



Roger León  
Superintendent

# Newark Board of Education

Where Passion Meets Progress

## Request for Proposal 9924 Evaluation Report Employee Wellness and Fitness Center Management

**I. List the names of all members of the evaluation committee:**

Yolanda Mendez, Assistant Superintendent  
Keith Barton, Special Assistant -Risk Management  
Randy Schrader, Director of Employee Services

**II. List the name and summary of vendors who submitted a proposal:**

Vendor	Summary of Proposal
<p>1. HealthSource Solutions LLC 3149 Fernbrook Lane North Plymouth, Minnesota 55447</p>	<p>HealthSource Solutions provides a tailored approach to improve the health and well-being of employees. The company is currently working with schools in 5 states. Their staff are degreed Fitness specialists that provide Fitness Center coverage and gym operation services. A wide variety of services including virtual classes and gym sanitizing supplies are available at enumerated additional costs. HealthSource Solutions LLC satisfies the minimum requirements of this RFP.</p>
<p>2. Kinema Fitness, Inc. 1650 Market St., suite 3600 Philadelphia, PA 19103</p>	<p>Kinema Fitness is a national wellness provider servicing educational and corporate advisers. Offerings include Program Development and Execution – not just for the fitness center but for the entire organization. Additionally, the company offers full-service operations, including certified trainers, holistic wellness, graphic design, and administrative support for onsite and virtual programming teams. Kinema has the capability of providing marketing services to successfully launch the opening of a fitness center and they can customize all outreach efforts to employees based on the needs of their clients. Kinema provides clients access to their member management system to ensure that participant information is accurate. Customized utilization reports are also available for client evaluation. The company touts the high retention rate of staff, which infers consistency in services provided. Kinema fitness satisfies the minimum requirements of this RFP.</p>

**III. Rank vendors in order of evaluation 1-2, 1 being the highest:**

Vendor Name	Recommendation To Award (yes or no)	Overall Rank
1. Kinema Fitness, Inc. Market St., suite 3600 Philadelphia, PA 19103	Yes	1
2. HealthSource Solutions LLC 3149 Fernbrook Lane North Plymouth, Minnesota 55447	No	2

**IV. Identify the vendor(s) recommended for awarded and why the vendor or vendors have been selected among others considered.**

Vendor	Justification for Selection
Kinema Fitness, Inc. Market St., suite 3600 Philadelphia, PA 19103	The proposal satisfies the minimum requirements of the RFP. The overall cost is competitive given the range of services that are included. This vendor has the capacity to create marketing materials that suite our needs. They also offer a wide variety of services that are accessible to our employees.

**V. Identify the terms, conditions, scope of services, and fees for vendor(s) recommended for award.**

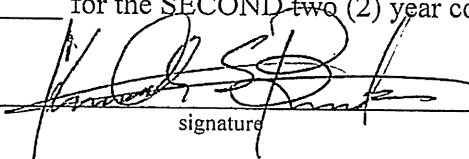
The contract term is two (2) years with the option to renew for one (1) additional two (2) year period. Please see the Summary of Proposals section I for the scope of services. The cost proposals are enclosed.

The vendors listed below are recommended for an amount NOT to exceed of

\$ 280,440 for the FIRST two (2) year contract term

\$ 295,450 for the SECOND two (2) year contract term.

Submitted By: Keith Barton



signature

Date 8/9/24

Printed Name: Keith Barton

Title: Special Assistant – Risk Management

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## 9924 Employee Wellness and Fitness Center Management Cost Proposal

The evaluative process requires an assessment of cost for various services. This pricing table has been developed to provide uniformity for evaluative purposes. Indicate pricing as applicable for services proposed. **Vendors are only contracted for services identified within the cost proposal. Duplicate this page as necessary to include all additional service offerings.**

<b>Company Name</b> _____				
Description of Service	All-inclusive Annual Price Year 1	All-inclusive Annual Price Year 2	All-inclusive Annual Price Year 3	All-inclusive Annual Price Year 4
Management Software	\$3600	\$3900	\$3900	\$3900
Insurance	\$3600	\$3600	\$3600	\$3600
Trainers Fee Monday – Friday 8 hours per day	\$82,800	\$86,940	\$90,417	\$94,033
Base Annual Total				
Additional Service_ Management Fee _____	\$48,000	\$48,000	\$48,000	\$48,000
Additional Service _____				
Additional Service _____				
Additional Service _____				
Additional Service _____				
Additional Service _____				
Additional Service _____				
<b>Travel/ Delivery/ Administrative: All related expenses must be included in cost listed above. All travel, incidental, delivery, and/or administrative expenses related to the services provided are the responsibility of the service provider. The District will not provide reimbursement for any travel/ administrative, delivery, and/or incidental expenses.</b>				