

ITEM #: 17
DATE: 03-12-24
DEPT: P&R

COUNCIL ACTION FORM

SUBJECT: COMMUNITY CENTER WEIGHT ROOM STRENGTH EQUIPMENT

BACKGROUND:

A Request for Proposals (RFP) was issued on January 22, 2024, for new strength equipment for the Community Center Weight Room. The RFP outlined a total of 16 strength equipment pieces to replace the current 20 plus year old equipment. No free weights or cardio equipment were specified within the RFP as those items are scheduled for replacement within the Parks and Recreation operating budget. The new equipment will provide the same functions and modalities as the current equipment, and is planned to be installed in August during the annual maintenance closure of the Community Center.

The invitation to bid closed on February 14, 2024, with four vendors submitting proposals. City staff then evaluated the proposals in accordance to the following criteria.

- Meets Community Center weight room and user needs (function, scope, spatial)
- Durability and construction of the equipment
- Vendor service plan (response time, in-state representative)
- Delivery timeline
- Trade-in options for replaced equipment
- Total cost

Each proposal response total is shown in the table below, and details equipment costs, deduction for trade-in equipment, and overall project savings that will be realized with the project. A total of \$85,000 is available for this project.

Vendor	Evaluation Rank	Equipment Cost*	Trade-In	Response Total	Project Saving As Compared To Budget
Life Fitness, LLC	1	\$67,232.62	(\$2,000.00)	\$65,232.62	\$19,767.38
2nd Wind Exercise Equipment	2	\$51,582.00	(\$1,700.00)	\$49,882.00	\$35,118.00
Fitness Superstore, Inc	3	\$38,500.50	N/A	\$38,500.50	\$46,499.50
BSN Sports, LLC	4	\$49,869.69	N/A	\$49,869.69	\$35,130.31

*Equipment costs include freight and installation.

Upon evaluation, Life Fitness, LLC scored the highest as their equipment best matched the needs of the Community Center and it's users, and staff is familiar with their service plan. 2nd Wind Exercise Equipment specified equipment that will take up a larger footprint which causes spatial concerns within the Community Center Weight Room. It was determined that Fitness Superstore,

Inc. and BSN Sports, LLC equipment did not meet the needs of the Community Center, as they did not provide adequate service plans, and did not have an option for equipment trade-in.

ALTERNATIVES:

1. Award a contract to Life Fitness, LLC, to supply new strength equipment for the Community Center Weight Room Project in the amount of \$65,232.62.
2. Reject all bids for the Community Center Weight Room Project.
3. Refer back to staff.

CITY MANAGER'S RECOMMENDED ACTION:

The Community Center is open seven days a week to serve the public, personal training clients, and fitness classes. The goal of this project is to ensure the facility has the proper strength equipment to meet the needs of its clientele and provide commercial grade, long-lasting equipment.

Although the Life Fitness, LLC proposal is the highest cost, staff believes that their proposal best matches the needs of the Community Center and its users, along with the fact that staff is familiar with their service plan. Staff is confident Life Fitness, LLC will provide quality equipment at a cost less than the budgeted amount. Therefore, it is the recommendation of the City Manager that the City Council approve Alternative No. 1.