

REPORT TO THE BOARD OF MAYOR & ALDERMEN

DATE: August 24, 2026

FROM: Greg Clark, Parks, Recreation and Community Services Director

SUBJECT: Purchase of Fitness Equipment Using Sourcewell and Omnia Cooperative Purchasing Contracts

INTRODUCTION:

The purpose of this Agenda item is for the Board of Mayor & Aldermen to consider the approval of the purchase of Fitness Equipment from Fitness & Exercise Solutions in the amount of \$73,965.00 using the Sourcewell Cooperative Contract (#081120-LFF) and in the amount of \$38,960.00 using the Omnia Cooperative Contract (#156948).

BACKGROUND:

In July 2024, the Town of Collierville assumed operation of the fitness center located at the H.W. Cox Community Center from DeSoto Athletic Club (DAC). As part of the transition agreement, ownership and operation of all fitness equipment were transferred to the Town. This included all existing cardio fitness equipment (treadmills, elliptical machines, recumbent bikes and upright bikes) located at the DAC Collierville facility.

DISCUSSION:

In the FY 2027 Capital Improvement Program, \$143,750.00 was approved for the purchase and replacement of cardio fitness equipment for the Fitness Center. The existing Fitness Center cardio machines are between 12 and 17 years old and have reached the end of their useful life. To evaluate the current inventory and identify the best replacement options, staff engaged Carnes Recreation of Tennessee to conduct a comprehensive assessment of the existing cardio equipment. Based on the evaluation, Carnes Recreation provided recommendations for new cardio equipment models that are widely used and well-received in fitness centers, helping to ensure the Fitness Center offers reliable, modern equipment that meets member expectations.

This request is to purchase new Life Fitness and Matrix cardio equipment from Fitness & Exercise Solutions through the Sourcewell Cooperative Contract and the OMNIA Partners Cooperative Contract.

Life Fitness and Matrix are recognized as industry leaders in commercial fitness equipment, known for their quality, durability, reliability, and user-friendly features. These brands are highly recommended by fitness center staff and have consistently received positive feedback from facility members based on performance, comfort, and overall user experience.

Purchasing through the Sourcewell and OMNIA cooperative contracts ensures a competitive, compliant procurement process while providing favorable pricing and reducing administrative time associated with a formal solicitation.

The attached equipment list identifies the specific cardio equipment recommended for purchase to replace and/or upgrade existing equipment. These upgrades will enhance the overall fitness experience

for members, improve equipment reliability, reduce maintenance costs, and support the continued operation of a safe, modern, and efficient fitness facility.

The Town will also receive a trade-in allowance in the amount of \$3,150.00 for our existing treadmills, elliptical machines, recumbent bikes and our upright bikes. The trade-in allowance list is also located on the Matrix Equipment Quote sheet.

The total amount being recommended for purchasing of the new cardio equipment is \$112,925.00.

BUDGET IMPACT:
CIP

Fund	Dept.	Obj. Code	Description	Approved Line Item Budget	Previous Expenses	Proposed Expense	Balance	Budget Impact
321	44420	949-202703	Fitness Center Equipment	\$143,750.00	\$0.00	\$112,925.00	\$30,825.00	N/A

ATTACHMENTS:

[Fitness Center - Equipment Attachment.pdf](#)

PROPOSED MOTION:

To approve the purchase of Fitness Equipment from Fitness & Exercise Solutions in the amount of \$73,965.00 using the Sourcewell Cooperative Contract (#081120-LFF) and in the amount of \$38,960.00 using the Omnia Cooperative Contract (#156948).

Board Action: Motion By _____ Seconded By _____

Vote Total	Hall	Jordan	Robbins	Marshall	Stamps	Fraser
Yes						
No						
Abstain						