

BID 22MISC10
ATHLETIC TRAINER SERVICES

FACT SHEET

A. **Overview:** This recommendation is to establish a contract(s) to provide licensed, certified athletic trainers (ATC) to ten high schools throughout Frederick County Public Schools (FCPS), as required for athletic practices and contests. Bids were opened on June 8, 2022.

1. **Bid participation:**

12 bids downloaded
3 companies submitted a bid

2. **Bids were received from:**

BaB Fitness Solutions, LLC dba: BaB Personal Training (Irving, TX)
Select Physical Therapy Holdings, Inc. dba: NovaCare Rehabilitation (Frederick, MD)
Pivot Athletic Training, LLC (Towson, MD)

3. **Other Facts:**

- This contract will be effective from July 1, 2022 through June 30, 2023, with two, two-year renewal options available.
- ATC services are utilized 25 hours per week, ten months out of the fiscal year.
- Services required outside 25 hours per week will be provided at a rate of \$35 per hour.
- ATC pricing will be \$2500 per school, per month, with an annual value of \$250,000.
- Pivot has identified six schools they will be able to cover on day one. FCPS will work with Pivot to provide coverage to the remaining schools.
- The contract will be administered by Kevin Kendro, Supervisor of Athletics and Extracurricular Activities.

4. **Source of Funding:** Contingent upon Board approval of the FY23 Operating Budget.

B. **Recommendation:** Staff recommends that Bid 22MISC10, Athletic Trainer Services, be awarded to Pivot Athletic Training, LLC, of Towson, MD.

C. **Action taken by the Board (Purchasing use only):**

_____ Approved	_____ Denied	_____ Deferred	_____ Other	BM/kl
_____ Date	_____ Date	_____ Date	_____ Date	BOE Meeting: 06.22.22

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FORM OF PROPOSAL

1. Monthly Rate per School Total Cost

\$2500

Please check (✓) those schools that you or your company would be willing to provide certified athletic trainer (ATC) services at the monthly fee above

<input type="checkbox"/>	<u>Name</u>	<u>Address</u>	<u>Town</u>	<u>State</u>	<u>Address</u>
<input checked="" type="checkbox"/>	Brunswick High School	101 Cummings Drive	Brunswick	MD	21716
<input checked="" type="checkbox"/>	Catoctin High School	14745 Sabillasville Road	Thurmont	MD	21788
<input checked="" type="checkbox"/>	Frederick High School	650 Carroll Parkway	Frederick	MD	21701
<input checked="" type="checkbox"/>	Governor Thomas Johnson High School	1501 North Market Street	Frederick	MD	21701
<input checked="" type="checkbox"/>	Linganore High School	12013 Old Annapolis Road	Frederick	MD	21701
<input checked="" type="checkbox"/>	Middletown High School	200 Schoolhouse Drive	Middletown	MD	21769
<input checked="" type="checkbox"/>	Oakdale High School	5850 Eaglehead Drive	Ijamsville	MD	21754
<input checked="" type="checkbox"/>	Tuscarora High School	5312 Ballenger Creek Pike	Frederick	MD	21703
<input checked="" type="checkbox"/>	Urbana High School	3471 Campus Drive	Ijamsville	MD	21754
<input checked="" type="checkbox"/>	Walkersville High School	81 West Frederick Street	Walkersville	MD	21793

2. Hourly Rate for additional work/services as needed – all inclusive of overhead, profit and other fees/costs

Hourly Rate

\$35

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SIGNATURE ACKNOWLEDGING PROPOSAL

Note: When submitting your bid/proposal, please use this page as a cover sheet for your proposal.

In compliance with your invitation for bidders, the undersigned proposes to furnish and deliver all labor and materials in accordance with the accompanying specifications and "Instructions and General Conditions" for the price as listed on the enclosed Proposal Sheet(s).

I/We certify that this bid/proposal is made without previous understanding, agreement, or connection with any person, firm, or corporation submitting a bid/proposal for the same goods/services and is, in all respects fair and without collusion or fraud; that none of this company's officers, directors, partners or its employees have been convicted of bribery, attempted bribery, or conspiracy to bribe under the laws of any state or federal government; and that no member of the Board of Education of Frederick County, Administrative or Supervisory Personnel or other employees of the Frederick County Public Schools, has any interest in the bidding company except as follows:

COMPANY: Pivot Athletic Training, LLC

dba: _____

REGISTERED MARYLAND CONTRACTOR NUMBER: Z18776708

FEDERAL IDENTIFICATION: 47-5594532 DATE: _____

The undersigned has familiarized themselves with the conditions affecting the work, the specifications, and is legally authorized to make this proposal on behalf of the Contractor listed above.

NAME (please print): Jason Bannack

SIGNATURE OF ABOVE: 

TITLE: Vice President

ADDRESS: 501 Fairmount Ave, Suite 302
Towson, MD 21286

TELEPHONE # 443-250-3815 FAX # 301-874-5955

E-MAIL ADDRESS (for correspondence): Ckingan@pivoths.com

E-MAIL ADDRESS (for receiving Purchase Orders): Ckingan@pivoths.com

(DO NOT COMPLETE THIS AREA IF YOUR COMPANY IS UNABLE TO RECEIVE PURCHASE ORDERS ELECTRONICALLY)

ACKNOWLEDGMENT OF ADDENDA (if applicable)

The above-signed company/firm acknowledges the receipt of the following addenda for the above-referenced solicitation.

Date Received by Proposer/Bidder: _____

Addendum #1	_____	Addendum #2	_____
Addendum #3	_____	Addendum #4	_____
Addendum #5	_____	Addendum #6	_____