

**Columbus Consolidated Government
Council Meeting Agenda Item**

TO:	Mayor and Councilors
AGENDA SUBJECT:	Retail Space for Park & Ride on Manchester Expressway (Annual Contract) – RFP No. 24-0003
INITIATED BY:	Finance Department

It is requested that Council authorize the execution of an annual contract with Blitz 45 Fitness (Columbus, GA) to occupy the retail space within the (*Rails-to-Trails*) Fall Line Trace Park and Ride location at 3690 Manchester Expressway. The vendor will pay a monthly lease/rental fee to the City to occupy the building.

The vendor will provide the following:

- Provide service for trail and park users, as well as host free community fitness workouts.
- Offer guided fitness classes to large and small groups, weekend mornings and after school hours, as well as one-on-one fitness training and coaching, at no cost to the City of Columbus.
- Offer retail items for purchase including nutrition products and apparel to park and trail users.
- Offer concessions such as bottled water, sports drinks, soft drinks, and snacks.

The initial term of the contract shall be for one (1) year, with the option to renew for four (4) additional twelve-month periods. Contract renewal is contingent upon the mutual agreement of the contractor and the City.

Annual Contract History:

The previous contract was awarded on December 13, 2011 (Resolution 408-11) to Casey’s Enterprises, Inc., d/b/a Bikes & Beyond (Fort Benning, GA).

RFP Advertisement and Receipt of Proposals:

RFP specifications were posted on DemandStar and the web pages of the Purchasing Division and the Georgia Procurement Registry on August 1, 2023. This RFP has been advertised, opened and evaluated. One (1) proposal was received on August 25, 2023, from the following firm:

Eudamonia, LLC dba Blitz 45 Fitness (Columbus, GA)

The following events took place after receipt of the proposal:

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action

Combined Pre-Evaluation / 1 st Evaluation Meeting	09/15/23	Due to only receiving one proposal, the Pre-Evaluation and 1st Evaluation committee meetings were combined. The Purchasing Manager advised evaluation committee members of the RFP rules and process. The proposal, which had been previously disbursed to each committee member to review, was discussed in order of Qualifications & Experience, Relevance to Trail Users, Service & Business Plan, and Lease Proposal Cost. Committee members agreed to request a counter-offer for the monthly lease payment.
Counter-Offer sent to Proposer	09/19/23	Counter-Offer letter was sent to the proposer.
Vendor Response on Counter-Offer	09/26/23	The vendor responded by declining the counter-offer. This was forwarded to the Committee.
Final Discussion Evaluation Meeting	10/02/23	The Purchasing Manager summarized the events since the previous meeting and reminded committee members of the confidentiality of the evaluation process. The counter-offer response was reviewed. The vendor did not agree with the new amount. Consequently, the Committee Members agreed to accept the original monthly lease offer.
Evaluation Ballots by Committee	10/02/23	Evaluation ballots were received by voting committee members.
Award Recommendation	10/02/23	The three voting committee members unanimously voted to award the contract to Blitz 45 Fitness.

Evaluation Committee:

The proposal was reviewed by the Evaluation Committee, which consisted of one (1) voting member from the Finance Department, one (1) voting member from Department of Parks and Recreation, and one (1) voting member from Columbus Police Department.

Two (2) alternate voting members were from the Department of Parks and Recreation.

One (1) member served as a non-voting advisor from Department of Parks and Recreation.

Award Recommendation:

The evaluation committee unanimously recommends award of the contract to Blitz 45 Fitness (Columbus, GA), the sole responding firm, as reflected by their comments provided below:

- The two owners of the proposed vendor company already have an established business in the same genre as the proposed usage of the facility. This provides a degree of comfort on my part that the business will succeed to operate for the duration of the contract.

- The vendor shows years of training and experience. Not just retail experience, but medical and fitness training. The vendor has willingness to reach out to other outdoor fitness groups to support them.
- The cost the vendor offered is well over what this lease has had in the past.

Vendor Qualifications and Experience:

Eudamonia, LLC dba Blitz 45 Fitness currently operates a 3000sq ft fitness facility located in The Landings at 5300 Sidney Simons Blvd, Ste 7, Columbus, GA 31904. In addition to large and small group classes, Blitz 45 Fitness also offers one-on-one training. The retail items for purchase will include nutrition and apparel. In addition to being well qualified, Blitz 45 Fitness is committed to the community. There are two co-owners. One will help schedule and manage day-to-day operations of the facility and help with any fitness related programming. The other will help with business management and provide business experience. One partner has almost 20 years of training and retail experience, while the other has maintained a personal medical practice in Columbus for over 22 years.

The City's Procurement Ordinance, Article 3-110 (Competitive Sealed Proposals (Negotiations)), governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information have been submitted to the City Manager in a separate memo for informational purposes.

Revenue from the lease payments will be deposited: General Fund – Government Wide Revenue – Rental Lease/Income; 0101-099-1999-REVN-4878.

A RESOLUTION

NO. _____

A RESOLUTION AUTHORIZING THE CONTRACT WITH BLITZ 45 FITNESS (COLUMBUS, GA), TO OCCUPY THE RETAIL SPACE WITHIN THE (RAILS-TO-TRAILS) FALL LINE TRACE PARK AND RIDE LOCATION AT 3690 MANCHESTER EXPRESSWAY.

WHEREAS, an RFP was administered (RFP No. 24-0003) and one (1) proposal was received; and,

WHEREAS, the proposal submitted by Blitz 45 Fitness met all proposal requirements; and,

WHEREAS, the term of the contract shall be for one (1) year, with the option to renew for four (4) additional twelve-month period. Contract renewal is contingent upon the mutual agreement of the contractor and the City.

NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:

That the City Manager is hereby authorized to enter into a contract with Blitz 45 Fitness to occupy the retail space within the (*Rails-to-Trails*) Fall Line Trace Park and Ride location at 3690 Manchester Expressway. Revenue from the lease payments will be deposited: General Fund – Government Wide Revenue – Rental Lease/Income; 0101-099-1999-REVN-4878.

Introduced at a regular meeting of the Council of Columbus, Georgia, held the ____ day of _____, 2023 and adopted at said meeting by the affirmative vote of _____ members of said Council.

- Councilor Allen voting _____
- Councilor Barnes voting _____
- Councilor Begly voting _____
- Councilor Cogle voting _____
- Councilor Crabb voting _____
- Councilor Davis voting _____
- Councilor Garrett voting _____
- Councilor Huff voting _____
- Councilor Thomas voting _____
- Councilor Tucker voting _____

Sandra T. Davis, Clerk of Council

B.H. "Skip" Henderson III, Mayor