

*Live Well. Health Matters.*

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Date: May 15, 2019  
To: Board of Directors  
From: Jackie Berling, Chief Wellness Officer  
Monica Suua, Chief Financial Officer  
Subject: FY19-20 Recommended Capital Budget to Purchase Health & Fitness Equipment

**(AGENDA ITEM: VII.B.1** *Approval to Award the Purchase of Strength and Cardio Equipment for the Center for Health and Fitness from the Dumbell Man in the amount of \$292,000.)*

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**Background:**

The Center for Health and Fitness (CHF) last leased its strength and cardio fitness equipment in December 2013. The lease expired in December 2018, at which point CHF kept the equipment without an extended maintenance contract.

During the past 5 months, we have experienced an increase in equipment failures (consoles, motors, belts, TV's). Various components are no longer available for replacement. We are experiencing high costs and customer complaints. Additionally, as a medically certified facility we want to offer equipment that meets the needs of special populations. Our Medical Advisory Committee recommended we look at infusing some medical treadmills, recumbent bikes and seated steppers into our fleet.

As a result, in February 2019, CHF issued a Request for Proposal (RFP). Two vendors responded to the RFP, Matrix and Dumbell Man. An analysis was conducted using a structured scoring sheet comparing service, equipment, costs, warranties, trade in value and other factors.

Dumbell Man scored best on all criteria and can provide all the requested equipment, which Matrix could not. Based on this analysis, management is recommending the Board approve the District to award the purchase of strength and cardio equipment from the Dumbell Man for \$292,000.

Please see the following sheet for a list of equipment requested.

**Action Item:**

Approval to Award the Purchase of Strength and Cardio Equipment for the Center for Health and Fitness from the Dumbell Man in the amount of \$292,000.

## Desired Fitness Equipment

### CARDIOVASCULAR EQUIPMENT

- 10 Treadmills (including 2 medical treadmills)
- 6 Total Body Ellipticals
- 3 Lower Body Ellipticals
- 5 Recumbent Bikes (including 1 medical bike)
- 4 Upright Bikes
- 21 Indoor Spin Cycles
- 2 Stairmasters
- 2 Indoor Rowers
- 2 Upper Body Ergometers
- 4 Recumbent Medical Steppers

### STRENGTH EQUIPMENT

- 1 Abdominal Machine
- 1 Multi-hip Machine
- 1 Dual Cable Cross Machine

#### **Quote included:**

- a. Cost of equipment (Cardiovascular and Strength)
- b. Installation and calibration of new equipment
- c. Removal of trade in equipment
- d. Preventative Maintenance
- e. 5 Year Warranty
- f. Staff training
- g. Shipping
- h. Sales Tax