

May 13, 2025

Honorable Mayor and City Council  
City of Long Beach  
California

**RECOMMENDATION:**

Recommendation to adopt a Resolution to authorize the City Manager, or designee, to execute a contract, and any necessary documents including any subsequent amendments, with Advanced Healthstyles Fitness Equipment, Inc. dba Advanced Exercise, Wellness Flooring, Roombldr, of Littleton, CO, for furnishing and delivering fitness equipment, on the same terms and conditions afforded to Sourcewell, a State of Minnesota local government agency and service cooperative, in an amount of \$300,000, authorize a 15 percent contingency in the amount of \$45,000, for a total contract amount not to exceed \$345,000, until the Sourcewell contracts expire on July 15, 2028, with the option to renew for as long as the Sourcewell contracts are in effect, at the discretion of the City Manager.

**DISCUSSION**

City Council approval is requested to enter into a contract with Advanced Exercise, an authorized distributor of Life Fitness, LLC, True Fitness Technology, Inc., and Defiant Strength. The purchase will be made through the Sourcewell Cooperative, of which the City of Long Beach is a registered member, for furnishing and delivering fitness equipment for the Long Beach Police Department (LBPD) to replace equipment at stations and new Police Academy. The LBPD conducted a department-wide assessment and determined that much of the fitness equipment at its facilities is outdated, non-functional or requires frequent and costly maintenance, with most units over 15 years old. Several of the equipment manufacturers are no longer in business, making it increasingly difficult to obtain replacement parts and perform necessary maintenance.

Access to adequate fitness equipment is essential for first responders to meet the physical demands of their profession and perform their duties effectively. Law enforcement personnel regularly encounter unpredictable and physically challenging situations that require strength, endurance, and agility. In addition, the demanding schedules faced by officers—often involving extended shifts, mandatory overtime, and unpredictable hours due to staffing shortages—make it difficult for them to utilize off-site gym facilities. Providing fitness equipment onsite provides a practical, accessible solution that allows personnel to maintain their health and meet physical performance standards, while juggling the time demands created by staffing levels. Without modern fitness equipment, maintaining the level of physical readiness necessary in the profession becomes increasingly difficult. By investing in updated fitness equipment, LBPD can better support the physical and mental preparedness of its officers, ensuring they are equipped to serve the community safely and effectively.

This procurement will also support new equipment for the Long Beach Police Academy (Academy), which is undergoing significant upgrades, including the ability to accommodate larger recruit class sizes. With the increase in the number of recruits, the LBPd is required to meet specific equipment and facility standards established by the California Commission on Peace Officer Standards and Training (POST). While the physical upgrades to the Academy site are being addressed through the new facility's construction, POST requirements also include fitness equipment for physical conditioning and assessment. To meet compliance standards and support the training needs of expanded academy classes, additional equipment beyond what is currently available is necessary.

The proposed recommendation will allow \$155,000 of the Board of State and Community Corrections Officer Wellness and Mental Health Grant (BSCC Grant), awarded to LBPd, to be utilized. The BSCC Grant funds the delivery and access to wellness services to law enforcement personnel.

The Contracts and Grants Division of the LBPd researched procurement options for fitness equipment and discovered other agencies had completed open, fair, transparent, and competitive procurement processes. The City reviewed the Sourcewell contract options and determined that the contracts between Sourcewell and Advanced Exercise provided the best value to the City.

Advanced Exercise was identified as the most suitable provider based on their ability to supply specialized fitness equipment that meets the comprehensive training needs of the City's police personnel. The equipment offered supports full-body workouts essential for maintaining the physical readiness and overall wellness of LBPd's officers. Furthermore, Advanced Exercise submitted a comprehensive pricing proposal that enables LBPd to remain within its designated budget while still meeting the operational requirements of its facilities. This selection represents a fiscally responsible and mission-aligned investment in the health and performance of the LBPd. Sourcewell is a local government unit and service cooperative created under Minnesota Statutes Section 123A.21. It provides cooperative procurement solutions to government entities across the country. Sourcewell issued and publicly posted Request for Proposals (RFPs) for fitness equipment, related accessories, and services. Life Fitness, True Fitness Technology, and Defiant Strength responded to these RFPs. Following a competitive evaluation process based on pricing, service levels, and the breadth of product offerings, Sourcewell awarded contracts to Life Fitness, True Fitness, and Defiant Strength. Advanced Exercise is an authorized distributor of all three manufacturers.

City Charter Section 1802 provides an alternative procurement method by permitting the City to purchase or otherwise obtain services, supplies, materials, equipment, and labor with other governmental agencies and purchasing cooperatives. This alternative procurement method can save time and reduce costs through economies of scale by purchasing under existing contracts from other government agencies on a voluntary and selective basis, when authorized by a Resolution adopted by the City Council.

This matter was reviewed by Deputy City Attorney Eliezer Ben-Shmuel on April 22, 2025, Administrative Analyst Tommy Ryan on April 18, 2025, and by Budget Management Officer Nader Kaamoush on April 28, 2025.

TIMING CONSIDERATIONS

City Council action to adopt a Resolution and award a contract concurrently is requested on May 13, 2025, to ensure the contract is in place expeditiously.

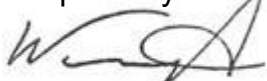
FISCAL IMPACT

The total amount of the contract will not exceed \$345,000, inclusive of a 15 percent contingency, until the Sourcewell contracts expire on July 15, 2028. The contract cost will be offset by \$155,000 from the Board of State and Community Corrections Officer Wellness and Mental Health Grant and the remaining \$145,000 (or \$190,000 if the contingency is necessary) by General Fund currently appropriated in the General Fund Group and the General Grants Fund Group in the Police Department. This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with existing City Council priorities. There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



Wally Hebeish  
Chief of Police  
Police Department

ATTACHMENT

APPROVED:



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THOMAS B. MODICA  
CITY MANAGER