



**FINANCE COMMITTEE MEETING AGENDA**  
**Tuesday, July 25, 2023 at 5:30 p.m.**  
**Caledonia Village Hall - 5043 Chester Lane**

1. Call to Order
2. Approval of Minutes
3. Review and Recommendation of Liberty Mutual Claims Involving an Alleged Incident with the Caledonia Fire Department
4. Resolution 2023-79 – Resolution Of The Village Board Of The Village Of Caledonia Authorizing The Purchase Of An Interview Room Recording System Through Axon Enterprise And Enter Into A 5-Year Contract To Include The Equipment, Installation, Online Platform, And Ongoing Support (Village Board: 7/11/23)
5. Request Permission To Sole Source Fitness Equipment Procurement For Public Safety Facility.
6. Permission To Apply For A Grant For Outdoor Park Fitness Equipment.
7. Adjourn

Dated July 21, 2023

Joslyn Hoeffert  
Village Clerk

Only committee members are expected to attend. However, attendance by all Board members (including non-members of the committee) is permitted. If additional (non-committee) Board members attend, three or more Board members may be in attendance. Section 19.82(2), Wisconsin Statutes, states as follows:

If one-half or more of the members of a governmental body are present, the meeting is rebuttably presumed to be for the purposes of exercising the responsibilities, authority, power or duties delegated to or vested in the body.

To the extent that three or more members of the Caledonia Village Board actually attend, this meeting may be rebuttably presumed to be a "meeting" within the meaning of Wisconsin's open meeting law. Nevertheless, only the committee's agenda will be discussed. Only committee members will vote. Board members who attend the committee meeting do so for the purpose of gathering information and possible discussion regarding the agenda. No votes or other action will be taken by the Village Board at this meeting.

**1. Call to Order**

Trustee Wishau called the meeting to order at 5:45 p.m.

Committee Members: Trustee Wishau and Trustee Martin. President Weatherston was also present.

Absent: None.

Department Managers: Also present was Finance Director Wayne Krueger.

**2. Approval of Minutes**

Motion by Trustee Martin to approve the minutes dated June 13, 2023. Seconded by President Weatherston. Motion carried, unanimously.

**3. Resolution 2023-65 – Resolution Of The Village Board Of The Village Of Caledonia Authorizing The Acceptance Of A Subgrant From The Wisconsin Elections Commission To Be Used Towards The Purchase Of Redesigned Absentee Ballot Envelopes**

Motion by Trustee Martin to approve and forward to the Village Board. Seconded by President Weatherston. Motion carried, unanimously.

**4. Adjournment**

Trustee Wishau adjourned the meeting at 5:48 p.m.

Respectfully submitted,  
Joslyn Hoeffert, Village Clerk

**RESOLUTION NO. 2023-79**

**RESOLUTION OF THE VILLAGE BOARD OF THE VILLAGE OF CALEDONIA AUTHORIZING THE PURCHASE OF AN INTERVIEW ROOM RECORDING SYSTEM THROUGH AXON ENTERPRISE AND ENTER INTO A 5-YEAR CONTRACT TO INCLUDE THE EQUIPMENT, INSTALLATION, ONLINE PLATFORM, AND ONGOING SUPPORT**

**WHEREAS**, the Village of Caledonia is constructing a new Public Safety Building;  
and

**WHEREAS**, the Police Department has rooms designated and designed for the purpose of conducting interviews and/or interrogations; and

**WHEREAS**, the interview/interrogation rooms require monitoring and video and audio recording; and

**WHEREAS**, staff has explored various interview room recording systems and has identified the interview recording system through Axon Enterprise to be the preferred system; and

**WHEREAS**, the village was able to obtain contract pricing through piggybacking on an existing NASPO Contract; and

**WHEREAS**, the initial equipment and installation costs of the recording system are \$103,251.75 with an annual fee of \$18,062.50 per year in years 2 - 5, which includes cloud storage of the digital data, support, and Evidence.com accounts, which is their online platform and includes user features and services, for all PD personnel; and

**WHEREAS**, the initial funding of \$103,251.75 will come from the Public Safety Building Project, and the ongoing funding will be included in the Police Department Operating Budget in years 2 - 5.

**NOW, THEREFORE, BE IT RESOLVED** that the Village Board of the Village of Caledonia, Racine County, Wisconsin, do hereby authorize the Village of Caledonia to enter into a contract with Axon Enterprise for an interview room recording system for the new Public Safety Building.

Adopted by the Village Board of the Village of Caledonia, Racine County, Wisconsin, this \_\_\_\_\_ day of July 2023.

**VILLAGE OF CALEDONIA**

By: \_\_\_\_\_  
Thomas Weatherston  
Village President

Attest: \_\_\_\_\_  
Joslyn Hoeffert  
Village Clerk

**VILLAGE OF CALEDONIA POLICE DEPARTMENT**

6900 Nicholson Road  
Caledonia, WI 53108  
Administration/Public Records  
262-835-4423  
Non-Emergency/Police Services  
262-886-2300



**Chief of Police**  
Christopher Botsch

July 14, 2023

To: Finance Committee  
From: Christopher Botsch – Chief of Police

Re: Axon Interview Room Recording System

Committee Members,

At the Village Board Meeting on 07-11-23, I provided a detailed explanation as it relates to the interview room recording system for the new public safety building. I further explained that Axon Enterprise was our selected vendor.

Attached is a quote to equip the (5) interview rooms at the public safety building. You will notice on page 6 of the quote, pricing is per NASPO Contract No. OK-MA-145-015. Additional discounts are noted on page 1.

The quote outlines the equipment costs and installation at \$103,251.75 for year 1. The quote also includes an annual fee for cloud storage of the digital data, support, and Evidence.com accounts and access for all PD personnel. The annual fee is \$18,062.50 per year for years 2 thru 5.

As I stated at the Board meeting, Axon offers a fully integrated solution that includes not only the interview room recording system, but they also provide body worn cameras, squad cameras, and various other public safety products. While we are only moving forward with the interview room solution at this time, our long-term goal is to move forward with the body worn cameras and squad/fleet cameras. Taking advantage of the integration would provide many efficiencies, saving us valuable time in compiling the necessary digital data when requested or required. In addition, Axon is utilized by the Racine District Attorney's Office, and many of our surrounding law enforcement agencies, to include the City of Racine Police Department and Racine County Sheriff's Office.

Respectfully,

Christopher Botsch  
Chief of Police



**Axon Enterprise, Inc.**  
 17800 N 85th St.  
 Scottsdale, Arizona 85255  
 United States  
 VAT: 86-0741227  
 Domestic: (800) 978-2737  
 International: +1.800.978.2737

Q-496891-45120.879KB

Issued: 07/13/2023

Quote Expiration: 09/15/2023

Estimated Contract Start Date: 03/01/2024

Account Number: 132937

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Business;Delivery;Invoice-6900 Nicholson Rd  6900 Nicholson Rd Caledonia, WI 53108-9648 USA	Caledonia Police Dept. - WI  6900 Nicholson Rd Caledonia WI 53108-9648 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kyle Brennan   Phone:  Email: kybrennan@axon.com Fax:	Chirs Botsch   Phone: (262) 835-4423  Email: cbotsch@caledonia-wi.gov Fax:

### Quote Summary

Program Length	60 Months
<b>TOTAL COST</b>	<b>\$175,501.75</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$175,501.75</b>

### Discount Summary

Average Savings Per Year	\$1,483.97
<b>TOTAL SAVINGS</b>	<b>\$7,419.83</b>

### Payment Summary

Date	Subtotal	Tax	Total
Feb 2024	\$103,251.75	\$0.00	\$103,251.75
Feb 2025	\$18,062.50	\$0.00	\$18,062.50
Feb 2026	\$18,062.50	\$0.00	\$18,062.50
Feb 2027	\$18,062.50	\$0.00	\$18,062.50
Feb 2028	\$18,062.50	\$0.00	\$18,062.50
<b>Total</b>	<b>\$175,501.75</b>	<b>\$0.00</b>	<b>\$175,501.75</b>

Quote Unbundled Price:	\$182,921.58
Quote List Price:	\$182,921.58
Quote Subtotal:	\$175,501.75

## Pricing

*All deliverables are detailed in Delivery Schedules section lower in proposal*

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>A la Carte Hardware</b>									
74056	INTERVIEW - TOUCH PANEL WALL MOUNT	4			\$64.00	\$64.00	\$256.00	\$0.00	\$256.00
74116	INTERVIEW - ENCLOSURE - FLUSH MOUNT	1			\$132.00	\$132.00	\$132.00	\$0.00	\$132.00
50118	INTERVIEW - MIC - WIRED (STANDARD MIC)	1			\$233.35	\$233.35	\$233.35	\$0.00	\$233.35
50114	INTERVIEW - CAMERA - COVERT SENSOR	1			\$390.00	\$390.00	\$390.00	\$0.00	\$390.00
50218	INTERVIEW - CAMERA - COVERT MAIN UNIT	1			\$675.17	\$675.17	\$675.17	\$0.00	\$675.17
50220	INTERVIEW - SWITCH - 8 PORT POE	2			\$790.52	\$790.52	\$1,581.04	\$0.00	\$1,581.04
50118	INTERVIEW - MIC - WIRED (STANDARD MIC)	4			\$233.35	\$210.02	\$840.08	\$0.00	\$840.08
50298	INTERVIEW - CAMERA - OVERT DOME	4			\$964.00	\$867.60	\$3,470.40	\$0.00	\$3,470.40
50294	INTERVIEW - SERVER - LITE	2			\$3,384.00	\$3,214.80	\$6,429.60	\$0.00	\$6,429.60
50322	INTERVIEW - TOUCH PANEL PRO	4			\$2,987.48	\$2,688.73	\$10,754.92	\$0.00	\$10,754.92
<b>A la Carte Software</b>									
50041	INTERVIEW - SOFTWARE - STREAMING SERVER LICENSE (PER SERVER)	2			\$1,750.00	\$1,575.00	\$3,150.00	\$0.00	\$3,150.00
50043	INTERVIEW - SOFTWARE - STREAMING SERVER MAINTENANCE (PER SER	2	60		\$31.68	\$28.51	\$3,421.44	\$0.00	\$3,421.44
50037	INTERVIEW - SOFTWARE - CLIENT (PER TOUCH PANEL-PC)	4			\$1,500.00	\$1,500.00	\$6,000.00	\$0.00	\$6,000.00
50039	INTERVIEW - SOFTWARE - CLIENT MAINTENANCE (PER TOUCH PANEL-P	4	60		\$27.12	\$27.12	\$6,508.80	\$0.00	\$6,508.80
50045	UNLIMITED INTERVIEW ROOM CLOUD STORAGE	5	60		\$107.41	\$102.04	\$30,611.85	\$0.00	\$30,611.85
ProLicense	Pro License Bundle	15	60		\$42.31	\$42.25	\$38,025.00	\$0.00	\$38,025.00
BasicLicense	Basic License Bundle	31	60		\$16.27	\$16.25	\$30,225.00	\$0.00	\$30,225.00
<b>A la Carte Services</b>									
85170	INTERVIEW - SERVICE - STANDARD INSTALL AND SETUP (PER ROOM)	5			\$5,950.00	\$5,355.00	\$26,775.00	\$0.00	\$26,775.00
<b>A la Carte Warranties</b>									
50448	EXT WARRANTY, INTERVIEW ROOM	5	49		\$24.58	\$24.58	\$6,022.10	\$0.00	\$6,022.10
<b>Total</b>							<b>\$175,501.75</b>	<b>\$0.00</b>	<b>\$175,501.75</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
A la Carte	50114	INTERVIEW - CAMERA - COVERT SENSOR	1	02/01/2024
A la Carte	50118	INTERVIEW - MIC - WIRED (STANDARD MIC)	4	02/01/2024
A la Carte	50118	INTERVIEW - MIC - WIRED (STANDARD MIC)	1	02/01/2024
A la Carte	50218	INTERVIEW - CAMERA - COVERT MAIN UNIT	1	02/01/2024
A la Carte	50220	INTERVIEW - SWITCH - 8 PORT POE	2	02/01/2024
A la Carte	50294	INTERVIEW - SERVER - LITE	2	02/01/2024
A la Carte	50298	INTERVIEW - CAMERA - OVERT DOME	4	02/01/2024
A la Carte	50322	INTERVIEW - TOUCH PANEL PRO	4	02/01/2024
A la Carte	74056	INTERVIEW - TOUCH PANEL WALL MOUNT	4	02/01/2024
A la Carte	74116	INTERVIEW - ENCLOSURE - FLUSH MOUNT	1	02/01/2024

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	31	03/01/2024	02/28/2029
Basic License Bundle	73840	EVIDENCE.COM BASIC ACCESS LICENSE	31	03/01/2024	02/28/2029
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	45	03/01/2024	02/28/2029
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	15	03/01/2024	02/28/2029
A la Carte	50037	INTERVIEW - SOFTWARE - CLIENT (PER TOUCH PANEL-PC)	4	03/01/2024	02/28/2029
A la Carte	50039	INTERVIEW - SOFTWARE - CLIENT MAINTENANCE (PER TOUCH PANEL-P)	4	03/01/2024	02/28/2029
A la Carte	50041	INTERVIEW - SOFTWARE - STREAMING SERVER LICENSE (PER SERVER)	2	03/01/2024	02/28/2029
A la Carte	50043	INTERVIEW - SOFTWARE - STREAMING SERVER MAINTENANCE (PER SER)	2	03/01/2024	02/28/2029
A la Carte	50045	UNLIMITED INTERVIEW ROOM CLOUD STORAGE	5	03/01/2024	02/28/2029

### Services

Bundle	Item	Description	QTY
A la Carte	85170	INTERVIEW - SERVICE - STANDARD INSTALL AND SETUP (PER ROOM)	5

### Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	50448	EXT WARRANTY, INTERVIEW ROOM	5	02/01/2025	02/28/2029

## Payment Details

Feb 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	50114	INTERVIEW - CAMERA - COVERT SENSOR	1	\$390.00	\$0.00	\$390.00
Annual Payment 1	50118	INTERVIEW - MIC - WIRED (STANDARD MIC)	1	\$233.35	\$0.00	\$233.35
Annual Payment 1	50118	INTERVIEW - MIC - WIRED (STANDARD MIC)	4	\$840.08	\$0.00	\$840.08
Annual Payment 1	50218	INTERVIEW - CAMERA - COVERT MAIN UNIT	1	\$675.17	\$0.00	\$675.17
Annual Payment 1	50220	INTERVIEW - SWITCH - 8 PORT POE	2	\$1,581.04	\$0.00	\$1,581.04
Annual Payment 1	50294	INTERVIEW - SERVER - LITE	2	\$6,429.60	\$0.00	\$6,429.60
Annual Payment 1	50298	INTERVIEW - CAMERA - OVERT DOME	4	\$3,470.40	\$0.00	\$3,470.40
Annual Payment 1	50322	INTERVIEW - TOUCH PANEL PRO	4	\$10,754.92	\$0.00	\$10,754.92
Annual Payment 1	74056	INTERVIEW - TOUCH PANEL WALL MOUNT	4	\$256.00	\$0.00	\$256.00
Annual Payment 1	74116	INTERVIEW - ENCLOSURE - FLUSH MOUNT	1	\$132.00	\$0.00	\$132.00
Annual Payment 1	85170	INTERVIEW - SERVICE - STANDARD INSTALL AND SETUP (PER ROOM)	5	\$26,775.00	\$0.00	\$26,775.00
Software	50037	INTERVIEW - SOFTWARE - CLIENT (PER TOUCH PANEL-PC)	4	\$5,569.23	\$0.00	\$5,569.23
Software	50039	INTERVIEW - SOFTWARE - CLIENT MAINTENANCE (PER TOUCH PANEL-P	4	\$6,041.50	\$0.00	\$6,041.50
Software	50041	INTERVIEW - SOFTWARE - STREAMING SERVER LICENSE (PER SERVER)	2	\$2,923.85	\$0.00	\$2,923.85
Software	50043	INTERVIEW - SOFTWARE - STREAMING SERVER MAINTENANCE (PER SER	2	\$3,175.80	\$0.00	\$3,175.80
Software	50045	UNLIMITED INTERVIEW ROOM CLOUD STORAGE	5	\$28,414.07	\$0.00	\$28,414.07
Software	50448	EXT WARRANTY, INTERVIEW ROOM	5	\$5,589.74	\$0.00	\$5,589.74
<b>Total</b>				<b>\$103,251.75</b>	<b>\$0.00</b>	<b>\$103,251.75</b>

Feb 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	BasicLicense	Basic License Bundle	31	\$7,556.25	\$0.00	\$7,556.25
Annual Payment 1	ProLicense	Pro License Bundle	15	\$9,506.25	\$0.00	\$9,506.25
Software	50037	INTERVIEW - SOFTWARE - CLIENT (PER TOUCH PANEL-PC)	4	\$107.69	\$0.00	\$107.69
Software	50039	INTERVIEW - SOFTWARE - CLIENT MAINTENANCE (PER TOUCH PANEL-P	4	\$116.82	\$0.00	\$116.82
Software	50041	INTERVIEW - SOFTWARE - STREAMING SERVER LICENSE (PER SERVER)	2	\$56.54	\$0.00	\$56.54
Software	50043	INTERVIEW - SOFTWARE - STREAMING SERVER MAINTENANCE (PER SER	2	\$61.41	\$0.00	\$61.41
Software	50045	UNLIMITED INTERVIEW ROOM CLOUD STORAGE	5	\$549.45	\$0.00	\$549.45
Software	50448	EXT WARRANTY, INTERVIEW ROOM	5	\$108.09	\$0.00	\$108.09
<b>Total</b>				<b>\$18,062.50</b>	<b>\$0.00</b>	<b>\$18,062.50</b>

Feb 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 2	BasicLicense	Basic License Bundle	31	\$7,556.25	\$0.00	\$7,556.25
Annual Payment 2	ProLicense	Pro License Bundle	15	\$9,506.25	\$0.00	\$9,506.25
Software	50037	INTERVIEW - SOFTWARE - CLIENT (PER TOUCH PANEL-PC)	4	\$107.69	\$0.00	\$107.69
Software	50039	INTERVIEW - SOFTWARE - CLIENT MAINTENANCE (PER TOUCH PANEL-P	4	\$116.82	\$0.00	\$116.82
Software	50041	INTERVIEW - SOFTWARE - STREAMING SERVER LICENSE (PER SERVER)	2	\$56.54	\$0.00	\$56.54
Software	50043	INTERVIEW - SOFTWARE - STREAMING SERVER MAINTENANCE (PER SER	2	\$61.41	\$0.00	\$61.41
Software	50045	UNLIMITED INTERVIEW ROOM CLOUD STORAGE	5	\$549.45	\$0.00	\$549.45



**Feb 2026**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Software	50448	EXT WARRANTY, INTERVIEW ROOM	5	\$108.09	\$0.00	\$108.09
<b>Total</b>				<b>\$18,062.50</b>	<b>\$0.00</b>	<b>\$18,062.50</b>

**Feb 2027**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	BasicLicense	Basic License Bundle	31	\$7,556.25	\$0.00	\$7,556.25
Annual Payment 3	ProLicense	Pro License Bundle	15	\$9,506.25	\$0.00	\$9,506.25
Software	50037	INTERVIEW - SOFTWARE - CLIENT (PER TOUCH PANEL-PC)	4	\$107.69	\$0.00	\$107.69
Software	50039	INTERVIEW - SOFTWARE - CLIENT MAINTENANCE (PER TOUCH PANEL-P	4	\$116.82	\$0.00	\$116.82
Software	50041	INTERVIEW - SOFTWARE - STREAMING SERVER LICENSE (PER SERVER)	2	\$56.54	\$0.00	\$56.54
Software	50043	INTERVIEW - SOFTWARE - STREAMING SERVER MAINTENANCE (PER SER	2	\$61.41	\$0.00	\$61.41
Software	50045	UNLIMITED INTERVIEW ROOM CLOUD STORAGE	5	\$549.45	\$0.00	\$549.45
Software	50448	EXT WARRANTY, INTERVIEW ROOM	5	\$108.09	\$0.00	\$108.09
<b>Total</b>				<b>\$18,062.50</b>	<b>\$0.00</b>	<b>\$18,062.50</b>

**Feb 2028**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4	BasicLicense	Basic License Bundle	31	\$7,556.25	\$0.00	\$7,556.25
Annual Payment 4	ProLicense	Pro License Bundle	15	\$9,506.25	\$0.00	\$9,506.25
Software	50037	INTERVIEW - SOFTWARE - CLIENT (PER TOUCH PANEL-PC)	4	\$107.69	\$0.00	\$107.69
Software	50039	INTERVIEW - SOFTWARE - CLIENT MAINTENANCE (PER TOUCH PANEL-P	4	\$116.82	\$0.00	\$116.82
Software	50041	INTERVIEW - SOFTWARE - STREAMING SERVER LICENSE (PER SERVER)	2	\$56.54	\$0.00	\$56.54
Software	50043	INTERVIEW - SOFTWARE - STREAMING SERVER MAINTENANCE (PER SER	2	\$61.41	\$0.00	\$61.41
Software	50045	UNLIMITED INTERVIEW ROOM CLOUD STORAGE	5	\$549.45	\$0.00	\$549.45
Software	50448	EXT WARRANTY, INTERVIEW ROOM	5	\$108.09	\$0.00	\$108.09
<b>Total</b>				<b>\$18,062.50</b>	<b>\$0.00</b>	<b>\$18,062.50</b>

**Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.**

Contract NASPO Contract No. OK-MA-145-015 is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

## Standard Terms and Conditions

### Axon Enterprise Inc. Sales Terms and Conditions

#### Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at [www.axon.com/legal/sales-terms-and-conditions](http://www.axon.com/legal/sales-terms-and-conditions)), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

#### ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at [www.axon.com/legal/sales-terms-and-conditions](http://www.axon.com/legal/sales-terms-and-conditions)), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

#### Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

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Signature

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Date Signed

7/13/2023





**STATEMENT OF WORK FOR THE  
IMPLEMENTATION OF AXON INTERVIEW ROOM  
FOR CALEDONIA POLICE DEPT. - WI ("SOW")**

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Submitted By:

Axon Enterprise, Inc. (Axon) North 85<sup>th</sup> Street



# 1. PROJECT OVERVIEW:

## 1.1 SOFTWARE

The hardware and software detailed in this SOW includes, the listed functionality.

- ▶ Axon Interview Room

## 1.2 DEFINITIONS

TERM	DEFINITION
<b>PARTIES</b>	
Agency	Caledonia Police Dept. - WI who is identified within this SOW
End-Users	Specific Agency groups that will use the system
Professional Services	The services that Axon will provide within the scope of this SOW
<b>SYSTEMS</b>	
Axon Systems	Software solutions and Agency specific integrations developed by Axon
CJIS	The Federal Bureau of Investigation's Criminal Justice Information System
NCIC	National Crime Information Center
Product	The hardware and software solution being implemented as part of this SOW
Production Environment	The operational environment where the Product will be accessed
<b>PROJECT &amp; MILESTONES</b>	
Project	Scope of this SOW as defined by the work to be completed described herein
Project Change Order (PCO)	Change order form outlined in Attachment B to be executed between Axon and Agency if a material change in scope is required to this SOW
<b>ACCEPTANCE</b>	
Blocker	Issue impacting 50% or more users
Functional Acceptance Testing	Testing the functionality of the system as configured for Agency



## 1.3 OUT OF PROJECT SCOPE

Axon is only responsible for performing the Professional Services described within this SOW. Any additional Professional Services that are not defined explicitly by this SOW shall be done so through a Project Change Order. The following are considered outside the scope of this Project:

- ▶ Administration, management, or support of any internal City, County, State, Federal or Agency IT network or infrastructure
- ▶ Third Party Products and Services costs related to the vendors or Agency's cost of implementing the vendors or Agency's side of the integration
- ▶ Changes made by Agency or Agency's vendors



## 2. PROFESSIONAL SERVICES:

### 2.1 GENERAL

- ▶ Axon will provide a project manager throughout entire project.

### 2.2 HARDWARE

#### 2.2.1 HQ

- ▶ Axon will supply 2 Servers.
  - If agency grants access, Axon will unbox and rack servers.
  - Agency will ensure servers are powered on with Windows installed prior to Install date.
  - Agency may setup server per agencies standards for things such as, joining to the domain, antivirus, firewalls, etc, so long as they do not degrade operations of Interview Server(s)
  - Agency will provide onsite and remote access to Interview Server(s) as required by Axon installers. Axon will then configure the Interview Server(s).
- ▶ Axon will supply 1 network switches.
- ▶ Axon Professional Services will provide network cabling.
- ▶ Agency will configure all network equipment.
- ▶ Agency will prepare all rooms prior to installation.
  - Removing all evidence from room.
  - Removal of existing video solution. Axon will work on installation timing with Agency to ensure an adequate number of rooms are available when possible.
- ▶ **106**
  - For notification along with associated equipment for functioning.



- AXIS F41/F1025 Covert IP Camera in Motion Sensor Enclosure

▶ **124**

- For notification along with associated equipment for functioning.
- Axis P3245-LV Overt Dome Camera

▶ **130**

- For notification along with associated equipment for functioning.
- Axis P3245-LV Overt Dome Camera

▶ **159**

- For notification along with associated equipment for functioning.
- Axis P3245-LV Overt Dome Camera

▶ **160**

- For notification along with associated equipment for functioning.
- Axis P3245-LV Overt Dome Camera





## 2.3 INTERVIEW SOFTWARE

- ▶ Agency will ensure an appropriate resource is available to configure/troubleshoot network communications between onsite Interview Hardware. Agency will also assist in configure/troubleshoot connection to Axon Evidence.
- ▶ Agency may setup server per agencies standards for things such as, joining to the domain, antivirus, firewalls, etc, so long as they do not degrade operations of Interview Server(s)
- ▶ Axon will install Axon Interview Server Application, Agency may be required to provide appropriate permissions/credentials.
- ▶ Axon will install and configure Touch Panel Software.

## 2.4 READINESS

- ▶ Axon will supply Agency with copy of current QA/Testing Checklist.
- ▶ Axon will complete QA/Testing Checklist per room consisting of:
  - Hardware Wiring
  - Hardware Mounting
  - Hardware Functionality
  - Firmware Updates
  - Software Install and Configuration
  - Functional Test of all features

## 2.6 TRAINING

- ▶ Axon will provide training materials that may be used by agency. Training materials will be customized for agencies environment where applicable.
- ▶ Agency will provide facilities and equipment for conducting the Training.
- ▶ Train the Trainer: Axon will provide session(s), materials and support allowing Agency's in-house trainers to conduct their own Training. Agency is responsible for updating all Training materials after final acceptance.



## **3. PROJECT MANAGEMENT:**

### **3.1 MANAGEMENT RESOURCES**

- ▶ Both Parties will assign a Point of Contact, Project Manager, or Project Coordinator to ensure completion of deliverables.
- ▶ Axon's Project Coordinator will ensure all team members from Axon and Agency are continually updated on the status of the Project.

### **3.2 REQUIREMENTS PLANNING**

- ▶ All Proposed Project timelines will be documented during Project Management Kickoff call.
- ▶ Once all requirements are agreed to, Axon's Project Coordinator will work with Agency's Project Manager to develop a Project plan for Axon's implementation.

### **3.3 CHANGE CONTROL**

- ▶ If any changes in the Project cause a material increase or decrease in fees, as determined by Axon, an adjustment in the fees will be agreed upon and included in a signed PCO form.
- ▶ Agency acknowledges a proposed change request might have an impact on both scheduling and cost for the Project that will be outlined in the PCO form.



## 4. AGENCY COMMITMENTS:

- ▶ Ensure the reasonable availability for meetings, phone or email of knowledgeable staff and personnel to provide timely and accurate documentation and information to Axon.
- ▶ Identify holidays, non-workdays or major events that may impact the Project.
- ▶ Ensure Agency desktop or mobile systems and devices can access the Product.
- ▶ Make available relevant systems if needed for assessment by Axon (including making these systems available to Axon via remote access if possible).
- ▶ Technical Systems Requirements



## 5. SUPPORT:

- ▶ Axon will provide on-site installer/trainer support as part of project.
- ▶ The Product undergoes updates and enhancements which Agency will automatically receive.
- ▶ Axon will provide Agency's End Users access to the help.axon.com support portal to submit and review service tickets.
- ▶ For Technical Support assistance, Agency may contact a Technical Support representative at 800-978-2737, or via email at Support@Axon.com. Online, email-based support and remote-location troubleshooting are included on an ongoing basis as part of Agency's investment in the Axon ecosystem. Phone support is available 24/7.



## 6. TERMS AND CONDITIONS:

This SOW is governed by the Master Services and Purchasing Agreement executed by the Parties.

AXON ENTERPRISE, INC.

AGENCY

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_



# ATTACHMENT B - PROJECT CHANGE ORDER TEMPLATE

Date:
Axon Product or Service:
Change Order Details

AXON ENTERPRISE, INC.

AGENCY

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**VILLAGE OF CALEDONIA POLICE DEPARTMENT**

6900 Nicholson Road  
Caledonia, WI 53108  
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262-835-4423  
Non-Emergency/Police Services  
262-886-2300



**Chief of Police**  
Christopher Botsch

July 13, 2023

To: Finance Committee  
From: Chief Christopher Botsch

RE: Purchase of Fitness Equipment

As we prepare for occupancy of the new public safety building later this year, it is important that we begin scheduling the purchase and arrival of the interior items. The Public Safety Building was designed with a fitness center. The direction the Public Safety Building Committee established early in our project planning was that we would seek to offset the project costs as it relates to the fitness center by seeking outside funding.

Prior to moving forward with the planning for the fitness center equipment, I was engaged in dialogue with Theresa Kent from the Geiger Family Foundation. She expressed a willingness to assist us with funding the fitness equipment and provided information regarding a grant from the Foundation. We began to prepare for the grant submission.

To accommodate a wide range of users at varying fitness levels with different fitness regimens, our fitness room design projections needed to include a combination of weight training equipment, free weights, and cardiovascular training equipment. An informal committee of police and fire personnel was assembled to help determine the equipment needs for the fitness room. Police Officer Cory Radke and Firefighter Heriberto Rivera (now Lt. Rivera) led this effort and sought input from their respective co-workers. They were able to put together a plan for the desired equipment and the layout of said equipment.

The committee obtained quotes from 3 to 4 fitness companies for each piece of desired equipment. The companies included All Pro Fitness, Powerlift USA, Rogue Fitness, and Johnson Fitness. While we requested quotes for like items from all companies, each company utilizes their own brand, and there are differences between what would be considered similar pieces of equipment. These differences may relate to quality, function, accessories, etc. (Ex: Each company may offer a squat rack; however, the design, configuration of the rack, weight storage, gauge of steel, etc. may be different.) Attached is a 31-page document outlining the items to be purchased and a summary of the original quotes for each item from each company.

Chief Botsch then utilized this information to submit a grant to the Geiger Family Foundation for fitness equipment. The equipment items submitted were selected based on a balance of cost along with functionality and quality for each piece of equipment.

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**Chief of Police**  
Christopher Botsch

The following items were submitted as part of the grant application to the Geiger Family Foundation:

(The complete grant proposal is also attached for your review.)

**Weight Training Equipment**

Half Rack – All Pro Fitness = \$10,572.22  
Dumbbells – Rogue Fitness = \$7,200.00  
Dumbbell Rack – All Pro Fitness = \$2,190.00  
Plates and Bars – Rogue Fitness = \$2,204.00  
Adjustable Bench – Johnson Fitness = \$3,461.10  
Cable Cross Over – Johnson Fitness = \$9,985.99  
Leg Press – All Pro Fitness = \$5,623.02

**Sub Total = \$41,236.33**

**Cardiovascular Equipment**

Treadmill – Johnson Fitness = \$5,224.36  
Stairmaster – Johnson Fitness = \$5,205.13

**Sub Total = \$10,429.49**

**Installation and Shipping**

TBD - Pending

**Total = \$51,665.82**

It should be noted the pricing above was quoted in 2022, as that is when the grant was originally submitted; however, there has been some change in pricing for 2023.



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**Chief of Police**  
Christopher Botsch

Below is the updated pricing for 2023 for the selected items:

**Weight Training Equipment**

Half Rack – All Pro Fitness = \$11,171.16  
Dumbbells – Rogue Fitness = \$7,200.00  
Dumbbell Rack – All Pro Fitness = \$2,590.00  
Plates and Bars – Rogue Fitness = \$2,173.00  
Adjustable Bench – Johnson Fitness = \$3,691.85  
Cable Cross Over – Johnson Fitness = \$7,483.65  
Leg Press – All Pro Fitness = \$6470.10

**Sub Total = \$40,779.76**

**Cardiovascular Equipment**

Treadmill – Johnson Fitness = \$6743.55  
Stairmaster – Johnson Fitness = \$6,720.24

**Sub Total = \$13,463.79**

**Installation and Shipping**

All Pro Fitness - \$1,945.00  
Rogue – Shipping Included  
Johnson Fitness - \$1,610.00

**Sub Total = \$3,555.00**

**Total = \$57,798.55**

The Geiger Family Foundation approved the grant for the above items and provided funding in the amount of \$25,000. The funding was received in June of 2023.

In addition to the funding obtained from the Geiger Family Foundation, we also sought a \$2,500 donation from Support our Law Enforcement (S.O.L.E) in the Fall of 2022. We were subsequently awarded this grant. We are also eligible for a \$7,000 grant through our insurance provider, CVMIC, which may be used for this purpose. In speaking to Village Administrator Kathy Kasper and Fire Chief Henningfeld, they are in agreement that we will use our grant CVMIC funding for the fitness equipment.

Altogether, our outside funding totals \$34,500. This leaves an approximate total of \$23,298.55 to be funded by the Public Safety Building project.

Sincerely,

Christopher Botsch  
Chief of Police

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**Chief of Police**  
Christopher Botsch

July 29, 2022

Theresa Kent,

In March of 2022, you and the Geiger Family Foundation made a very generous contribution towards the purchase of a Utility Terrain Vehicle (UTV) to be utilized jointly by the Caledonia Fire and Police Departments. The Caledonia Fire Department has since made that purchase, and the vehicle will soon be integrated into the fleet. Without your assistance, this purchase would not have been possible. I would again like to thank you and the Geiger Family Foundation for your kindness and generosity.

When we spoke in March, we discussed the possibility of future grant opportunities. I explained that we were in the design and development stage of a public safety building construction project. The newly constructed building will be home to both the police and fire departments. Our current police facility was built in 1961; therefore, a new facility has been long overdue. We are still moving forward with the project with completion expected in the Fall of 2023.

The new public safety building has been designed to include a fitness room; however, the fitness equipment costs are not included in the project. To fund the equipment, we have been advised by Village officials that we must raise our own funds, secure an outside funding source, or a combination of both.

We are humbly asking for your assistance to help fund the fitness equipment necessary for a safe, reliable, and up-to-date exercise facility. With your assistance, we believe we can better prepare our police and fire personnel for the rigors of their daily work, help to improve their physical and mental health, and reduce the likelihood of illness or injury.

According to the Center for Disease Control and Prevention, "Regular physical activity is one of the most important things you can do for your health. Being physically active can improve your brain health, help manage weight, reduce the risk of disease, strengthen bones and muscles, and improve your ability to do everyday activities." [Benefits of Physical Activity | Physical Activity | CDC](#) Additionally, according to the US Department of Health and Human Services, "Workplace physical activity programs can reduce short-term sick leave by 6 to 32 percent, reduce health care costs by 20 to 55 percent, and increase productivity by 2 to 52 percent." <https://aspe.hhs.gov/reports/physical-activity-fundamental-preventing-disease-0>

"In December 2014, the President's Task Force on 21st Century Policing (hereafter "the 21CP Task Force") was established in the aftermath of police uses of force in Ferguson, MO, Cleveland, OH, and New York City, and related First Amendment assemblies and protests across the United States. The 21CP Task Force focused on policing practices that promote effective crime reduction strategies and build public trust." [21st Century Policing Task Force Report: The First Five Years - National Policing Institute](#)

"The task force recommendations are presented under six topics: "Building Trust and Legitimacy," Policy and Oversight," "Technology and Social Media," "Community Policing and Crime Reduction," "Officer Training

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**Chief of Police**  
Christopher Botsch

and Education," and "Officer Safety and Wellness." [Final Report of the President's Task Force on 21st Century Policing | Office of Justice Programs \(ojp.gov\)](#) These six topics are referred to as pillars. "Pillar Six: Officer Wellness & Safety - The wellness and safety of law enforcement officers is critical not only for the officers, their colleagues, and their agencies but also to public safety." [Final Report of the President's Task Force on 21st Century Policing \(usdoj.gov\)](#) This pillar directly relates to our funding request for physical fitness equipment.

To accommodate a wide range of users at varying fitness levels with different fitness regimens, our current fitness room design projections include a combination of weight training equipment, free weights, and cardiovascular training equipment. The following equipment is currently being recommended by an internal committee:

**Weight Training Equipment**

Half Rack – All Pro Fitness = \$10,572.22  
Dumbbells – Rogue Fitness = \$7,200  
Dumbbell Rack – All Pro Fitness = \$2,190  
Plates and Bars – Rogue Fitness = \$2,204  
Adjustable Bench – Johnson Fitness = \$3,461.10  
Cable Cross Over – Johnson Fitness = \$9,985.99  
Leg Press – All Pro Fitness = \$5,623.02

**Sub Total = \$41,236.33**

**Cardiovascular Equipment**

Treadmill – Johnson Fitness = \$5,224.36  
Stairmaster – Johnson Fitness = \$5,205.13

**Sub Total = \$10,429.49**

**Total = \$51,665.82**

It is important to note that the above pricing reflects current pricing as on July of 2022. If purchasing the items in 2023, the costs will likely increase.

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**Chief of Police**

Christopher Botsch

A functional fitness room with quality equipment will help to ensure our officers and firefighters have tools available to help them positively impact their physical and mental well-being. A fitness room will also help our public safety personnel to successfully meet the challenges and demands of their professions. We certainly do not expect to receive funding for the entire amount; however, any assistance would be greatly appreciated.

Thank you for considering our request. I look forward to hearing from you and the Geiger Family Foundation.

Christopher Botsch  
Chief of Police

## CALEDONIA FITNESS ROOM:

The purpose of the joint fitness room is to give Village employees a safe, reliable, and up-to-date facility to exercise. There are numerous benefits of having an adequate fitness room, which are outlined below.

According to studies, employees are less likely to get hurt on duty and use fewer sick days when they are in better health. According to the US Department of Health and Human Services, "Workplace physical activity programs can reduce short-term sick leave by 6 to 32 percent, reduce health care costs by 20 to 55 percent, and increase productivity by 2 to 52 percent." In turn, this could save the Village on sick time, overtime and Worker's Compensation claims.

According to the Centers for Disease Control and Prevention, 6/10 American adults have one chronic disease and 4/10 have two or more. Health experts advocate that exercise is one of the top things you can do to lower your risk of developing one of the chronic diseases. There is also a possibility of lowering insurance costs if we could adequately track the use of the room.

The fitness room has been designed to provide enough range of equipment for 5 people to workout at the same time without standing around and waiting for equipment. Some of the equipment will be; 2 half-racks with one rack having an Olympic platform attached. The half racks will be used for a wide range of barbell exercises, including but not limited to; squat, bench press, shoulder press, dead lift, and the Olympic lifts (clean and snatch).

The dumbbells will assist with focusing on the stabilizing muscles along with auxiliary lifts such as targeting calves, quads, hamstrings, biceps, triceps, and deltoids. The cable crossover with the Lat (latissimus dorsi/major back muscle) pull down and row attachments will focus on the main back exercises (pull down, reverse pull down, row, lat extensions) along with other auxiliary exercised for biceps/triceps (arm), deltoids (shoulder), and core.

The leg press machine will be utilized as a calf/lunge/leg press for the ones that cannot or are not comfortable with using the squat rack for lower body exercises. It will be beneficial for people that have bad joints or just want to utilize the resistance to stretch out a muscle group.

Various cardio equipment can be used for someone of every fitness level. A treadmill can be used for anything from walking to sprinting. The treadmill also has incline options up to 15% incline or a slight decline if desired. The step mill also commonly referred to as a Stairmaster, can be used for regular cardio and the Fire Department's fitness test. A bike, rower, or elliptical are effective supplements for running/walking due to the soft impact on joints.

I have attached a spreadsheet with the list of items along with the costs. I received quotes for the equipment from different companies (Powerlift USA, Rogue Fitness, Johnson Fitness, and All Pro Fitness (LifeFitness brands).

I will give an in-depth look at each piece of fitness equipment. I evaluated the equipment based on cost, durability, warranty, and functionality. Across the board each company had an almost identical warranty coverage.

I have attached each equipment in order of most desirable to least desirable.

## **HALF RACK & Platform:**

The half rack is a barbell weight rack that holds the barbells and has storage for the free weights (plates). The hooks that hold the bar can be adjusted from 1 foot from the ground to all the way up to 7 feet from the ground. It will also come with a pull-up bar as the top cross member and safety spotter arms to prevent over extension/injury.

The material of the half rack is thick steel and will have a weight rating. Due to the thick material and high tensile strength, this piece of equipment should last more than 20 years. This will also eliminate any flexing of the rack, like you would see on a cheaper model with a lower weight rating.

The half rack with the insert will allow for the multi angular bench to be slid forward or backward on the insert when not in use. The bench can be rolled back to the 6'x8' Olympic platform if you are doing a lower body exercise or a standing exercise. The bench can also be rolled forward so it is majority between the legs of the rack, so the full platform can be used. Some of the major lifts that can be performed with the half rack: bench press, incline press, squat hang clean, push press, and lunges to name a few.

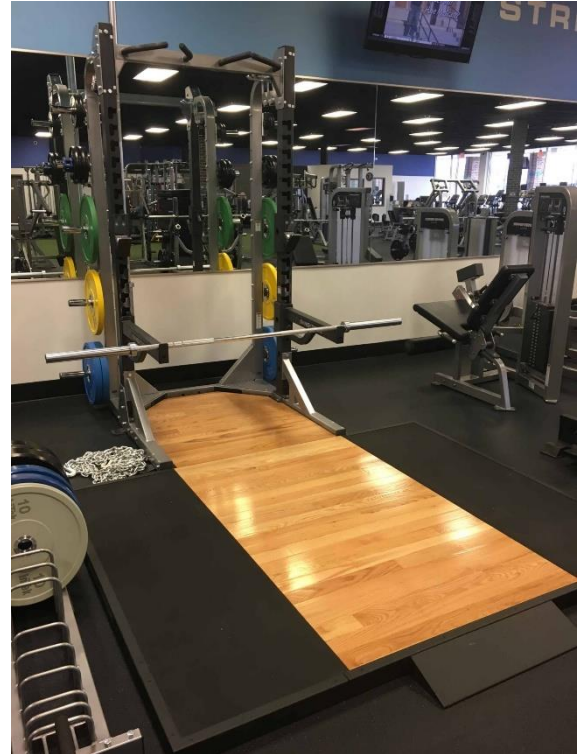
### **ALL PRO FITNESS (LiftFitness)**

The HD Elite Half Rack which has a 3'x4' footprint. It is made of 7 gauge steel (product weight 328LB), max user weight of 400 LBS., and max training weight of 855 LBS. The max training weight is imperative with the longevity of the rack along with the safety of the user. Each rack comes with chain and band storage, weight plate storage, vertical bar storage, "J Hook" bar catches, spotter arms. **\$3,395.00/each.**

The 6x8 Olympic platform and a rack insert. The insert goes between the legs of the rack and connects the platform to the rack. **Platform \$3,782.22 and the rack insert \$820.81, totaling \$3,782.22**

The warranty of the rack is a 10-year limited warranty on the structural frame. There is also a 5-year warranty on pulleys, weigh plates, and guide rods. 1 year warranty on bearing, cables, grips and electrical. There is a 90-day warranty on the upholstery, springs, any item not specified.

**The total amount for 2 HD half racks, Olympic platform and a rack insert totals \$10,572.22.**



**Powerlift USA** has quoted the Pro Half Rack which has a 3'x4' footprint. It is made of 7 gauge steel (product weight 595LB) with 3/16" wall thickness, and a training weight of over 1000 LBS. The max training weight is imperative with the longevity of the rack along with the safety of the user. Each rack comes with chain and band storage, weight plate storage, vertical bar storage, "Rhino Hook" bar catches, spotter arms, and dual grip chin-up handle.

The Olympic platform comes with a rack insert. The insert goes between the legs of the rack and connects the platform to the rack. The platform is built with high quality materials and made to withstand years of heavy drops. There is a rubber surface for the weights to be dropped on. The middle is an oak wood surface that comes with a custom logo. The platform is 3.5" tall and wrapped in metal brackets. The surface area of the platform will be 6'x8'. The platform comes with a 1 year warranty and 90 days on top finish and rubber.

The warranty of the rack is a lifetime conditional warranty on frame components. There is also a 5 year warranty on pulleys, weigh plates, and guide rods. 1 year warranty on bearing, cables, grips and electrical. There is a 90 day warranty on the upholstery, springs, any item not specified.

The unit price for the rack is **\$4,059.00/each** and **\$4,489.00** for the olympic platform w/ insert. **The total cost for 2 half racks, rack insert, and olympic platform would be \$12,607.**



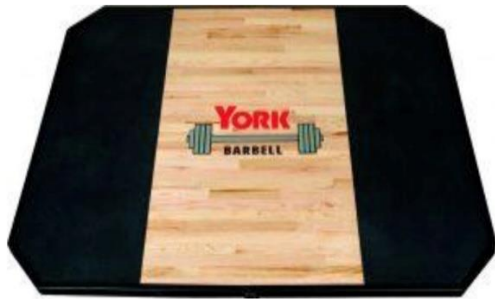
#### **Johnson Fitness:**

Johnson fitness quoted the York self-standing half rack. The half rack comes with a pull up bar attachment, bar holders, bench stringer, weight storage (5 pegs on each side), stainless steel hook plates with 19 different positions (3" increments). Safety spot arms are sold separately. **This is a mid level commercial squat rack quoted at \$1,702.80/each. The two sets of spot arms \$264/each.**

The York insert for the half rack is 38" long and only 1 3/4" tall. The does not connect to the platform although it can be fastened to the ground and butted up against the insert. The platform is made of 12-gauge steel frame, the corners are beveled so there is a small amount of area that is lost. The platform is not as thick including the steel frame. With a thinner platform including the rubber area on the sides that the weight will be dropped on, causes louder noise, more fluid shock transferred into the structure of the building, into the rack, into the weights, and most importantly into the lifter. With the smaller structure, the longevity of the product is inferior to the others listed. **The insert for the half rack \$266.67 and the 6x8 oak platform \$1,440.**



**TOTAL COST: (2 racks \$3,405.40, 2 spot arms \$528, insert \$266.67, platform \$1,440) \$5,640.07**



Free Standing 8' x 6' Platform



This inset is designed to fit the York Barbell Half Rack



### **Rogue Fitness**

The Rogue Fitness monster light half rack is 3'x3', narrower than the other mentioned above. It is also made with thinner 11-gauge steel, the thinner gauge steel causes the rack to be inferior in regards to the longevity of the rack. The product weight is 330 LB. A Rogue nameplate, skinny front pull-up bar, 8 storage posts, j-cup holders, band pegs, and the hardware are included. The spotter arms are an additional charge along with the floor mounting hardware. The structure and welds are covered with a limited lifetime warranty (as long it was not caused by the user). The cost of the racks with the spotter arms are **\$1,615.00/each. Totaling \$3,230.**

Rogue does not offer an Olympic platform that attaches to the half rack by insert. They only have a stand-alone platform. Rogue advised the rack would have to be mounted to the 8x8 platform and would need to have customized fabrication done to attach the two (this would also void the warranty).

**The total for two half racks and an Olympic platform (they do not offer an insert) would total \$4,310.00.**



## DUMBBELLS:

The dumbbells will range from 5lbs to 100lbs in 5lbs increments so every skill/fitness level can adequately exercise. Dumbbells are great for utilizing the stabilizer muscles. For flat dumbbell bench, the person will need to keep control of each dumbbell as the weights can pivot in every direction. This makes your shoulders, arms, and pectorals work together to make sure the weights do not fall to one side or the other. Dumbbells are commonly used for the most basic auxiliary exercises to the most complex lifts. Every vendor that I have talked to advised this is the one area not to cut corners and to get the highest quality equipment that our budget will allow.

I have asked for quotes on rubber hex dumbbells and urethane dipped dumbbells. Rubber hex are cheaper and targeted more towards the beginner lifter/home exercise equipment that do not get a lot of use. The rubber dumbbells often chip and if they are set down hard/dropped it is common for chunks of rubber to be torn off. The grips on majority of the rubber hex grips are ergonomic grips. The bar that you grasp with your hand is more of an egg shape and had less knurling (cross cut grip). This is a disadvantage for the heavier dumbbells due to the increased grip strength you need to safely hold on to the weights. The warranty for the rubber did not cover rubber chips or damage from dropped. Due to the lack of longevity/durability and warranty coverage, I am only attaching urethane coated dumbbells.

The urethane coated dumbbells are extremely durable and are highly unlikely to sustain damage during the life of the weight room. The urethane coat protects the equipment along with the flooring from damage. These dumbbells are extremely low maintenance, usually only light cleaning is required.

The dumbbells that were quoted are very close in similarity along with price.

### **ROGUE FITNESS:**

Rogue fitness' round urethane dumbbells have a straight 6" medium grade fully knurl handle. There are pros/cons of circular dumbbells. The weights are round so they can be set down on the ground and rolled to a desired location. This could also cause a problem if someone sets down the weight hard and does not control them, which would cause the dumbbells to roll away. This is good and bad depending on the situation presented. The heads of the weight are welded to the grip. **Total cost \$7,200.**



### **JOHNSON FITNESS/ALL PRO FITNESS:**

These two companies had quoted me with the exact same product from the same company (Hampton Fitness Dura-Bell urethane dumbbells). The design of the heads is hex shape. This prevents rolling, and they can be placed on any flat surface. This is also a pro/con situation. They will not roll which is safer for accidental damage. The rack is also cheaper due to less parts (only a flat surface is needed) which I will dive into that below in the "Rack" section.

The handle is the ergonomic design with less knurling. This causes less "grip" and harder to hold onto the heavier weight, which increases chance for accidental dropping and damage/injury. There is a structural integrity warranty of 5 years.

**COST JOHNSON FITNESS: \$5,112.44**

**COST ALL PRO FITNESS: \$5,200**



### **POWERLIFT USA:**

The Iron Grip 12-sided urethane dumbbells are the highest level of dumbbells (cost and quality). The 12-sided design gives the ability to roll the dumbbells but the ability to be placed on any flat surface. The 6" grip has a medium to medium/heavy knurling for maximum grip and control. **COST: \$13,198**



## **DUMBBELL RACK:**

The dumbbell rack that I requested for the fitness room are 2 tier racks. The two-tier racks will have less of a vertical footprint and more of a shorter depth but longer (wider). This design would be better for our weight room since the dumbbell area is one entire wall of the gym. The two-tier rack will spread out the weight and give users more personal space when using the equipment. The DB rack with individual trays will hold the weight and provide a numbered area for each set. This will avoid mismatched DB sets and miss placed DB.

### **ALL PRO FITNESS:**

2 tier Hammer Strength brand dumbbell rack with individual trays for each DB. The tray holds 10 pairs of DB with a max capacity of 1,400 lbs per tier and can support pairs of 150 lbs dumbbell. **COST: \$1,095/per. Total cost: \$2,190.**



### **POWERLIFT:**

Powerlift rack has the ability to hold more weight and had more area under the rack for storage. It is constructed with a higher gauge of steel, thus costing more. **COST: \$2,349/per. TOTAL COST: \$4,698**



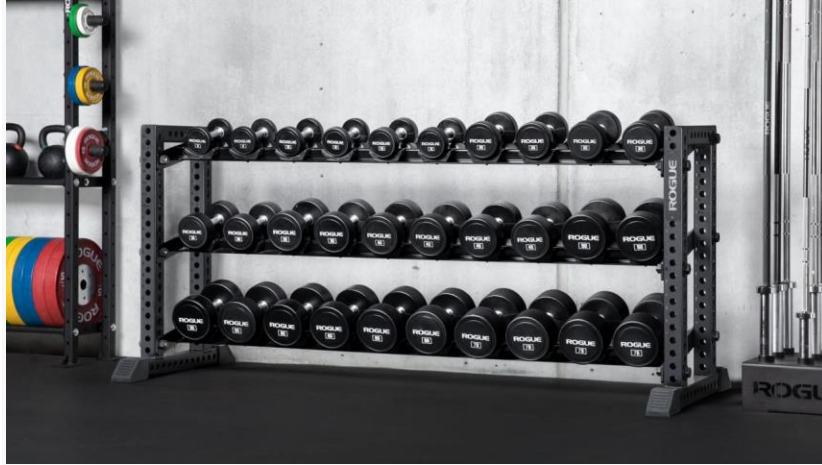
#### **JOHNSON FITNESS:**

Johnson fitness quoted the Hampton 2 tier flat tray dumbbell rack. The flat rack is a cheaper rack that does not have individual space for each pair. This will cause the rack to be in disarray, mismatched and random placement of dumbbells. This rack will only work with hex shaped dumbbells. **Cost \$850.90, TOTAL COST: \$1,701.80**



#### **ROGUE FITNESS:**

Rogue fitness only 2 tier rack is a universal rack that is designed to be movable (comes with roller wheels). The design of the rack is lighter, to be able to move the rack. They have 3 tier racks for more of a commercial setting but this would cause a condensed area due to the little space. 2 racks would need to still be purchased due to the 15 pair per rack. **Cost \$900/per total cost \$1,800.**



## PLATES AND BARS:

The quoted weight plates will be in increments of 45, 25, 10, and 5 for each rack. These plates will be bumper plates that can be used in a power lift capability (squad, deadlift, bench) also can be used for Olympic lifts (cleans and snatch). The bumper plates will assist with the noise and dampen the vibration to all equipment/structure. The number of total plates for each weight are the following 12-45lbs, 4-25lbs, 8-10lbs, and 8-5lbs. This would provide a total weight of 425 including the bar (45lbs). This would be more than an adequate amount of weight for everyone. If there was a need to attempt a one rep max for deadlift for example, then 45s could be used from the other rack for a total of 805lbs.

The life of the weights/bars would ultimately depend on the amount of use and the proper use. With normal-mid use this equipment should last at least 10 years before the equipment begins to break down.

### **ROGUE FITNESS:**

I have priced out the Rogue US-MIL SPEC Bumper V2 plates. These plates are made of a softer rubber that gives more of a bounce when doing Olympic lifts. With more bounce this will allow less of a fluid shock on the equipment causing less wear. Although the plate width is larger than normal plates, this will give a disadvantage if someone is looking to deadlift more than 500 lbs. Due to the wide weights only 5-45lbs plates will fit on the bar. **The total cost of the weights \$1,504.00**

The bar quoted is a hybrid bar that will allow both power and Olympic lifts. The Ohio Bar with black zinc coated shaft has a lifetime warranty of bending. It has a 190,000PSI rating and F-8 rating. The F rating is 1-16 with regards of the bar's durability. The lower number is usually the powerlifting bars that does not allow a lot of bending. The higher the number is usually focusing on Olympic lifts that have to bend a lot to absorb the weights being dropped. The zinc has a medium to more resistant oxidation rate that does not need any maintenance. The bar will need a set of clamps to keep the weights from sliding off. The clamps that have a rubber coating on the inside are best suitable for the bars so they don't scratch the finish and expose the bare metal (rusting hazard).

**ROGUE HG 2.0 Collars \$45/set. OHIO Bar Black Zinc \$305/each. TOTAL \$2,204**

# MIL SPEC BUMPER PLATE V2

LB



# THE OHIO BAR

20KG BUSHING 28.5MM U.S.A. MFG

PATENTED

No Center Knurl

190K Tensile Strength

Dual Knurl Marks



BLACK ZINC SHAFT / BRIGHT ZINC SLEEVES

Made At The Rogue Factory  
Columbus, Ohio U.S.A.

ALL PRO FITNESS:



The solid rubber bumper plate is harder than the Rogue plates and they are thicker than the Rogue plates. This will cause the weights to have a louder noise, bigger vibration, and take up more room on the bar. The weights would only allow for 405lbs to be loaded on the bar. Total cost: **\$1,494.73**



BAR: Hampton 7' bronze bushing bar with hard chrome. This bar can withstand 700 pounds and 135,000 PSI rating. Weighs 42lbs instead of the industry standard 45lbs. Although the chrome is more resistant from oxidation and needs less maintenance. It does not come with clamps. **Cost \$216.54/per. TOTAL COST: \$1,927.81**

#### JOHNSON FITNESS:

The Body-solid bumper plate are also harder than the Rogue plates and they are thicker than the Rogue plates. This will cause the weights to have a louder noise, bigger vibration, and take up more room on the bar. The weights would only allow for 405lbs to be loaded on the bar. Total cost: **\$1,561.68**

Bar- Body-Solid 7ft premium Olympic power bar. It has standard knurling and the standard size/weight, although there were no specs of the bar. **Cost \$256.16/per. TOTAL COST: \$2,074**



#### POWERLIFT:

The Intek back rubber training bumper plates for 45 and 25 plates. The 10 and 5 are steel Olympic plates. This is more suitable for an advanced lifter. This is not the most suitable for the wide variety of lifters and their abilities. For example, if a beginner lifter wanted to start out with 5 or 10 pounds on Olympic lifts, they would be dropping steel onto the platform. **COST:\$1,805.32**

The Olympic hard chrome power bar has a 1 1/8" shaft and the Olympic standard 20KG (45lbs). The power bar can be used on Olympic lifts but is more geared towards powerlifting. **Cost:\$529/per. TOTAL COST: \$2,863.32**



## **MULTI ANGULAR ADJUSTABLE BENCH:**

The adjustable bench can be adjusted from flat up to ~90 degrees. Two benches will be used at the half racks and there will be 3 in front of the dumbbells. The benches can be used for a wide variety of lifts in the half racks and for the dumbbells. The benches can also be used for abs and also plyometrics (jumping).

### **JOHNSON FITNESS:**

Hoist Super flat incline bench has 6 adjustable back pad positions from flat to 80 degrees and 5 adjustable seat positions. Has a maximum exercise weight of 1000lbs. This is the most cost-effective bench that can perform with the other benches. **Cost \$692.22/per, TOTAL COST: \$3,461.10**



**ROGUE:**

The Rogue adjustable bench 3.0 has 10 adjustable back positions from 0 to 85 degrees. There are also 3 adjustable seat positions. I have selected the upgraded stainless steel adjustment rails so the rub points will not deteriorate the paint. Unknown maximum exercise weight. **Cost: \$705, TOTAL COST: \$3,525**



**POWERLIFT USA:**

The multi angle dumbbell bench has 6 different angles from 0 (flat) to 80 degrees. Used by collegiate athletes and commercial gyms, exercise weight of +1000lbs. **Cost \$1,649/per TOTAL COST: \$8,245**



#### **ALL PRO FITNESS:**

The Hammer Strength adjustable bench has a max weight of 845lbs. The angular adjustable system uses gravity and slots to keep the bench at the desired angle.

**COST: \$938.63/per TOTAL COST: \$4,693.15**



## **CABLE CROSSOVERS WITH LAT PULL DOWN AND ROW:**

The multi-angular cable crossover allows a wide variety of angles with tension also numerous attachments for the cables. With a wide variety of angles and attachments, every muscle group can be targeted. The Lat pull down is one of the best workouts for back muscles. The weight can be adjusted for the novice lifter all the way to the most seasoned lifter. The row attachment can be isolated to just the lats or can be used as a functional exercise targeting a variety muscle groups at once. The cable crossovers can be used for every auxiliary muscle group/exercise. The set up of the cable crossovers will

be four multi-angular adjustable pulleys, lat pull down, Lat row, and a cross member (with pull up bar). Each side will have 2 multi-angular adjustable pulleys with a lat pull down or lat row in between. Each side will be attached by a cross member with a pull up attachment in the middle.

**JOHNSON FITNESS:**

The Hoist commercial multi jungle system will come with 4 HiLo pulleys with 195lbs weight stack (~95lbs of actual resistance) with weight ratio 2:1 and 4 ½” pulley size. The lat pulldown and the row both have 1:1 weight ratio. The pulleys will come with a hand strap and ankle strap. The crossover pull-up station is 9.5 feet apart. **The total cost: \$9,985.99**



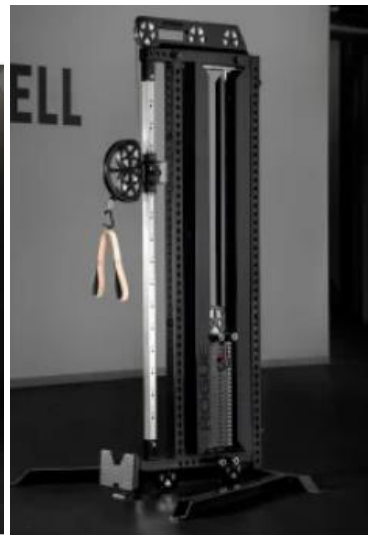
**ALL PRO FITNESS:**

The Signature series multi-jungle M8 allows for a custom set up with different configurations. The cables are 7x19 strand construction with 11-gauge powder coat finish steel frame. The hand grips are urethane composite with aluminum collars. The pulleys are 4 1/2” and 6” diameter with sealed bearings. 11mm diameter weight selector pin with magnetically locks into place to avoid slipping out. It also has an attached lanyard to prevent loss. Solid steel weight plates and top plate fitted with self-lubricating bushings. The adjustable pulleys have 2:1 weight ratio to allow for more resistance at the handle. **TOTAL COST: \$15,786.40**



#### ROGUE:

The Rogue cable crossover cannot be attached to other multi angle cable pulleys or the lat pulldown/low row. Each item will be self-standing and take up more room. The cable crossover are only 7.5 feet apart with the brace and it does not include the pullup bar attachment to the bar. The lat pulldown/low row comes with a 300lbs weight stack in 10lbs increments. The pulleys have been upgraded to 6" to prolong the life of the pulleys (highest quality). The cable tower has 250lbs of weight with a 2:1 ration (125lbs of actual resistance). **Cable crossover cost: \$6,400, Lat pulldown/low row cost: \$7,000 (2), and 2 Cable tower cost: \$5,900 (2). TOTAL COST: \$19,300**



#### POWERLIFT:

Three modular pulley station with two multi angular adjustable cable columns on each with a seated lat pulldown or a seated low row attachment. The adjustable cable columns have smaller 4 ½" pulleys. 200lbs weight stack in 10lbs increments. Lat pulldown and low row machines have 300lbs weight stack with 1:1 resistance along with the smaller 4 ½" pulleys. It comes with a custom connecting brace with chin-up handle available between 6-12 feet. **TOTAL COST: \$21,561.00**



## **LEG PRESS:**

The leg press machine has a weight stack from 10-300 pounds, depending on your physical strength along with your body's limitations. Leg press can be used as an alternate to squatting, lunges, and calve raises.

### **ALL PRO FITNESS:**

Hammer Strength select seated leg press with a powder coated 11-gauge steel frame. It has 390lbs of resistance. The pulleys are 4 ½ and 6" with sealed bearings. Solid steel weight plates and a self-lubricating top plate. **TOTAL COST: \$5,623.02**



#### **JOHNSON FITNESS:**

The Hoist Rock-it leg press has 11 seat adjustments and a large foot plate for leg and calf exercises. It has an arch design when completing the lift, as the foot pad arches down it causes you to activate your glutes along with hamstrings and quadriceps. **TOTAL COST: \$4,900**



**ROGUE ISO Leg Press 35** is a bilateral/unilateral leg press machine. It comes with a 4-weight peg offering a total capacity of 2,475lbs, offering a 60% true weight resistance. Would need to purchase metal weights. **COST: \$6,250.00**





## **CARDIO:**

The cardio equipment will have a treadmill for walking all the way up to sprinting at 14 MPH. The treadmill will be able to incline to 15% incline to increase the resistance. A Step Climber is essential for the Fire Department's fitness test. It also incorporates leg exercises with cardio. The stationary bike and elliptical are a low impact alternative to the treadmill or step climber.

## **TREADMILL:**

### **JOHNSON FITNESS:**

The True C900 treadmill has the largest running surface in the industry. 17MPH maximum speed and can incline to 18%. It also comes with True's low impact soft system and Heart rate control. The track is reversible and has a waxed deck.

The frame has a lifetime warranty and the drive motor has a 5-year warranty. Parts, labor, and console has a 3-year warranty.

The cardio equipment can attach the Envision II 16" LCD touchscreen console to provide connection to Apple watch, workout programs, entertainment, internet access, social media, wireless charging, Bluetooth, and fitness tracking. **Treadmill cost: \$5,224.36. Screen cost: \$1,724.36 TOTAL COST WITH 16" screen \$6,948.72**



**ALL PRO FITNESS:**

The Life Fitness Integrity Series treadmill is suitable for walkers and runners. It comes with a flex deck that reduces stress on the joints. The base fitness equipment came come with a wide variety of interactive consoles; creating an engaging cardio experience, access to entertainment, fitness apps, or for intuitive get on and go workouts. The running surface is 22" wide by 60" long and has a 4hp with 8hp peak AC motor. .5-14mph with .1 increments and 15% incline. There's a 7 year warranty on frame and a 1 year warranty on mechanical/labor. **COST: \$5,312.30**



## ROGUE

Trueform Runner is a motorless treadmill with a curved deck that uses the runner as the only source of moving the belt. The curved deck helps train runners for proper posture, balance, and cadence. It is the nearest simulation of road running. Display is the basic 5" LCD screen. **COST: \$6,899.00**



## STEP MILL (STAIRMASTER):

JOHNSON FITNESS:

The TRUE Palisade Climber has a 400lbs max user weight. It has 20 different resistance levels along with 34 programmed workouts including the Gerkin Fitness Test and the Military Fitness Test. It has a cooling fan, headphone jack, hear rate chest strap, and Bluetooth.

The frame has a lifetime warranty. Parts, labor, and console all have a 3-year warranty.

The cardio equipment can attach the Envision II 16" LCD touchscreen console to provide connection to Apple watch, workout programs, entertainment, internet access, social media, wireless charging, Bluetooth, and fitness tracking. **Climber cost: \$5,205.13. Screen cost: \$1,724.36. TOTAL COST WITH 16" screen \$6,929.49**



#### **ALL PRO FITNESS:**

The life fitness Power Climber comes with 26 different speeds accommodates slow steps (12/minute) to those looking for the most challenging cardio workouts (185 steps/minute). It comes with a large step space and anti-toe pinching steps. The base fitness equipment came come with a wide variety of interactive consoles; creating an engaging cardio experience, access to entertainment, fitness apps, or for intuitive get on and go workouts.

Warranty- 7 year for frame, 2-year motor/generator/mechanical/electrical, 1 year labor and 6 month miscellaneous/cosmetic. Does not have a cooling fan. **COST: \$7,502.82**



**ROGUE:**

Jacobs Ladder The Stairway is a self-powered stair climbing unit, no power source needed. The higher you climb the faster the stairs will go. There is a digital screen with the basic; time, steps climbed, rate steps/min, calorie burn, and hear rate.

Warranty is

4-year parts and 1 year labor. **COST: \$4,495.00**



## STATIONARY BIKE:

### JOHNSON FITNESS:

The TRUE 900 Upright stationary bike has a 400lbs max user weight. It has 30 different resistance levels along with 34 programmed workouts including the Gerkin Fitness Test and the Military Fitness Test. It has a cooling fan, headphone jack, hear rate chest strap, and Bluetooth.

The frame has a lifetime warranty. Parts, labor, and console all have a 3 year warranty.

The cardio equipment can attach the Envision II 16" LCD touchscreen console to provide connection to Apple watch, workout programs, entertainment, internet access, social media, wireless charging, Bluetooth, and fitness tracking. **Bike cost: \$1,698.72. Screen cost: \$1,724.36 TOTAL COST WITH 16" screen \$3,423.08**



**ROGUE:**

Concept 2 Bikeerg is a stationary bike with a flywheel air resistance using a belt instead of chain. A PM5 5" LCD monitor

Warranty: frame parts 5 year and all parts are 2 year limited warranty. 300lbs max user weight. **COST: \$1,100**



## ELLIPTICAL:

### JOHNSON FITNESS:

The TRUE 900 Elliptical has a 400lbs max user weight. It has a hybrid self-generating brake as the resistance. There are 3 programmed workouts. It has a cooling fan, headphone jack, heart rate chest strap, and Bluetooth capabilities. It boasts a 21" stride length.

The frame has a lifetime warranty. Parts, labor, and console all have a 3 year warranty.

The cardio equipment can attach the Envision II 16" LCD touchscreen console to provide connection to Apple watch, workout programs, entertainment, internet access, social media, wireless charging, Bluetooth, and fitness tracking. **Elliptical cost: \$4,153.85. Screen cost: \$1,724.36 TOTAL COST WITH 16" screen \$5,878.21**



### ALL PRO FITNESS:

The Integrity Series elliptical is a hybrid movement between a treadmill, bike, and step mill. It is an extremely low impact cardio workout. The base fitness equipment came come with a wide variety of interactive consoles; creating an engaging cardio experience, access to entertainment, fitness apps, or for intuitive get on and go workouts. **COST: \$3,974.25**





## **ROWER:**

The rower machine is a stationary machine that uses air, water, or magnets to give resistance.

### **ALL PRO FITNESS:**

The Octane Max Ro uses a dual resistance fan/magnet brake with 10 resistance levels. It comes with a 7" LCD console to track real time performance and programming. The 7" console does not need to be plugged in due to the power generated by use of the machine. The rower folds up when not in use for less of a footprint.

Warranty; 10-year frame, 3-year parts, and 1 year labor. The max user weight is 350lbs.

**COST: \$1,199.40**



### **JOHNSON FITNESS:**

The Octane Max Ro uses a dual resistance fan/magnet brake with 10 resistance levels. It comes with a 7" LCD console to track real time performance and programming. The 7" console does not need to be plugged in due to the power generated by use of the machine. The rower folds up when not in use for less of a footprint.

Warranty; 10 year frame, 3 year parts, and 1 year labor. The max user weight is 350lbs.

**COST: \$1,311.54**



### **ROGUE:**

Concept 2 Rowerg Power MP5 has a max user weight of 500lbs. 1-10 adjustable settings, 14" seat, and 54" monorail length. Does not need to be plugged in.

Warranty on frame parts 5-year limited warranty and all parts have a 2-year limited warranty. **COST: \$904.00**



# TOTAL PRICE:

The total price of the workout equipment without the cardio equipment would be **\$41,236.33.**

If all 5 were purchased without the 16" screen would be **\$17,481.46.**

The total price of the cardio equipment (if all 5 were purchased with the 16" screen) would be **\$24,378.90.**

The 16" digital screen could be withheld if televisions were installed for the cardio equipment, although it would lack in some of the features. I believe some of the features would keep more employees on their fitness goals (using the equipment more).

**The listed prices above do not include shipping, instillation, or service fees.**

## AUXILARY EQUIPMENT:

Tricep dip attachment attaches to the half rack that allows the users to use body weight to complete a dip exercise.

For the cable crossover; there will need to be 4 single handle strap, tricep T-bar, E-Z curl bar, tricep rope, T-bar handle, Lat pulldown bar, etc.

Fitness mat/stretching mat, stability balls/physio balls, and bands to use for abs, stretching, Yoga, etc.

I am requesting that the most money is spent on the following equipment that will last for 20+ years; ALL PRO FITNESS- HD ELITE HALF RACK AND OLYMPIC PLATFORM and ROGUE FITNESS DUMBBELLS (URETHANE). The Johnson Fitness benches will last 20+ years with only replacing the fabric as it will bet worn.

The cable crossover machines were a very hard to evaluate based solely on reviews and the product description. Due to the moving parts of the crossover, it will require annual maintenance along with replacing cables and pulley when worn. On paper the ROGUE crossover seems to be the most rugged and durable, although, the price is very high. I believe JOHNSON FITNESS - Hoist commercial multi jungle system is the best overall product with price.