

AGENDA ITEM NO: 7.3

MEETING DATE: March 11, 2025

STAFF REPORT – COVER SHEET

SUBJECT: Cheam Leisure Centre Strength Equipment Replacement DATE: February 28, 2025

DEPARTMENT: Recreation & Culture PREPARED BY: Jenna Stevens

1. SUMMARY OF ISSUE:

A decision is required to approve the Canoe Procurement Contract #052324 for the supply of weight room strength equipment, and associated accessories at the Cheam Leisure Centre.

Company	Amount
LIV unLtd.	\$281,872.74

2. RECOMMENDATION:

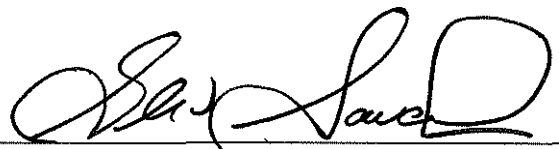
That Council approve Canoe Procurement Contract # 052324, for the supply and purchase of weight room strength equipment and associated accessories from LIV unLtd., in the amount of \$281,872.74; and further, that the Mayor and Corporate Officer be authorized to sign any necessary documentation.



Darrell Lindhout, Director of Recreation and Culture

3. FINANCE COMMENTS:

Funding has been allocated within the approved 2025 Financial Plan.



Glen Savard, Director of Finance

4. CHIEF ADMINISTRATIVE OFFICER'S RECOMMENDATION/COMMENTS:

Supports recommendation.



David Blain, CAO

STAFF REPORT ON
Canoe Procurement Contract # 052324
Cheam Leisure Centre Strength Equipment Replacement

PREPARED BY: Jenna Stevens DATE: February 28, 2025

POSITION: Manager of Recreation
Facilities DEPARTMENT: Recreation & Culture

1. BACKGROUND:

The existing large plate weight and selectorized strength equipment in the Cheam Leisure Centre weight room have reached the end of their service life and require replacement. While the heavy strength equipment remains structurally sound, components such as cables, seat pads, grips, paint, and other wear parts require frequent adjustments and replacements. Due to the equipment's age, sourcing replacement parts has become increasingly difficult, leading to extended downtime and impacting user experience.

In addition to addressing maintenance challenges, the new equipment will feature updated designs that enhance ergonomics, functionality, and aesthetics, aligning with modern fitness trends.

A project design team, consisting of a fitness design professional, YMCA personnel, and City staff, conducted an on-site review of the existing equipment and layout. Various design options were explored to ensure that the selected equipment meets current industry trends while optimizing space usage within the facility.

Through this process, additional floor space was identified by removing redundant machines and incorporating more space-efficient equipment. This not only improves user flow but also allows for greater accessibility and a more dynamic workout environment.

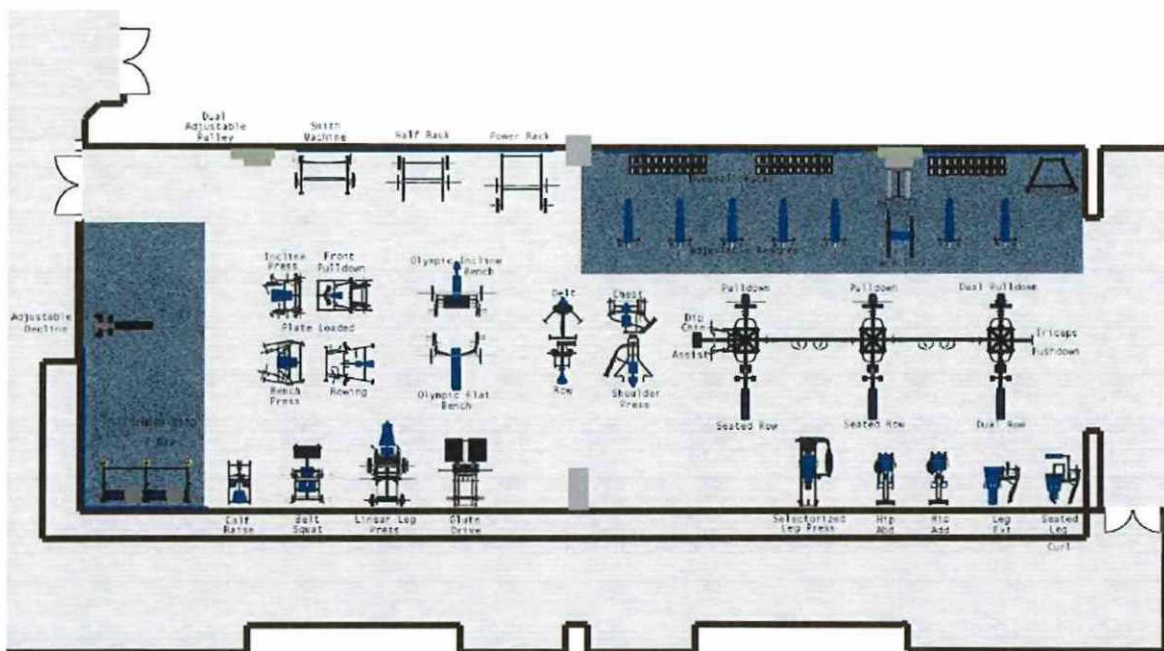
The City leveraged the Canoe Procurement Contract, securing a contractual discount of **\$71,474.87** for the new equipment. Additionally, a buyback agreement was negotiated for the old equipment, valued at **\$16,500**. The costs are broken out categorically below:

- \$79,243.79 for selectorized (cable machines with pin weight selection)
- \$60,116.21 plate loaded machines
- \$52,588.60 weight plates and associated equipment (ex. benches, bars, racking)
- \$56,406.55 for selectorized multi gym, inclusive of accessories
- \$17,517.59 for functional fitness, stretching and storage
- \$16,000 for delivery, install and testing of new equipment

This investment aligns with the \$344,972.45 weight room upgrade at Chilliwack Landing Leisure Centre approved by Council in May 2024, which was highly successful in both implementation (August 2024) and public response. The standardized approach across facilities ensures familiarity for users and consistency in quality across City-owned fitness spaces.

During the equipment transition period, additional upgrades will be undertaken, including new flooring, painting, and cabinetry enhancements to refresh the space. These improvements will further elevate the facility's appeal and functionality, creating a modern and welcoming environment for all users.

The new weight room design layout and fitness equipment locations are depicted below.



A more comprehensive overview of the LIV unLtd. consultation and equipment selection and layout process are shown in Appendix A supplied by LIV unLTD.

2. ABOUT SOURCEWELL:

Sourcewell (Canoe Procurement) is a cooperative buying group of over 50,000 members that are comprised of public sector, education and nonprofit organizations. They help organizations save time and money by combining the buying power of all members to provide discounted pricing that would otherwise be unavailable.

Life Fitness ranked No. 2 out of 6 companies graded on Sourcewell (and available through Canoe Procurement) Fitness Equipment proposal evaluation with quality strength **commercial equipment** selection. Life Fitness is also ranked number 1 in equipment selection and "value add". Additionally, Life Fitness tied for number 1 for warranty in proposal evaluation. LIV unLtd. is the master distributor of Life Fitness equipment in Canada.

3. RECOMMENDATION & SUBSTANTIATION:

Recommendation:

That Council approve Canoe Procurement Contract #052324, for the supply and purchase of weight room strength equipment and associated accessories from LIV unLtd., in the amount of \$281,872.74; and further, that the Mayor and Corporate Officer be authorized to sign any necessary documentation.

Substantiation:

The Life Fitness proposal from Canoe Procurement Contract #052324 meets budgetary, functionality and performance goals and objectives. Life Fitness ranked No. 2 out of 6 companies graded through proposal evaluation on Sourcewell (and available through Canoe Procurement) which provides quality, commercial strength equipment, and specifically number 1 in “value add” attributes and equipment selection. The City of Chilliwack has predominately used Life Fitness products throughout its fitness centers for many years and the continued standardization of products would provide familiarity and comfort to its users.

APPENDIX A



CHEAM LEISURE CENTRE STRENGTH EQUIPMENT REPLACEMENT PROJECT

OBJECTIVE

To provide patrons with a more up-to-date selection of reliable, high-quality fitness equipment, configured in a more intentional layout, which is not only safe and easy to use, but also enhances the patron's exercise experience for more effective outcomes.

CONSULTATIVE EQUIPMENT SELECTION

When it comes to guiding you through the process of equipment selection, LIV unLtd.'s consultative approach is a combination of data and usage metrics, client input and feedback, and our 20+ years of experience equipping and operating a vast variety of fitness and wellness centres across Canada.

OVERVIEW OF HIGHLIGHTS

- Re-configuring the space with a more logical order and flow (please see rendering attached)
- Updating equipment selection to reflect the more current workout practices (please see examples attached)
- Adding popular accessories which are widely used in today's workouts.
- Adding useful storage racks to create a more organized and safer environment.

COMPARATIVE PROPERTIES

Our depth of experience runs deep with a large base of Municipalities, Recreational Facilities, JCCs and YMCAs, including:

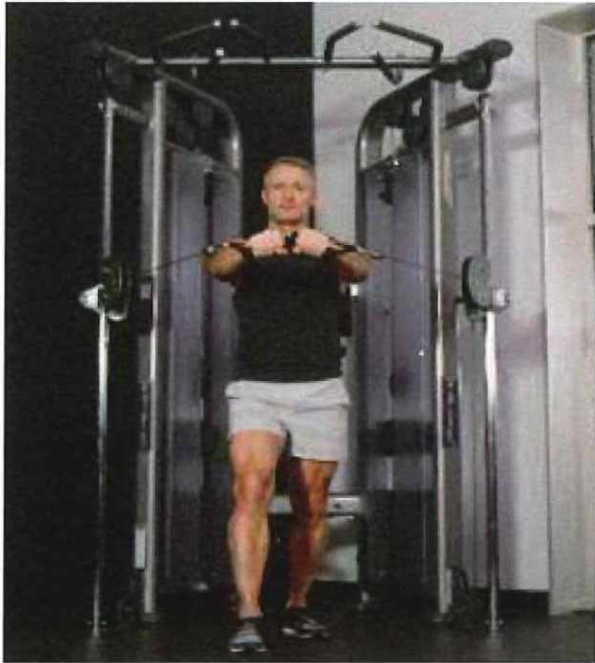
- Robert Lee YMCA / Vancouver, BC
- Tong Louie YMCA / Surrey, BC
- Family YMCA- Northern BC /Prince George, BC

PARTS / ACCESS & AVAILABILITY - Our manufacturer, Life Fitness, commits to manufacturing parts for 7 years after a product is deemed "retired" from the line. To further ensure prompt service and repair, we make it our job to maintain or have fast access to a vast inventory of parts for up to 15 years after the usual life cycle of the product.

COMPANY OVERVIEW

Founded in 2016 and formerly known as LIV North, LIV unLtd. is the result of decades in the fitness and wellness industry with a long list of success stories equipping, servicing and even operating Municipalities, Commercial Gyms, Corporate Fitness & Wellness Centres, Campuses, Recreational Centers and more.

Additional information and images of specific equipment are shown below.



Hammer Strength Select Leg Extension

Size (L x W x H): 47" x 41" x 64"

Metric (cm): 119cm x 104cm x 163cm

Recommended Live Area (L" x W x H): 49" x 55" x 64"

Metric (cm): 226cm x 140cm x 163cm

Weight: 570 lbs. (258 kg)

Weight Stack:

Standard: 250 lbs. (113 kg)

Additional Info:

- 100-degree angle between seat and back pad increases comfort and encourages full Quadiceps contraction without Hamstrings flexibility limitations
- Hammer Select SE version offers standard 5-position range of motion adjuster for individual preference or anatomical limitations
- Hammer Select SE version offers a T-bar pad and seat back adjustment accessible from the seated position
- Axis of alignment clearly marked with red dot to encourage correct axis alignment



**HAMMER
STRENGTH**



Hammer Strength Select Shoulder Press

Size (L x W x H): 67" x 50" x 64"

Metric (cm): 169cm x 127cm x 163cm

Recommended Live Area (L" x W x H): 102" x 50" x 64"

Metric (cm): 259cm x 127cm x 163cm

Weight: 520 lbs. (236 kg)

Weight Stack:

Standard: 200 lbs. (90 kg)

Additional Info:

- Pressing arm includes both bar and neutral grips for user's individual preference or anatomical limitations
- Range of motion is adjusted with the use of the seat position



Shown below are some examples of older free weight and selectorized equipment that will be replaced.

