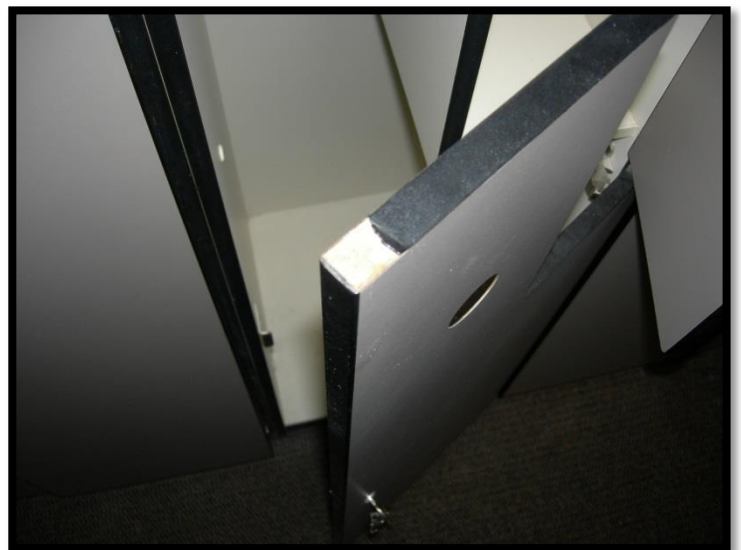
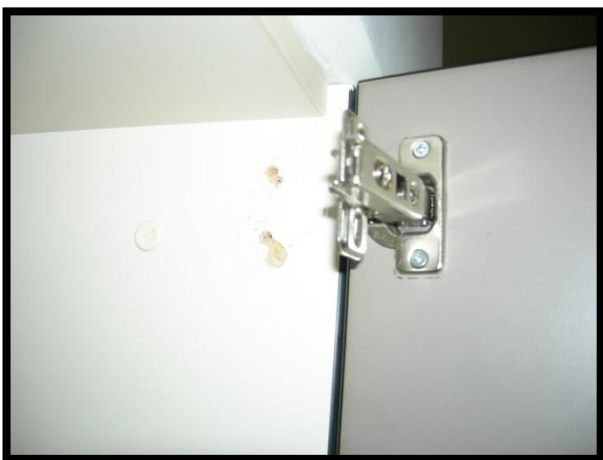


## Appendix B: Sportsplex Locker Rooms

Aging tile, countertops and lockers - Project proposed in FY2016 budget



Cracked laminate and stripped hinges







Push button shower faucet with no individual control for temperature or volume.



Worn laminate counter tops



Open shower area in men's locker room  
(No reconfiguration planned at this time)



# Market Segmentation Report and Recommendations



Views from locker room entryways





# Appendix C: Facility Fee Comparisons

(original survey 2013, updated in 2015)

Facilities are either similar facilities (blue header) or facilities in the Orland Park area (green header)

Village of Orland Park Fitness Center Comparisons															
RATES Private-Green Public-Blue	SPORTSPLEX (Current)			Tinley PD	DOWNERS GROVE PD		WHEATON PARK DISTRICT		LA FITNESS	LIFETIME FITNESS	PALOS HEALTH & FITNESS	RIVIERA COUNTRY CLUB	CHARTER FITNESS		
	R	Corp	NR	R/CORP/NR	R	NR	R	NR			Prices are from 2012				
<b>Enrollment Fee:</b>															
Individual	\$0.00	\$0.00	\$0.00	\$50.00	\$79.00	\$79.00	\$0.00	\$0.00	\$99.00 intro fee	\$100 Add on: \$25	\$100.00	\$400.00	\$39.00 Annual Service Fee	Basic membership \$10.00 w/ \$49.99 service fee	Premium membership \$19.95 w/ \$0 fee per person
Couple	\$0.00	\$0.00	\$0.00	\$75.00	\$129.00	\$129.00	\$0.00	\$0.00	*	\$0.00	\$150.00	\$650.00			
Three	\$0.00	\$0.00	\$0.00	\$100.00	\$149.00	\$149.00	\$0.00	\$0.00	*	\$0.00	\$175.00	\$700.00			
Joining Specials	Varies	Varies	Varies	Varies	Varies	Varies	Varies	Varies	No Contract with a year paid in full \$414.99 and then \$239.98 -2nd year and after or Pay first 2 years in full for \$582.81 and \$239.98 each year after	\$129.00 Admin. fee	No Info Given	1 time enrollment fee	Yrly \$39 annual service fee, paid with 2nd payment w/12 mth contract; \$60 early cancellation fee		
Monthly Individual	\$38.00	\$38.00	\$43.00	\$32/\$38/\$43	\$25.50	\$38.25	\$37 w/out Grp and Child \$77 w/Grp & Child	\$46 w/out Grp and Child \$96 w/Grp & Child	\$29.95 each month	\$69.00	\$64.00	\$80.00	\$19.95	\$10.00	
Monthly Couple	\$60.00	\$60.00	\$72.00	\$53/\$60/\$70	\$44.75	\$67.25	\$61 w/out Grp and Child \$101 w/Grp & Child	\$76 w/out Grp and Child \$126 w/Grp & Child	\$59.90	\$119.00	\$110.00	\$125.00	\$19.95 x 2	\$10 x 2	
Monthly Three	\$70.00	\$70.00	\$97.00	\$71/\$85/\$105	\$57.50	\$86.25	\$77 w/out Grp and Child \$117 w/Grp & Child	\$96 w/out Grp and Child \$146 w/Grp & Child	\$89.85	\$159.00	\$137.00	\$175.00	\$19.95 x 3	\$10 x 3	
Senior	\$27.00	\$27.00	\$35.00	\$26/\$34/\$40	\$20.00	\$30.00	\$28 includes all	\$35 includes all	n/a	n/a	n/a	\$70.00	n/a		
Student	\$27.00	\$27.00	\$35.00	n/a	\$20.00	\$30.00	\$28 includes all	\$35 includes all	n/a	Ages 3-11 \$20.00 per month	n/a	n/a	n/a		
FACILITY AMENITIES	SPORTSPLEX (Current)			Tinley PD	DOWNERS GROVE PD		WHEATON PARK DISTRICT	WHEATON PARK DISTRICT	LA FITNESS	LIFETIME FITNESS	PALOS HEALTH & FITNESS	RIVIERA	CHARTER FITNESS		
Indoor Pool(s)	not avbl	not avbl	not avbl	X	not avbl	not avbl	not avbl	not avbl	X	X	X	X	not avbl	not avbl	not avbl
Aqua Aerobics	not avbl	not avbl	not avbl	X	not avbl	not avbl	not avbl	not avbl	X	X	X	X	not avbl	not avbl	not avbl
Outdoor Pool(s)	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	X	X	X	not avbl	not avbl	not avbl
Upscale Locker Room Amenities	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	X	X	X	X	not avbl	not avbl	not avbl
Sauna	not avbl	not avbl	not avbl	X	X	X	X	X	X	X	X	X	not avbl	not avbl	not avbl
Jacuzzi	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	X	X	X	X	X	X	not avbl	not avbl	not avbl
Steam Room	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	X	X	X	not avbl	not avbl	not avbl
Childcare	\$1/hr. or \$12 unlimited monthly	\$1/hr. or \$12 unlimited monthly	\$1/hr. or \$12 unlimited monthly	\$2 day or \$5/mth	add fee	add fee	By choice of membership		add fee	Free	W/Family Membership	Free	No Childcare Available		
Tennis	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	X	not avbl	not avbl	not avbl
Free Group X Classes	X	X	X	not avbl	punch pass	punch pass	By choice of membership		X	X	X	X	No Group X Classes		
Free Specialty Classes (i.e. Yoga, Pilates)	not avbl	not avbl	not avbl	not avbl	not avbl	not avbl	By choice of membership		X	X	X	X	No Group X Classes		
Towel & Locker Service	X	X	X	X	X	X	X	X	No towels; bring own lock	X	X	X	Yes; bring own lock		
Age To Utilize Fitness Center & Track	12 w/adult	14	14	not avbl	15	15	11 w/adult	11 w/adult	13	12	ages 12 - 15 only with an adult	13	12		

A vertical yellow ribbon graphic that is wider at the top and bottom, tapering to a point in the middle. It is centered on a dark gray background.

# Sportsplex

VILLAGE OF ORLAND PARK

11351 WEST 159TH STREET  
ORLAND PARK, IL 60467

📞 708.645.7529 🌐 [OrlandPark.org](http://OrlandPark.org)

## **REQUEST FOR ACTION REPORT**

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File Number: **2018-0134**  
Orig. Department: **Recreation Department**  
File Name: **Centennial Park West Concert 2018 - Discussion Only**

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### **BACKGROUND:**

The Village of Orland Park officials and staff met with Mayor Tim Baldermann of New Lenox last fall to discuss bringing higher level performers to Centennial Park West. This included a discussion which centered on partnering with the Village of New Lenox's Triple Play Series.

The New Lenox concert series is held on Saturday nights, one per month, June through August. In this partnership, the Village of Orland Park would contract the same Saturday act to perform at Centennial Park West on one of these Friday nights. Mayor Baldermann felt sure neither Village would experience lower attendance due to the close proximity of the Villages.

Staff developed a proposed budget which details potential revenues and expenses that might be realized through the production of this high level concert. (See attached.) Please note that nearly 80% of the projected revenues are dependent upon the sale of 5,000 tickets at \$30/ticket. Additional revenues totaling nearly 19% would be derived from the sale of alcoholic beverages based on a concert attendance of 5,000.

At this time, the date and acts for the Triple Play Series have not been identified. Staff expects to hear back from New Lenox sometime in March or April.

To produce this concert in 2018, staff will need to begin securing contracts for production items such as the stage, sound, and lighting. To attract a higher level performer, a large stage is required. The SL-320 is 40'x 40' and can be secured through Sound Work Productions. There is only one stage of this size in Illinois. To secure this stage for 2018, a decision to move forward in 2018 should be made as soon as possible.

With consensus from the Board, staff will move forward in conjunction with the Village of New Lenox to produce one concert in 2018.

### **BUDGET IMPACT:**

Funds are not budgeted in 2018 for this potential event.

### **REQUESTED ACTION:**

Discussion only

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**VILLAGE OF ORLAND PARK  
2018 CENTENNIAL PARK WEST CONCERT**

**ANTICIPATED REVENUE:**

Ticket Sales	5,000	@	\$30	At \$25/tix - \$125,000	150,000.00
Sponsorships				At \$35/tix - \$175,000	5,000.00
Vendors (restaurants/food trucks)	6	@	\$100	At \$40/tix - \$200,000	600.00
Beer Sales (Miller Products - 200 cases)	4,800	@	\$4		19,200.00
Beer Sales (Bud Products - 100 cases)	2,400	@	\$4		9,600.00
Wine Sales (Copa Di Vino - 60 cases)	720	@	\$4		2,880.00
Bottle Water Sales (50 cases)	1,200	@	\$2		2,400.00

**Total Rev \$189,680.00**

**ANTICIPATED SALARY EXPENSES:**

Event Set-up	Park FT	36.98	16	5	2,958.40
2 days straight time	salary		# hrs	# employees	Total
Overtime	Parks FT	55.47	10	10	5,547.00
2:30p- 12:30a	salary		# hrs	# employees	Total
	Police Commander	102.00	7	1	714.00
	salary		# hrs	# employees	Total
	Police FT	77.00	7	7	3,773.00
	salary		# hrs	# employees	Total
PT Hourly Wage:	CSO's	12.00	7	8	672.00
	salary		# hrs	# employees	Total
SE Coord., Sponsorship Coord., J. Farrell	PT Rec. Staff	16.00	7	3	336.00
	salary		# hrs	# employees	Total
	PT Rec. Staff	15.00	7	33	3,465.00
	salary		# hrs	# employees	Total
	PT Parks Staff	15.00	7	6	630.00
	salary		# hrs	# employees	Total

Salary \$18,095.40  
FICA/Medicare \$1,384.30  
IMRF \$1,660.45  
Total Salary \$21,140.15

2018 Projected IMRF = .1186

**ANTICIPATED EXPENSES:**

Object	Account Description	Narrative	Individual Item	Target Amount
441300	Electricity	(2) 100KW Generators (main stage) (2 - 3) 40KW Generator (Band Trailers) (1) 20KW Generator (delay tower) (1) 25 KW Generator Vendors/Staff (25) Cable Ramps @ \$10 each	415 293 350 196 250	1,504.00
442300	Ads & Publications	Newspaper Ads (4 @ \$600 each)	2400	2,400.00
442450	Entertainment Services	Headliner (9p - 10:30p)	50000	57,500.00
	Other Services	2 Acts 6p & 7:30p)	7500	
444500	Machinery & Equipment Rentals	SL-320 40' x 40' Stage w/FOH Enclosure Audio w/delay Lighting System Stage, Audio, Lights Labor	17000 10000 5700 5400	48,282.45
		Tents/lights/(3) gates, (1) beer sales, (4) sponsors, (4) vendors, (1) tickets/wristbands	3882.45	
		Band Green Room (RV or trailers \$3350 each)	0	
		Fencing (3000 linear feet)	6000	
		(2) Trash Dumpsters, (1) recycling dumpster	0	
		Ice Truck	300	
		Recycling totes (WM Sponsorship)		
444550	Porta John Rentals	(25) Standard Units (\$57 each) (5) ADA Units (\$97) (5) Hand Washing Stations (\$67) (3) 300 gallon water/waste support units for trailers	1425 485 335 3870	6,115.00
452850	Special Event Premiums	Liability & Rain Insurance	5000	5,000.00
460140	Printing & Stationary	Posters/Postcards Alcohol Drink/Water Roll Tickets (12 @ \$3.35 each) Stage Banners (sponsor(s)) Event Tickets (designed in house; printed out of house, perforated)	500 50 1500 1000	3,050.00
460150	Domestics Supplies	Trash Can Liners (20 cases), Gloves, Zip-Ties, Mosquito Spray	1500	1,500.00
460190	Uniforms	Event Staff T-shirts (50 @ \$6 each)	300	300.00
460290	Other Supplies	Wristbands (5000) (10 boxes of 500 @ \$14.49/box + shipping)	175	175.00
460300	Marketing & Promotion Supplies	Banners	2000	2,000.00
463300	Restoration & Ground Supplies	Turf Repair	1500	
464100	Food & Meals	Bands (catering) Staff (water/gatorade) (Miller Products) Beer (200 cases @ 27.95) & FMB Sales (Bud Products) Beer (100 cases @ \$22.10/case) FMB - Hayes, Sales (20 cases @ 37.95) Craft Beers, Lake Shore, Sales (20 cases @ 32.63) Wines Sales (60 cases, 12/case @ \$22.50/case) Bottled Water (sales) 100 cases @ \$6/case Ice (600, 20lb. Bags @ \$3/bag beer/wine/water sales)	1000 200 5590 2210 759 652.6 1350 600 2100	14,461.60

Will be provided by Terry's, c/o Dave Corradino, at no cost, in exchange for sponsorship

Program Expenses 142,288.05  
Salary Expenses 21,140.15  
**Salary & Prog \$163,428.20**

15% \$24,514.23  
**Total Exp \$187,942.42**

**Account Bal \$1,737.58**

**VILLAGE OF ORLAND PARK  
2018 CENTENNIAL PARK WEST CONCERT**

At \$25/tix - \$30,000	
At \$35/tix - \$42,000	36,000.00
At \$40/tix - \$48,000	600.00

**ANTICIPATED REVENUE:**

Ticket Sales	1,200	@	\$30		
Sponsorships					5,000.00
Vendors (restaurants/food trucks)	6	@	\$100		
Beer Sales (Miller Products - 48 cases; .96/person)	1,152	@	\$4		4,608.00
Beer Sales (Bud Products - 24 cases; .48/person)	576	@	\$4		2,304.00
FMB Sales (5 cases; .096/person)	115	@	\$4		460.80
Craft Beer Sales (5 cases; .1/person)	120	@	\$5		600.00
Wine Sales (Copa Di Vino - 14 cases; .14 per person)	168	@	\$4		672.00
Bottle Water Sales (12 cases; .24/person)	288	@	\$2		576.00
<b>Total Beverages Sold (2.02/person)</b>	<b>2,419.20</b>				

**Total Rev \$50,820.80**

**ANTICIPATED SALARY EXPENSES:**

Event Set-up	Park FT	36.98	16	5	2,958.40
2 days straight time		salary	# hrs	# employees	Total
Overtime	Parks FT	55.47 x	10	4	2,218.80
2:30p- 12:30a		salary	# hrs	# employees	Total
	Police Commander	102.00 x	7	1	714.00
		salary	# hrs	# employees	Total
	Police FT	77.00 x	7	7	3,773.00
		salary	# hrs	# employees	Total
PT Hourly Wage:	CSO's	12.00 x	7	8	672.00
		salary	# hrs	# employees	Total
SE Coord., Sponsorship Coord.	PT Rec. Staff	16.00 x	7	2	224.00
		salary	# hrs	# employees	Total
	PT Rec. Staff	15.00 x	7	11	1,155.00
		salary	# hrs	# employees	Total
	PT Parks Staff	15.00 x	7	0	0.00
		salary	# hrs	# employees	Total

Salary Total \$11,715.20  
 FICA/Medicare \$896.21  
 IMRF \$1,252.44  
 Total Salary \$13,863.85

**2018 Projected IMRF = .1186**

**ANTICIPATED EXPENSES:**

Object	Account Description	Narrative	Individual Item	Target Amount
441300	Electricity	(2) 100KW Generators (main stage)	415	1,504.00
		(2 - 3) 40KW Generator (Band Trailers)	293	
		(1) 20KW Generator (delay tower)	350	
		(1) 25 KW Generator Vendors/Staff	196	
		(25) Cable Ramps @ \$10 each	250	
442300	Ads & Publications	Newspaper Ads (4 @ \$600 each)	2400	2,400.00
442450	Entertainment Services	Headliner (9p - 10:30p)	50000	57,500.00
		Other Services	7500	
444500	Machinery & Equipment Rentals	SL-320 40' x 40' Stage w/FOH Enclosure	17000	48,482.45
		Audio w/delay	10000	
		Lighting System	5700	
		Stage, Audio, Lights Labor	5400	
		Tents/lights/(3) gates, (1) beer sales, (4) sponsors, (4) vendors, (1) tickets/wristbands	3882.45	
		Band Green Room (RV or trailers \$3350 each)	0	
		Fencing (3000 linear feet)	6000	
		(2) Trash Dumpsters, (1) recycling dumpster	0	
		Ice Truck	300	
		Recycling totes (WM Sponsorship)	200	
444550	Porta John Rentals	(10) Standard Units (\$57 each)	570	4,835.00
		(2) ADA Units (\$97)	194	
		(3) Hand Washing Stations (\$67)	201	
		(3) 300 gallon water/waste support units for trailers	3870	
452850	Special Event Premiums	Liability & Rain Insurance	5000	5,000.00
460140	Printing & Stationary	Posters/Postcards	500	3,050.00
		Alcohol Drink/Water Roll Tickets (12 @ \$3.35 each)	50	
		Stage Banners (sponsor(s))	1500	
		Event Tickets (designed in house; printed out of house, perforated)	1000	
460150	Domestics Supplies	Trash Can Liners (20 cases), Gloves, Zip-Ties, Mosquito Spray	1500	1,500.00
460190	Uniforms	Event Staff T-shirts (50 @ \$6 each)	300	300.00
460290	Other Supplies	Wristbands (5000) (10 boxes of 500 @ \$14.49/box + shipping)	175	175.00
460300	Marketing & Promotion Supplies	Banners	2000	2,000.00
463300	Restoration & Ground Supplies	Turf Repair	1000	1,000.00

Will be provided by Terry's, c/o Dave Corradino, at no cost, in exchange for sponsorship

464100	Food & Meals	Bands (catering)	1000	4,011.90
		Staff (water/gatorade)	100	
		(Miller Products) Beer (48 cases @ 27.95)	1341.6	
		(Bud Products) Beer (24 cases @ \$22.10/case )	530.4	
		FMB - Hayes, Sales (5 cases @ 37.95)	189.75	
		Craft Beers, Lake Shore, Sales (5 cases @ 32.63)	163.15	
		Wines Sales (14 cases, 12/case @ \$22.50/case	315	
		Bottled Water (sales) 12 cases @ \$6/case	72	
		Ice (100, 20lb. Bags @ \$3/bag beer/wine/water sales)	300	

Program Expenses	131,758.35
Salary Expenses	13,863.85
<b>Salary &amp; Prog</b>	<b>\$145,622.20</b>

15%	\$21,843.33
<b>Total Exp</b>	<b>\$167,465.53</b>

<b>Account Bal</b>	<b><u><u>-\$116,644.73</u></u></b>
--------------------	------------------------------------



**RECREATION**

Event Supervision (4)  
Nancy, Ray, Doreen

Alcohol Ticket Sales & Wristbands: 2 Supervisors (Stacy & Josephine) + (4), 21 & older, (1) OPPD  
4p - 11p            4 staff @ \$15/hr x 7 - \$210

3 Entry Gates: 1 Supervisor (Irene) + (15) / 5 per gate per Gate: (2) bag check, (2) ticket takers; 1 PT supervisor  
4p - 11p            15 PT staff @ \$15/hr x 7 - \$1575

Beer/Wine/Water Sales (7), 21 & older, (1) supervisor (Kurt)  
Kathleen, Andrea, Jack, Jean, Deborah, SE Coord., Sponsorship Coord.; J. Farrell  
0 PT staff @ 15/hr. x 7 hrs - \$

**PARKS**

Set-up: 5 Staff / 2 Days @ 8 Hrs/day @ \$36.98/hr - \$2958  
Day of Show OT: 2:30p - 12:30a: 8 Staff @ \$55.47 for 10 Hrs - \$4437.60  
~~PT Staff (bar backs to keep tubs full) 6 @ \$15/hr - \$630~~

**OPPD - Est. \$10,000**

TBD - pending meeting to review needs and staffing levels

**EQUIPMENT**

Tables and chairs provided by Parks. Additional tables & chairs available thru Rec.(RDC)

**Drink Tickets - AdmitOneProducts.com**

Alcoholic Beverages: 10 rolls @ \$3.35/roll; 200 tickets per roll  
Water: 1 roll @ \$3.35

**Copa Di Vino Wine** - distributed by Lakeshore Beverage

**VILLAGE OF ORLAND PARK  
2018 CENTENNIAL PARK WEST CONCERT**

At \$25/tix - \$75,000	
At \$35/tix - \$105,000	90,000.00
At \$40/tix - \$120,000	5,000.00
	600.00
	11,520.00
	5,760.00
	1,152.00
	1,152.00
	1,800.00
	1,440.00

**ANTICIPATED REVENUE:**

Ticket Sales	3,000	@	\$30	
Sponsorships				
Vendors (restaurants/food trucks)	6	@	\$100	
Beer Sales (Miller Products - 120 cases; .96/person)	2,880	@	\$4	
Beer Sales (Bud Products - 60 cases .48/person)	1,440	@	\$4	
FMB Sales (12 cases; .096/person)	288	@	\$4	
Craft Beer Sales (12 cases; .096/person)	288	@	\$4	
Wine Sales (Copa Di Vino - 38 cases; .15 per person)	450	@	\$4	
Bottle Water Sales (30 cases; .24/person)	720	@	\$2	
<b>Total Bev. Sold (2.02/person)</b>	<b>6,066</b>			

**Total Rev** \$118,424.00

**ANTICIPATED SALARY EXPENSES:**

Event Set-up	Park FT	36.98		16		5		2,958.40
2 days straight time		salary		# hrs		# employees		Total
Overtime	Parks FT	55.47 x		10	x	8		4,437.60
2:30p- 12:30a		salary		# hrs		# employees		Total
	Police Commander	102.00 x		7	x	1		714.00
		salary		# hrs		# employees		Total
	Police FT	77.00 x		7	x	7		3,773.00
		salary		# hrs		# employees		Total
PT Hourly Wage:	CSO's	12.00 x		7	x	8		672.00
		salary		# hrs		# employees		Total
SE Coord., Sponsorship Coord., J. Farrell	PT Rec. Staff	16.00 x		7	x	3		336.00
		salary		# hrs		# employees		Total
	PT Rec. Staff	15.00 x		7	x	19		1,995.00
		salary		# hrs		# employees		Total
	PT Parks Staff	15.00 x		7	x	3		315.00
		salary		# hrs		# employees		Total
								Salary
								\$15,201.00
								FICA/Medicare
								\$1,162.88
								IMRF
								\$1,528.87
								Total Salary
								\$17,892.75

**2018 Projected IMRF = .1186**

**ANTICIPATED EXPENSES:**

Object	Account Description	Narative	Individual Item	Target Amount
441300	Electricity	(2) 100KW Generators (main stage)	415	1,504.00
		(2 - 3) 40KW Generator (Band Trailers)	293	
		(1) 20KW Generator (delay tower)	350	
		(1) 25 KW Generator Vendors/Staff	196	
		(25) Cable Ramps @ \$10 each	250	
442300	Ads & Publications	Newspaper Ads (4 @ \$600 each)	2400	2,400.00
442450	Entertainment Services	Headliner (9p - 10:30p)	50000	57,500.00
	Other Services	2 Acts 6p & 7:30p)	7500	
444500	Machinery & Equipment Rentals	SL-320 40' x 40' Stage w/FOH Enclosure	17000	48,582.45
		Audio w/delay	10000	
		Lighting System	5700	
		Stage, Audio, Lights Labor	5400	
		Tents/lights/(3) gates, (1) beer sales, (4) sponsors, (4) vendors, (1) tickets/wristbands	3882.45	
		Band Green Room (RV or trailers \$3350 each)	0	
		Fencing (3000 linear feet)	6000	
		(2) Trash Dumpsters, (1) recycling dumpster	0	
		Ice Truck	300	
		Recycling totes (WM Sponsorship)	300	
444550	Porta John Rentals	(25) Standard Units (\$57 each)	1425	6,219.00
		(4) ADA Units (\$97)	388	
		(8) Hand Washing Stations (\$67)	536	
		(3) 300 gallon water/waste support units for trailers	3870	
452850	Special Event Premiums	Liability & Rain Insurance	5000	5,000.00
460140	Printing & Stationary	Posters/Postcards	500	3,050.00
		Alcohol Drink/Water Roll Tickets (12 @ \$3.35 each)	50	
		Stage Banners (sponsor(s))	1500	
		Event Tickets (designed in house; printed out of house, perforated)	1000	
460150	Domestics Supplies	Trash Can Liners (20 cases), Gloves, Zip-Ties, Mosquito Spray	1500	1,500.00
460190	Uniforms	Event Staff T-shirts (50 @ \$6 each)	300	300.00
460290	Other Supplies	Wristbands (5000) (10 boxes of 500 @ \$14.49/box + shipping)	175	175.00
460300	Marketing & Promotion Supplies	Banners	2000	2,000.00
463300	Restoration & Ground Supplies	Turf Repair	1500	1,500.00

Will be provided by Terry's, c/o Dave Corradino, at no cost, in exchange for sponsorship

464100	Food & Meals	Bands (catering)	1000	8,161.96
		Staff (water/gatorade)	150	
		(Miller Products) Beer (120 cases @ 27.95)	3354	
		(Bud Products) Beer (60 cases @ \$22.10/case )	1326	
		FMB - Hayes, Sales (12 cases @ 37.95)	455.4	
		Craft Beers, Lake Shore, Sales (12 cases @ 32.63)	391.56	
		Wines Sales (38 cases, 12/case @ \$22.50/case	855	
		Bottled Water (sales) 30 cases @ \$6/case	180	
		Ice (150, 20lb. Bags @ \$3/bag beer/wine/water sales)	450	

Program Expenses	137,892.41
Salary Expenses	17,892.75
<b>Salary &amp; Prog</b>	<b>\$155,785.16</b>

15%	\$23,367.77
<b>Total Exp</b>	<b>\$179,152.93</b>

<b>Account Bal</b>	<b><u><u>-\$60,728.93</u></u></b>
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**VILLAGE OF ORLAND PARK  
2018 CENTENNIAL PARK WEST CONCERT**

**ANTICIPATED REVENUE:**

Ticket Sales	5,000	@	\$30
Sponsorships			
Vendors (restaurants/food trucks)	6	@	\$100
Beer Sales (Miller Products - 200 cases; .96/person)	4,800	@	\$4
Beer Sales (Bud Products - 100 cases; .48/person)	2,400	@	\$4
FMB Sales (20 cases; .096/person)	480	@	\$4
Craft Beer Sales (20 cases; .096/person)	480	@	\$5
Wine Sales (Copa Di Vino - 60 cases; .14/person)	720	@	\$4
Bottle Water Sales (50 cases; .24/person)	1,200	@	\$2
<b>Total Beverages Sold (2.02/person)</b>	<b>10,080.00</b>		

At \$25/tix - \$125,000	
At \$35/tix - \$175,000	150,000.00
At \$40/tix - \$200,000	5,000.00
	600.00
	19,200.00
	9,600.00
	1,920.00
	2,400.00
	2,880.00
	2,400.00

**Total Rev** \$194,000.00

**ANTICIPATED SALARY EXPENSES:**

Event Set-up	Park FT	36.98		16		5		2,958.40
2 days straight time		salary		# hrs		# employees		Total
Overtime	Parks FT	55.47 x		10	x	10		5,547.00
2:30p- 12:30a		salary		# hrs		# employees		Total
	Police Commander	102.00 x		7	x	1		714.00
		salary		# hrs		# employees		Total
	Police FT	77.00 x		7	x	7		3,773.00
		salary		# hrs		# employees		Total
PT Hourly Wage:	CSO's	12.00 x		7	x	8		672.00
		salary		# hrs		# employees		Total
SE Coord., Sponsorship Coord., J. Farrell	PT Rec. Staff	16.00 x		7	x	3		336.00
		salary		# hrs		# employees		Total
	PT Rec. Staff	15.00 x		7	x	33		3,465.00
		salary		# hrs		# employees		Total
	PT Parks Staff	15.00 x		7	x	6		630.00
		salary		# hrs		# employees		Total

Salary \$18,095.40  
FICA/Medicare \$1,384.30  
IMRF \$1,660.45  
Total Salary \$21,140.15

**2018 Projected IMRF = .1186**

**ANTICIPATED EXPENSES:**

Object	Account Description	Narative	Individual Item	Target Amount
441300	Electricity	(2) 100KW Generators (main stage)	415	1,504.00
		(2 - 3) 40KW Generator (Band Trailers)	293	
		(1) 20KW Generator (delay tower)	350	
		(1) 25 KW Generator Vendors/Staff	196	
		(25) Cable Ramps @ \$10 each	250	
442300	Ads & Publications	Newspaper Ads (4 @ \$600 each)	2400	2,400.00
442450	Entertainment Services	Headliner (9p - 10:30p)	50000	57,500.00
	Other Services	2 Acts 6p & 7:30p)	7500	
444500	Machinery & Equipment Rentals	SL-320 40' x 40' Stage w/FOH Enclosure	17000	48,682.45
		Audio w/delay	10000	
		Lighting System	5700	
		Stage, Audio, Lights Labor	5400	
		Tents/lights/(3) gates, (1) beer sales, (4) sponsors, (4) vendors, (1) tickets/wristbands	3882.45	
		Band Green Room (RV or trailers \$3350 each)	0	
		Fencing (3000 linear feet)	6000	
		(2) Trash Dumpsters, (1) recycling dumpster	0	
		Ice Truck	300	
		Recycling totes (WM Sponsorship)	400	
444550	Porta John Rentals	(25) Standard Units (\$57 each)	1425	6,115.00
		(5) ADA Units (\$97)	485	
		(5) Hand Washing Stations (\$67)	335	
		(3) 300 gallon water/waste support units for trailers	3870	
452850	Special Event Premiums	Liability & Rain Insurance	5000	5,000.00
460140	Printing & Stationary	Posters/Postcards	500	3,050.00
		Alcohol Drink/Water Roll Tickets (12 @ \$3.35 each)	50	
		Stage Banners (sponsor(s))	1500	
		Event Tickets (designed in house; printed out of house, perforated)	1000	
460150	Domestics Supplies	Trash Can Liners (20 cases), Gloves, Zip-Ties, Mosquito Spray	1500	1,500.00
460190	Uniforms	Event Staff T-shirts (50 @ \$6 each)	300	300.00
460290	Other Supplies	Wristbands (5000) (10 boxes of 500 @ \$14.49/box + shipping)	175	175.00
460300	Marketing & Promotion Supplies	Banners	2000	2,000.00
463300	Restoration & Ground Supplies	Turf Repair	1500	1,500.00

Will be provided by Terry's, c/o Dave Corradino, at no cost, in exchange for sponsorship

464100	Food & Meals	Bands (catering)	1000	13,861.60
		Staff (water/gatorade)	200	
		(Miller Products) Beer (200 cases @ 27.95) & FMB Sales	5590	
		(Bud Products) Beer (100 cases @ \$22.10/case )	2210	
		FMB - Hayes, Sales (20 cases @ 37.95)	759	
		Craft Beers, Lake Shore, Sales (20 cases @ 32.63)	652.6	
		Wines Sales (60 cases, 12/case @ \$22.50/case	1350	
		Bottled Water (sales) 50 cases @ \$6/case	300	
		Ice (600, 20lb. Bags @ \$3/bag beer/wine/water sales)	1800	

Program Expenses	143,588.05
Salary Expenses	21,140.15
<b>Salary &amp; Prog</b>	<b>\$164,728.20</b>

15%	\$24,709.23
<b>Total Exp</b>	<b>\$189,437.42</b>

<b>Account Bal</b>	<b>\$4,562.58</b>
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