



## Staff Report

**Subject:** The Pointe at Ballwin Commons Fitness Center Flooring

**Department/Program:** Parks and Recreation

**Explanation:**

The City has budgeted \$85,000 for the replacement of the fitness center flooring, which was last updated in 2014. The existing carpet squares have reached the end of their functional lifespan and have proven to be an unsuitable material for a high-use exercise environment. Because the current thin fabric squares lack the durability for athletic activity, transitioning to a rolled rubber product is highly recommended.

A rolled rubber floor provides a dynamic surface that offers shock absorption, which is critical for protecting users from knee and other joint injuries. Beyond safety, this material is specifically designed for a fitness center, offering greater durability and longevity than traditional carpet. From a maintenance perspective, rolled rubber ensures the facility is easier to clean, more resistant to stains and odors, and maintains a modern, professional appearance for years to come.

Attached is the Omnia Partners purchasing cooperative proposal to remove the existing flooring, prepare the surface, and install the preferred flooring. The proposal is \$322 over budget due to unforeseen union wage increases.

**Recommendation:**

Approve Omnia Partners proposal for Advanced Exercise to perform the proposed work for \$85,322.11.

**Submitted By:** Chris Conway, CPRP, Director of Parks and Recreation

**Date:** January 12, 2026



*Prepared for*

## **Ballwin Parks and Recreation**

*by*

**Lisa Miceli**

November 11, 2025




**Proposal # 088664-R7**
**Wellness Flooring:**

Lisa Miceli  
 lmiceli@advancedexercise.com  
 Phone: 3147618701  
 Fax: na

Date: November 11, 2025  
 Quote Expires: 30 day(s)

**Proposal # 088664-R7**

Bill to:	Ship to:
<b>Ballwin Parks and Recreation</b> 14811 Manchester Road Ballwin, MO 63011 Matt Struemph mstruemph@ballwin.mo.us	<b>Ballwin Parks and Recreation</b> 14811 Manchester Road Ballwin, 63011

**SPORTS FLOORING**

Model	Brand	Description	Unit Price	Qty	Total Extended
TRD-000002	Ecore Athletic	<b>E-Grip III Adhesive 4 Gallon Pail</b>  	249.50	22	\$5,489.00
TRD-000067	Ecore Athletic	<b>Ecore All Purpose Cleaner (E-Cleaner)</b>  	40.90	1	\$40.90
FLOOR	Wellness Flooring	<b>labor increase after May 1st 2026</b>	2,656.25	1	\$2,656.25
FLOOR	Wellness Flooring	<b>Add to Base Bid to supply 5000 LB Lift and 1-30 yard dumpster.</b>	2,942.50	1	\$2,942.50
FLOOR	Wellness Flooring	<b>Add to Base bid to supply new base around track area. 720 In ft</b>	2,603.75	1	\$2,603.75


**Proposal # 088664-R7**

LMNT-000439	Ecore Athletic	<b>Motivate</b> <b>Performance Rolled</b> <b>Rubber Rolled</b> <b>Rubber Raiders</b> <b>7.5mm</b>	<ul style="list-style-type: none"> <li>7.5 mm total thickness and 48 in wide rolls</li> <li>2.5 mm vulcanized composition rubber surface layer</li> <li>5 mm shock absorbing base layer</li> </ul> 	<b>4.70</b>	6,300	\$29,610.00
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**SERVICES & FEES**

Model	Brand	Description	Unit Price	Qty	Total Extended
MISC	Advanced Exercise	<b>Existing Flooring Demo and Prep</b>	<b>7,831.33</b>	1	\$7,831.33
MISC	Advanced Exercise	<b>Moving Fitness Equipment in Stages during Flooring Installation</b>	<b>8,750.00</b>	1	\$8,750.00


**Proposal # 088664-R7**
**Comments:**
**Subtotal:** **\$59,923.73**

Omnia / NCPA contract 08-28

Equipment Move and Re-Installation - Not to exceed 10K, but will be final invoiced based on hours spent on site moving equipment to complete the flooring installation.

**Flooring Install:** **20,731.71**

Bid based on the installation of the following materials. Rolled Rubber.

**Flooring Freight:** **4,666.67**

VB Base material and labor included

**Taxes As  
Applicable**

Exclusions Unless Otherwise Noted Above

**Total:** **\$85,322.11**

6300 sq ft removal of existing flooring material

Per the estimate above, I hereby authorize Gentry Flooring to proceed:

Underlays/Cement Board Removal or Mitigation of Curing Compounds & Sealers

Company Proposal

This proposal is subject to written acceptance within 30 days of its date. Terms are Net 30 days. Unless noted above:

Proposal

includes minor prep work only. Trash removed by others.

Adequate dock facilities and elevators to be available. All work to be

performed Monday- Friday between the hours of 7:00 am -

3:30 pm.

Any questions

please call: [Steve@gentryflooring.com](mailto:Steve@gentryflooring.com) Steve Saunders

Mobile: 314-960-5233

Demo Of Existing Floor Covering Major Floor Prep, Patching, Sanding or Leveling Of Floors

All Work Shall be done M-F 7am to 3:30pm

Moving Equipment assumes moving all of the cardio and strength moved by Certified Fitness Professionals. If only a portion is moved by us we will reduce final invoice based on man hours.



Proposal # 088664-R7

### Wellness Flooring Terms & Conditions

**Terms:** All new customers are required to pay 50% deposit on materials, with balance due prior to installation or receipt of materials, unless otherwise agreed upon. For projects with longer installation schedules, progress payments can be set up with an agreed upon materials forecast and timeline. All other requests for special terms are subject to credit approval. Invoices will be due and payable on the original installation date, unless we are notified in writing a minimum of 60 days prior to the requested date with the change request. We accept checks, money orders, ACH and credit cards (under \$2000). A late payment fee will be assessed at a rate of 1.5% (18% annual) per month on any unpaid balance remaining 30 days after the due date. **Special Orders:** A 100% prepayment is required for all customized products including but not limited to custom colors and flooring with logos.

#### Exclusions:

- All pricing based on substrates ready to accept finishes: clean, smooth & flat.
- The building space's ambient temperature and slab/floor temperature must meet all of flooring manufacturer's requirements for installation.
- Any necessary floor prep charges will be determined once the substrate is fully exposed after demo and will be quoted and billed on a time and material basis.
- Floor prep, epoxy grout, sealing of stone/tile/grout, waxing/sealing of VCT, phasing, demo of existing flooring, asbestos removal, final clean, vacuuming & overtime.
- Overtime is defined as hours beyond 7am to 5pm (Monday – Friday) and holidays.
- All flooring protection and lighting access to be provided by General Contractor.
- Extra work requested in the field requires a signed change order by authorized personnel prior to commencement.
- Moisture/vapor emission testing is not included in this estimate but can be provided for an additional cost.
- Excludes moving of furniture and/or equipment, touch up of painting and material hoisting.

**Return Policy:** Any returns require pre-approval in writing by Wellness Flooring. A minimum 25% restocking fee, plus return freight, will be incurred for all non-custom products returned in original condition. Customized products are nonreturnable and nonrefundable.

**Storage:** We reserve the right to assess storage fees not to exceed 1.5% per month, or fraction thereof and request payment in full on the related customer's invoice, when a customer's original requested delivery date is delayed by circumstances beyond our control.

**Taxes:** We collect sales or use taxes only in jurisdictions where we are licensed to do so. Customer agrees to accept sole liability and responsibility to pay for any and all uncollected sales or use tax liabilities, related penalties and interest that arise as a result of the purchase of products and/or services from our company.

**Security:** Until all products are paid in full, customer hereby grants to, and Wellness Flooring shall retain, a security interest in and lien on all products sold to the customer.

I accept the terms and conditions of this quote, including provisions, exclusions and qualifications.

#### Signature:

Name: Matt Struemph

Date:

# Performance Motivate Plus

## Fitness Surfacing

Tailored for light strength and conditioning, this 10.5mm surface combines 2.5mm VCR surface layer with a 8mm VCR base layer. The result: a balanced distribution of force reduction and energy restitution, designed for the shift in fitness from equipment to more functional training.



BUILT ON  
**ItsTRU<sup>®</sup>**  
TECHNOLOGY

### Product Attributes

- 2.5mm Vulcanized Composition Rubber (VCR) Surface Layer  
Provides excellent durability and slip resistance
- 8mm Factory-Fusion Bonded VCR Motivate Base Layer  
Upcycled VCR provides ergonomic support to the athlete

### Nominal Dimensions

Available as a standard in rolls. Talk to your local sales rep to determine availability, pricing, minimums, and lead times. See the Tech Manual and Guide Specs for installation instructions and product specifications.



10.5mm (2.5mm + 8mm) x 48' (1.22m)

### Applications

- Functional Training
- Free Weights
- Cardio
- Selectorized Strength
- Therapy / Rehab
- Childcare / Playzones

### Benefits

- Durable
- Sustainable
- Easy to maintain
- Slip-resistant

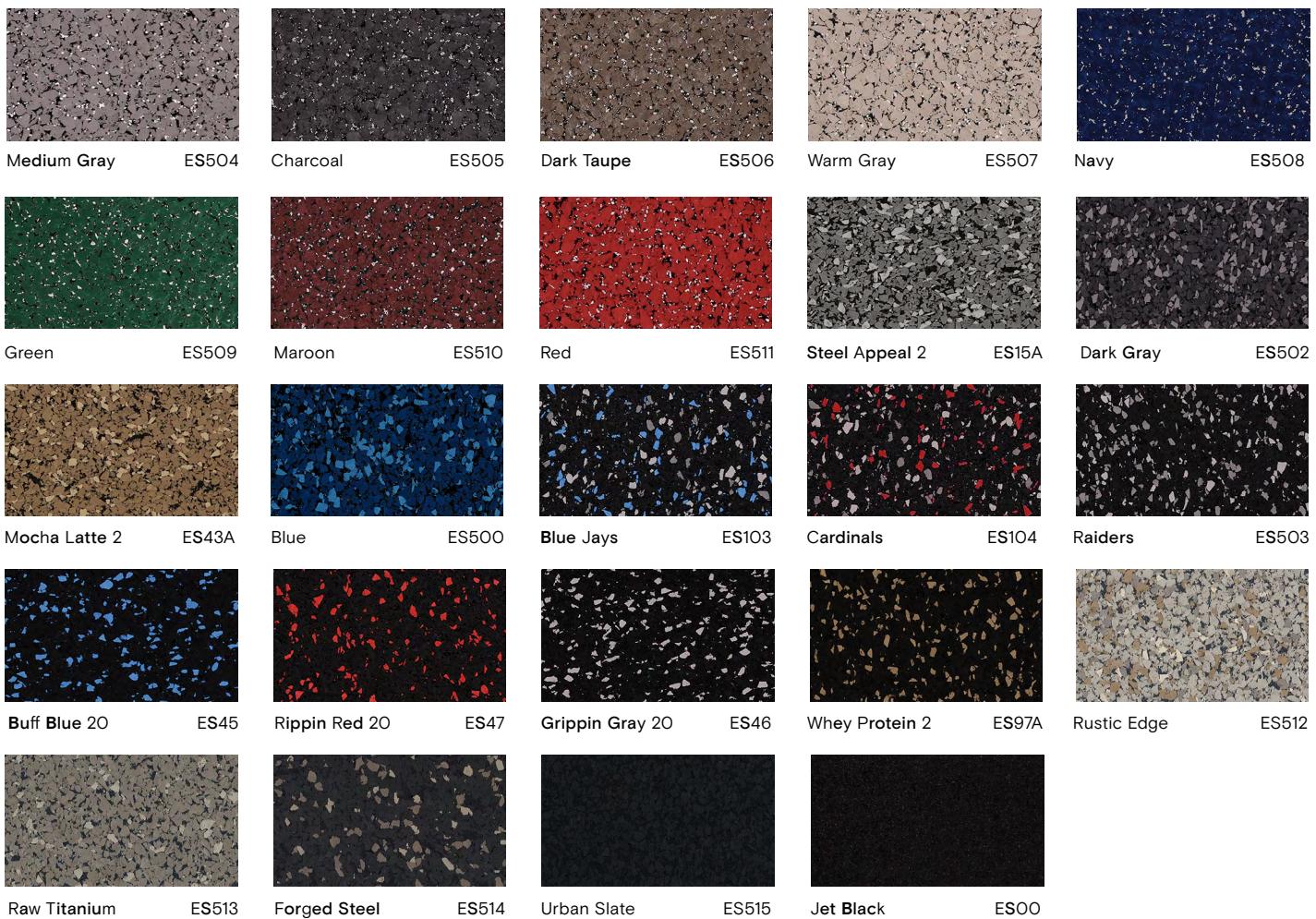
**NRG**

Force Reduction: 23.9%  
Absorption of impact energy

Energy Restitution: 59.4%  
Useful return of impact energy

Typical Deltec Field Tester Results

## Color Swatches



## Technical Details

Performance Criteria	Test Standard	Typical Results
Recovery after Static Load	ASTM F970	0.004
Coefficient of Friction	ASTM D2047	>0.8
FloorScore	CA O1350	Certified
Abrasion Resistance	ASTM D3389	Pass
Flammability- Pill Test	ASTM D2859	Pass
Impact Insulation Class (IIC)*	ASTM E492	59
Delta IIC*	ASTM E2179	26

\*Tested on a 6" concrete slab with no ceiling.