



City of Apache Junction

Home of the Superstition Mountains

MEMORANDUM TO: Mayor and City Council
THROUGH: Bryant Powell, City Manager
FROM: Liz Langenbach, Parks & Recreation Director
DATE: October 17, 2017
SUBJECT: Award of Contract for American Specialty Health Fitness, Inc.

The Multi-Generational Center (“MGC”), operated by the Parks and Recreation Department, has had a long history of working with one of the premiere third party fitness programs in the country, **Trivia**, in offering their Silver Sneakers and Prime programs to our community. These programs allow our senior residents, with qualifying insurance coverage, to participate in fitness centers and fitness classes free of charge. Their insurance companies pay the third party provider, Trivia, to encourage health and wellness. In turn, Trivia pays our center for the membership services provided. We have offered the Silver Sneakers program for over 11 years in our community and it is a major success for both our residents and our center operations.

In recent years, additional companies have made this service available and now even more insurance companies are getting on board with similar fitness programs. In the past year and a half, City staff have received an overwhelming interest from our residents and MGC members to add new companies/programs that are currently working on similar contracts with valley municipalities. **American Specialty Health Fitness, Inc. (“ASH Fitness”)** is a provider, similar in nature to Trivia. After extensive research and negotiation of contract terms, we are confident that ASH Fitness will be a good partner in expanding opportunities for our residents to stay healthy at an affordable cost.

At your October 16th Work Session, we presented the details of the program ASH Fitness offers our community. Like the Silver Sneakers and Prime programs, residents who have qualifying insurance, will be able to visit the MGC fitness area and fitness classes free of charge and ASH Fitness will be paying the City the negotiated rate for their membership.

It is staff recommendation that the City enter into the proposed agreement with ASH Fitness. Your consideration is greatly appreciated.