SUBJECT: Fitness Center Membership for City Employees - Rebid

BID #: SC-0476-18 **OPEN DATE:** 5/23/18

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: Service Contract – August 1, 2018 through July 31, 2020 with three (3) one (1) year renewal options

AGENCY: Employee Services

BASIS OF AWARD: All or None, to the lowest responsive, responsible bidder

NUMBER OF BIDS INVITED: 6 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to amend the award with Bailey's Gym, Inc., to add the Platinum Plus Plan at the rates listed below for the period ending July 31, 2020. Membership fees to be paid by payroll deduction at the employee's request and as outlined below:

Employee - $44.99
1st Add-on - $29.99
Each additional add-on - $24.99

* To be executed by formal contract amendment through the Office of General Counsel

Attachments: Recommendation Memo, Vendor Quote and Previous Award

ANALYST: _____
Annette Burney

RESPECTFULLY SUBMITTED: _____
GREGORY PEASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: Mary DiPerna, Chief, Compensation and Benefits, Employee Services Department

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(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

City of Jacksonville, Florida

Lenny Curry, Mayor

Employee Services Department
City Hall, 117 West Duval St., Suite 150
Jacksonville, Florida 32202

ONE CITY. ONE JACKSONVILLE.

MEMORANDUM

To: Annette Leslie-Burney, Purchasing Analyst

From: Mary DiPerna, Chief, Compensation and Benefits

Carolina Teran-Oceguera, Manager, Compensation and Benefits

Re: SC-0476-18 Gym & Fitness Center Membership for City Employees

Date: May 22, 2019

We would like to amend our contract with Bailey's Gym to include the Platinum Plus plan which will include unlimited Team Training and Hydrotherapy Massage Beds in addition to all the amenities that are currently available in the Platinum plan.

The City will not subsidize or incentivize this plan and it will be paid for solely by the employees that choose to voluntarily enroll in this plan. For your reference, I have attached a copy of the proposal from Bailey's which outlines the detail of each plan as well as the cost.

Bailey's
HEALTH & FITNESS

Corporate Office
P.O. Box 8769
Jacksonville, Florida 32239
(904) 744-1336
Fax: (904) 744-9586

May 14, 2019

City of Jacksonville, Compensation & Benefits Division
ATTN: Mary DiPerna, Chief of Compensation & Benefits
117 West Duval Street
City Hall, Suite 150
Jacksonville FL 32202

RE: Bailey's Health & Fitness – Membership Package Offerings

Dear Mary,

In direct response to City of Jacksonville employee interest in our Team Training (Red Zone / Chaos) classes, Bailey's Health & Fitness would like to propose the addition of our 'Platinum Plus' membership package to the already existing 'Basic Plus' and 'Platinum' plans offered to City of Jacksonville employees, retirees and eligible dependents. Our Platinum Plus membership not only includes all current Platinum level amenities, but also adds unlimited Team Training, unlimited access to our Hydrotherapy Massage Beds, as well as additional guest visits (9) each month.

The Platinum Plus membership is the highest package level currently available and includes the following amenities:

- Access to all Bailey's Gym Locations, 24-hour / 7 Days Per Week Access, Unlimited Cardio and Weight Equipment, Introductory Orientation Sessions, Sauna, Steam Room, Women's Only Area, Stretch Room, Basketball Court, Unlimited Group Fitness Classes, Children's Play Area (ages 1-12), Unlimited Indoor Cycle Classes, Access to Athletic Training Room, Unlimited Tanning, 9 Guest Privileges per Month, Unlimited Hydrotherapy, Unlimited Team Training Classes (Red Zone / Chaos).

Bailey's would like to offer this plan to the City of Jacksonville with the following rate structure, which is discounted from our standard retail pricing. Please note that all fees listed are subject to the applicable sales tax and federal tanning tax:

Employee	$44.99, plus applicable tax
1st Add-On	$29.99, plus applicable tax
Each Addl. Add-On	$24.99, plus applicable tax

When purchased directly by an existing member, the Team Training amenity alone is currently available at $29.99 plus tax per month. With the addition of the Platinum Plus option, current City of Jacksonville Platinum members would be able to upgrade to the Platinum Plus membership and receive a 50% savings off the A La Carte price of Team Training alone, while receiving Team Training, Hydrotherapy AND extra guest visits.

We believe this to be a mutually beneficial solution and hope the City of Jacksonville agrees. Thank you in advance for your consideration, and please let us know your thoughts.

In Health,

D. Bailey

Darryl Bailey

SUBJECT: Fitness Center Membership for City Employees - Rebid

BID #: SC-0476-18 **OPEN DATE:** 5/23/18

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: Service Contract – August 1, 2018 through July 31, 2020 with three (3) one (1) year renewal options

AGENCY: Employee Services

BASIS OF AWARD: All or None, to the lowest responsive, responsible bidder

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NUMBER OF BIDS INVITED: 6 **NUMBER RECEIVED:** 3 **OTHER:** 0

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval of award to the lowest responsive, responsible bidder, Bailey's Gym, Inc., to provide gym memberships to City employees. Period of service is from August 1, 2018 through July 31, 2020 with three (3) one (1) year renewal options. Membership fees to be paid by payroll deduction at the employee's request and as outlined below:

Plan 1 - $19.99
Plan 2 - $29.99

Spouse - $19.00 (both plans)
Dependent (Ages 16-17) $14.99 (both plans)
Employee & Family (up to 5 members) – $87.95(Plan 1) & $97.95 (Plan 2)

* To be executed by formal contract through the Office of General Counsel

Attachments: Recommendation Memo, Tabulation and Terms and Conditions

ANALYST: Annette Burney

RESPECTFULLY SUBMITTED: GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Bob Parr, Chief, Compensation and Benefits, Employee Services Department

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(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING Ø DATE: 6/07/18

OTHER:

ACTION OF AWARDING AUTHORITY DATE 6/07/18

APPROVED DISAPPROVED

OTHER

SIGNATURE OF AUTHENTICATION

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No. 2015-05