

Financial Services
Richard H. Hinds, Chief Financial Officer

SUBJECT: AWARD BID NO. 016-NN08 – FITNESS EQUIPMENT

COMMITTEE: INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS

**LINK TO STRATEGIC
FRAMEWORK: FINANCIAL EFFICIENCY/STABILITY**

The purpose of this bid is to purchase, at firm educational discounts, quantities, as may be required, of fitness equipment, for the Division of Life Skills and Special Projects and various locations. This is a term bid which states that the Board may purchase quantities, as may be required, at firm educational discounts, but is not obligated to purchase any guaranteed amount. Eight (8) vendors responded to this advertised solicitation.

No bids were received for Items 1, 3, 12 and 13. The recommendation reflects that these items be rejected. Competitive prices will be solicited for these items, as the need arises, pursuant to Board Policy 6320, Bidding Process – Competitive Bidding Requirements, which describes the procedures and guidelines to be used for bidding on the estimated dollar expenditure.

The term of the bid shall be for two (2) years from the date of award and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the awardees, be extended for three (3) additional one (1) year periods and, if needed, ninety (90) days beyond the expiration date of the current contract period.

Strategies were employed to increase M/WBE participation. The list of registered vendors with the District does not reflect certified minority firms for this category.

Fund Source
0100 – General

RECOMMEND: That The School Board of Miami-Dade County, Florida **AWARD** Bid No. 016-NN08 – FITNESS EQUIPMENT, to purchase, at firm educational discounts, quantities, as may be required, of fitness equipment, for the Division of Life Skills and Special Projects and various locations, during the term of the bid, effective August 7, 2013, through August 6, 2015, including extensions thereto as follows:

1. BSN SPORTS, INC.
715 TWINING ROAD, SUITE 101
DRESHER, PA 19025
OWNER: ADAM BLUMENFELD, C.E.O. AND CHAIRMAN

Item 2 - Champion Barbell @ 10% Purchase Order.
Item 2 - Champion Barbell @ 10% Credit Card.
Item 4 - Elite @ 10% Purchase Order.
Item 4 - Elite @ 10% Credit Card.

2. CLIQUE MARKETING, LLC
910 S.W. 2 PLACE
POMPANO BEACH, FL 33069
OWNER: JON LARKIN, PRESIDENT

Item 14 - Stairmaster @ 30% Purchase Order.
Item 17 - Schwinn @ 30% Purchase Order.
Item 17 - Schwinn @ 32% Credit Card.

3. GYM SOURCE MIAMI, INC.
D.B.A. GYM SOURCE
40 E. 52 STREET
NEW YORK, NY 10022
OWNER: RICHARD MILLER, PRESIDENT

Item 7 - HOIST @ 10% Purchase Order
Item 8 - LIFECORE @ 20% Purchase Order

4. LIFE FITNESS
5100 RIVER ROAD
SCHILLER PARK, IL 60176
OWNER: JOHN STRANSKY, PRESIDENT

Item 6 - Hammer Strength @ 10% Purchase Order.
Item 6 - Hammer Strength @ 10% Credit Card.
Item 9 - Life Fitness @ 20% Purchase Order.
Item 9 - Life Fitness @ 20% Credit Card.

5. MFAC, LLC (M-F ATHLETIC)
11 AMFLEX DRIVE
CRANSTON, RI 02921
OWNER: ERIC FALK, PRESIDENT

Item 5 - Gill @ 10% Purchase Order.
Item 10 - M-F Athletics @ 10% Purchase order.

6. THE PROPHET CORPORATION
D.B.A. GOPHER SPORT
2525 LEMOND ST S.W.
OWATONNA, MN 55060
OWNER: JOEL C. JENNINGS

Item 11 - Nautilus @ 15% Purchase Order.
Item 15 - Schutt @15% Purchase Order.
Item 16 - Star Trac @ 15% Purchase Order.
Item 18 - Ultra Fit @ 15% Purchase Order.
Item 19 - Wilson @ 15% Purchase Order.

7. Reject Items 1, 3, 12 and 13.
8. Authorize Procurement Management Services to purchase up to the total estimated amount of \$500,000, for the initial contract term, and an amount not to exceed \$250,000 for each additional one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.

RHH/mh