

DECISION PAPER



11-13-19

Issue:

Replacement of Trout Creek strength equipment at the end of the Trout Creek construction project. **NOTE: The contract for the replacement equipment was approved during the 9-27-19 special board meeting in executive session. This consent item is to ratify the acceleration of funds from 2020 to 2019 during public session.**

Background:

The strength equipment in the Trout Creek weight room was originally purchased in 2004 from Paramount fitness located in Los Angeles, California. At that time, the equipment was top of the line and has served Trout Creek users exceptionally well. Over the last 5 years, the equipment has begun to show its age with increased signs of wear and breakdowns. Many of these breakdowns have been a source of inconvenience and frustration for membership. In 2015, Paramount fitness was sold to True Fitness which shortly thereafter did away with the Paramount Strength line, so the company no longer produces any replacement parts for Paramount Strength equipment. This has been problematic for equipment repairs with seeking out used parts, long delays in shipping, and having to do equipment frame repair in house.

As the Trout Creek expansion project was being planned, the replacement of the strength equipment was deferred for several years so we could time the new equipment with the conclusion of construction. Two years ago, the RRF equipment replacement project was deferred to 2020 in anticipation of construction being completed in 2020 (currently in the 2020 RRF with a budget of \$93,300). As we approach the final phases of construction, it is time to place the order for new equipment which will require a 50% deposit to begin manufacture. Life Fitness informs us that they will need approximately 2 months of lead time to manufacture the equipment before delivery. As a result, staff is requesting that we accelerate the 2020 RRF budget for equipment replacement to 2019 in order to send the required deposit amount.

For several months, staff has been deliberate about identifying the appropriate replacement pieces and manufacturer when considering what to put into our expanded cardio and strength space. When examining each brand of equipment, we looked at the longevity of the equipment, ergonomics, space efficiency, and ease of repair. We traveled to different gyms in the Reno and Sacramento area, testing out equipment, asking feedback of facility owners and speaking with different equipment repair contractors. Our diligence revealed that Life Fitness as a manufacturer stood out head and shoulders above any other strength equipment company, with their Hammer Strength commercial line identified as our ideal replacement alternative. During this

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process, staff continually solicited feedback from our membership, both individually and during a member information night which was attended by 85 members. During the information meeting, we went over each piece of equipment that was being considered for purchase and discussed each option. The feedback received was largely positive, and 100% positive from members who had experience with the Life Fitness brand/ Hammer Strength line in the past – a common occurrence among the group attending as this was often the equipment used at their “off the hill” gyms. Upon receiving a bid from Life Fitness for the replacement for the strength equipment, we negotiated a 30% discount from normal wholesale prices, the quotation (attached) is approximately \$76,400 with tax and shipping included.

Options:

1. Approve the acceleration of the 2020 strength equipment replacement project funds to 2019 to move forward with the purchase to be executed upon completion of the construction project.

Recommendation:

Staff recommends option 1 above as this will provide the most benefit to our membership while being the most efficient plan for replacing the Trout Creek strength equipment.

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Reviewed by: Michael Salmon

General Manager Approval: _____