



## Legislation Text

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### Title

Free Weight Equipment Purchase

### History

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. The 2014/15 equipment purchases were outlined in the report and noted that these purchases would be brought to the Recreation and Parks Committee for consideration in the coming months. 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.

The Sportsplex strength and free weight equipment was purchased when the facility first opened in 2002. The weight room consists of Life Fitness/Hammer Strength and Body Master Equipment. The equipment is in poor condition showing the wear and tear and in some cases inoperable due to age and usage throughout the past fourteen years. Body Master Company is no longer in business; therefore, we are unable to purchase parts when the equipment malfunctions. Some equipment failures have required staff to work with a contractual company to refabricate parts in order to keep the equipment in working order which has resulted in a costly expense. See Appendix A: Sportsplex Equipment pages 30, 32, and 33 in the Sportsplex market segmentation report for photos of equipment.

Life Fitness equipment is considered an anchor for its durability, exceptional quality, familiarity and ease of use among members. Staff and members alike have had a great experience with this equipment and the company over the past fourteen years. Life Fitness was awarded the contract from National Joint Powers Alliance Cooperative for Healthcare, Fitness & Medical Related Solutions. Staff received NJPA co-op pricing and a quote from our local Life Fitness representative (See attached quotes). NJPA referred staff to our local sales representative, as Life Fitness is a sole-source provider of this product and we are only allowed to purchase from the sales representative that covers our area. The local sales representative was able to quote a price of \$57,651.51 which is \$6,177.36 less than the co-op price of \$63,828.86.

Life Fitness Free Weight equipment includes: Power rack, back extension, seated arm curl, bar bell rack, three tier dumbbell rack, flat bench, adjustable bench, weight storage tree, decline bench, incline bench, military bench, squat rack, smith machine, lateral bench press, lateral decline bench, lateral dy row, lateral high row, lateral incline press, lateral rowing, lateral shoulder press, seated bicep, seated calf raise, core tower, adjustable pulley, station frame, dual row, crossover connector, dip attachment, step attachment, adjustable pulley attachments, and Synrgy 360XS multipurpose station.

The amount budgeted for this purchase is \$68,000. The proposed purchase would include all the equipment (attached) for the price of **\$57,651.51**, which includes Freight/Fuel/Installation.

On February 15, 2016, this item was reviewed and approved by the Parks and Recreation Committee, recommended for approval and referred to the Village Board of Trustees for consideration.

#### Financial Impact

The amount budgeted in FY2016 in account 283-4007-460180 for this purchase is \$68,000. The proposed purchase would include all the equipment (attached) for the price of **\$57,651.50**, which includes Freight/Fuel/Installation.

#### Recommended Action/Motion

I move to approve to waive the bid process and purchase the strength equipment from Life Fitness at a cost not to exceed \$57,651.50