



Legislation Details (With Text)

File #: 2014-0356 **Version:** 1 **Name:** Pilates Equipment Upgrade Purchase 2014
Type: MOTION **Status:** PASSED
File created: 6/9/2014 **In control:** Board of Trustees
On agenda: 7/7/2014 **Final action:** 7/7/2014
Title: Pilates Equipment Upgrade Purchase 2014

Code sections:

Attachments: 1. Sole Source Letter, 2. Pilates Reformer, 3. Quote, 4. TriFold, 5. Comparisons, 6. Competitive Analysis Worksheet

| Date | Ver. | Action By | Action | Result |
|-----------|------|--------------------------------|-------------------------|--------|
| 7/7/2014 | 1 | Board of Trustees | | |
| 6/18/2014 | 1 | Recreation Department | INTRODUCED TO BOARD | |
| 6/16/2014 | 0 | Parks and Recreation Committee | | |
| 6/9/2014 | 0 | Recreation Department | INTRODUCED TO COMMITTEE | |

Title
Pilates Equipment Upgrade Purchase 2014

History

The Pilates Equipment item was brought to the Village Board's consent agenda on April 21, 2014. Staff was given direction to reassess the equipment being ordered. This item has removed the (1) PPS Deluxe Model Reformer / Tower Combo at a cost of \$5,095.75 which can be reconsidered at a later date. This item is resubmitting the (4) PPS Reformer Tower conversion upgrade kits at \$1,230.25 and the (4) MVE Fitness Chair w/ Split-Pedal at \$1,040.25 for consideration with additional background information attached.

The Pilates upgrade kits and fitness chairs will enhance member retention by administering mind-body exercises, increase well-being, and strengthen an individual's core, balance, shoulders, lower back, and abdomen. Staff is recommending the purchase of the tower equipment to retrofit four of the existing reformers that are utilized on the Sportsplex fitness floor. The reformer equipment owned by the Village is still in peak condition and is expected to last another ten years or more. The reformer is used in a setting where there is an instructor for safety reasons due to the complexity of the equipment.

The tower upgrade kit and fitness chair are from Peak Pilates and are designed to fit the existing units. Mad Dogg Athletics is the sole distributor for this region. Peak Pilates has proven to be high quality and extremely durable throughout the past seven years in use at the Sportsplex. The Village of Orland Park Sportsplex has established itself as a long-time leader in Pilates for the south suburbs. Sportsplex currently has six (6) reformer units, however only four (4) towers are requested as one unit is already equipped with the tower and one unit is a very old unit that is difficult to access, cannot be retrofit and is being decommissioned. Group classes are not feasible when the equipment varies greatly for one participant. Staff anticipates that a replacement for this unit could be considered separately in the future.

Utilization of the tower as part of Pilates Reformer programs has become a standard in the industry. By retrofitting the Pilates reformer equipment, staff will be adding over 100 different exercises for participants expanding its use considerably. In addition, up to four new class offerings will be added to the Pilates programming by enhancing the existing reformers. Options for class additions include Pilates Chair Classes, Pilates Tower Classes, Combo Classes and sport specific training classes, i.e. golf. (See attached images)

Pilates reformer classes are available to residents, non-residents, members, and non-members. The Sportsplex fitness supervisor has been able to use the Pilates reformers as an additional selling point for non-member participants to join the Sportsplex. In recent years it has become increasingly more popular in the fitness industry, resulting in a more competitive market. In order to stay current with the latest trends and build upon the strong foundation that is currently established, we are requesting to retrofit this equipment accordingly.

The initial five Pilates Reformers were purchased in 2005 for \$12,345.00 and have proven to be an excellent investment over the past nine years. Total gross revenue from 2007-2013 from all Pilates program offerings was \$288,600. The program expense for reformers includes a group instructor or personal trainer to supervise use. In 2013, the total expenditure from Pilates personal training and classes was \$25,184 and the total revenue was \$46,076 with a net gain of \$20,892 for one year. The attached spreadsheet demonstrates the equipment will pay for itself within six months.

On June 16, 2014, this item was reviewed by the Parks and Recreation Committee and recommended for approval to the Village Board of Trustees with a 2-0-1 vote.

Financial Impact

These items are included in the 2014 budget account 283-4007-460180.

Recommended Action/Motion

I move to accept the proposal from Mad Dogg Athletics, Inc./Peak Pilates for the purchase of:
four (4) PPS Reformer Tower Conversion kits at \$1,230.25 each;
four (4) MVE Fitness Chairs w/Split pedal at \$1,040.25 each;
for a total not to exceed \$9,661.92 including the cost of freight and installation