

Answers to Vendor Questions for Health Center Managed Services

1. What is the number of pools, size and type? (e.g. hot tub, therapy, lap)
One lap pool (8000 sq ft), 3 lanes , 25 meters, hot tub and small therapy pool
2. What is the number of classrooms and type? (e.g. traditional, exercise studios)
Two small and one large classroom
3. Are there any kitchen facilities associated with the Snack bar area or potential nutrition programming? No active kitchen, looking at cold healthy products such as smoothies, etc.
4. Are any athletic fields included as part of the Health and Wellness Center? Not dedicated to the health facility
5. Are childcare facilities and services included? No, but open to drop in concept
6. What percentage of time (or some basic schedule) will the facility be opened exclusively to students and faculty? Conversely, when will the facility be available for community programming?
Facility will be open to all members during hours of operation, M-F (5:30am - 10:00pm) Sat. (7:30am -8:00pm) and Sun (12-6:00pm)
7. Will students pay a separate user fee for facility use outside of class or team training? We hope to grow from 1564 to about 2600 members in five years. Students will pay a monthly membership fee of \$25.00 and a one-time \$50.00 enrollment fee in year 1. Community members will pay a monthly membership fee of \$59.00 and a one –time \$50.00 enrollment fee in year 1. Faculty and Staff will pay a monthly membership fee of \$35.00 and a one-time \$50.00 enrollment fee in year 1. Keep in mind that these are all assumptions and may vary as we bring the managed services firm and architects on board to assist with some final decision-making.
8. Is developing a membership model part of the scope of service? Yes, the manager will be responsible for 1/3 of the memberships which will exclude current students and faculty/staff.
9. Will there be family programming, i.e. seniors, children, spouses. Yes, except for children. Members must be 18 years of age or older
10. Does Information Technology include access and security control? Yes
11. What are membership units and revenue goals?
 - a. Are there penalties or incentives for units & revenue goals? 1564 membership goal in year 1, increasing to 2600 by year 5. Shared revenue goals, 1.4million in year 1, 1.7 million in year 2, 2.1 million in year 3, 2.1 million in year 4 and 2.2 million in year 5. Revenue will be generated through a number of sources such as membership and enrollment fees, personal training services, infrastructure fee, and athletic teams and academic programs which will be MCC's responsibility. The manager will be required to generate a portion of the revenue that has to be negotiated when selected. See # 2 above for some membership cost. The manager will be responsible for 1/3 of the memberships which will exclude current students and faculty/staff. This will be a performance contract, percentage of pay can be negotiated, and there will be a penalty and incentive associated with performance.
12. Has there been a feasibility study or market analysis conducted to identify the public membership opportunity for the center? If so, we would enjoy receiving a copy to review before submitting a proposal to help inform our projections. We had an outside group look at our demographics

and project our possible memberships based on similar markets. The results concluded that we would attract 25% of our students, 20% of our faculty/staff and 6% of our general population with incomes over 50,000.

13. What are the objectives of the new center for the college? For example,

- a. financially self sustaining? Somewhat, the college will subsidize some of the staffing and other operational expenses
- b. Attract and retain of students and faculty? Yes, and community members. See breakdown below.
- c. Support competitive athletics? Yes
- d. Other?

14. Will school curriculum/classes be delivered at the center? Yes

15. What is the total eligible population?

- a. Student population - 4653
- b. Faculty/Staff - 447
- c. Will this be open to the local community? 26, 139 (HH w/avg income \$50k)

16. Fees for membership

- a. Does MCC plan to charge for member, if so what will the charges be for: See below
 - i. Students
 - ii. Faculty/Staff
 - iii. General community members

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17. Does MCC plan to subsidize the program? The college will subsidize some of the staffing and other operational expenses