

Prepared For: Pryor Creek Recreation Center

Prepared By: Amy Havreluk (Sales Administrator and User Group Coordinator)

Pryor, OK

Email: AmyH@VermontSystems.com

Contact Name: Jessica Long, Manager

Toll Free: 877-883-8757

Contact Email: longj@pryorcreek.org

Direct Phone: 802-255-2155

Contact Phone:

Explanation of Quote: RecTrac / WebTrac w/4 Concurrent Users

Notes: We are offering an introductory discounted rate for VS Hosting Services. Following the first year, Hosting services will revert to standard pricing. For Planning purposes Year two will be \$675 month or \$8100 annually. This VS Hosting pricing is based upon a 3 year commitment.

Services (recurring)	Qty	Unit Price	Monthly	Discount	Price
VSI Cloud					
VSI Cloud Hosting Service - Silver, First 5 Users Monthly / 50% Discount for 1st Year of Services †(13)	1	\$675.00	\$337.50	\$337.50	\$4,050.00
Software Subscription Configuration:					
RecTrac/WebTrac Small Base Software Subscription (2-5 concurrent users) †(17)	1	\$170.00	\$170.00		\$2,040.00
Activity Registrations †(18)	1	\$50.00	\$50.00		\$600.00
Pass Management †(19)	1	\$50.00	\$50.00		\$600.00
ERI Payment Card Interface †(20)	1	\$45.00	\$45.00		\$540.00
Each Add'l Concurrent User over 2 †(21)	2	\$10.00	\$20.00		\$240.00
WebTrac Splash Page †(25)	1	\$25.00	\$25.00		\$300.00
SaaS configuration items included:					
Incident Reporting	1	\$0.00	\$0.00		\$0.00
Mobile WebTrac †(24)	1	\$0.00	\$0.00		\$0.00
				Tax:	\$0.00
				Total:	\$8,370.00

Services (non-recurring)	Qty	Unit Price	Price
WebTrac Configuration			
Style Sheet †(23)	1	\$750.00	\$750.00
			Tax: \$0.00
			Total: \$750.00

Training & Expenses	Qty	Unit	Unit Price	Price
RecTrac / WebTrac Set up & Training	40.0	Hour	\$125.00	\$5,000.00
Remote Discovery Time	8.0	Hour	\$125.00	\$1,000.00
				Tax: \$0.00
				Total: \$6,000.00

TOTALS:	
Services (recurring) (prorated year 1)	\$8,370.00
Services (non-recurring)	\$750.00
Training & Expenses	\$6,000.00
Total:	\$15,120.00

For planning purposes, the annual recurring cost will be: \$8,370.00





Long, Jessica <longj@pryorcreek.org>

Quote

\$599/mth
(plus fees)

Benjamin Bolton <benjamin.bolton@mindbodyonline.com>
To: "Long, Jessica" <longj@pryorcreek.org>

Tue, Aug 18, 2020 at 10:31 AM

\$7188/yr

Hey Jessica,

Thank you for taking the time to talk with me last week. I believe this will be a huge asset to your business and help streamline and automate a lot of aspects of the business. I included a recap below of what we discussed and I look forward to hearing back from you to talk about next steps moving forward.

Nearly 7,000 **MINDBODY** businesses have a custom app. On average these businesses have seen a 39% increase in visits, a 25% increase in sales, a 13% increase in new clients, and an 11% increase in client lifetime value within the first 90 days of launching their app.

We build all custom branded apps in house with your colors and your logo; requesting your approval along the way and providing free 24/7 tech support.

Here's why you should consider having a custom branded app:

- 237% increase in mobile usage over the last year
- 69% of our clients use a mobile device to book and pay
- 10x faster than web bookings

Here's how a custom branded app can perform for you:

- **Streamline your Social Media:** customize tabs with links to your social media pages and let your clients spread the word about you.
 - **Customized Push Notifications:** push your clients' phones and leverage not only to inform, but to incentivize growth. Simultaneously send that message to update your Facebook & Twitter.
 - **Promotional Purchases:** allow clients to use promo codes and book from any device.
 - **Retention Tool:** automatically push your clients if your app has not been opened after a set amount of days.
 - **Reviews:** when clients review your business that review will simultaneously shoot over the MINDBODY App as well.
 - **Welcome Text:** new clients will receive a welcome text prompting them to download your app.
 - **Geofencing Tool:** for class based businesses, when clients are nearing your door, the app will sign them in for their class and tell your front desk that they're arriving.
 - **Live Dashboard:** see true and live insight on the success of your app right in your software.
 - **Quick Development:** takes roughly 2 weeks for your app to be live in both the App store and Google Play.
- Included in all packages:
 - Unlimited tech support
 - Onboarding Specialist for training
 - Scheduling management features
 - MINDBODY app listing
 - Online booking

Recommended Package: Ultimate or Ultimate Plus



Long, Jessica <longj@pryorcreek.org>

WellnessLiving Pricing Breakdown

1 message

Hank Najam <hank@wellnessliving.com>
To: "longj@pryorcreek.org" <longj@pryorcreek.org>

Fri, Aug 7, 2020 at 9:49 AM

Hey Jessica,

Thank you so much for taking the time to speak with me today. I'm excited for you to see our comprehensive Live Demo and I'm confident you are going to love what you see 😊. As promised, please see pricing breakdown below for your reference.

WellnessLiving Professional: ~~\$129 USD/month~~ (Discounted 50% from \$259 USD) - 1 Year Term only.
 WellnessLiving QuickSetup: \$299 USD [One-time fee] - (Includes data migration and a dedicated WellnessLiving Coach for account setup/training/launch)
 Branded Client App: \$119 USD/month
 Branded App Annual Fee: \$150/year

⇒ \$248/mth or \$2480 first year

\$3088 year!

Now, as I mentioned, we are able to set you up with a merchant provider to accept credit cards and instant payments via your WellnessLiving system. Keep in mind we are only connecting you to the merchant processes, they are a separate company, so do you diligence and ask lots of questions when we introduce you to them.

Merchant Processing Info:
\$16/Month Gateway fee + .11 cents a transaction

This cost is separate from the % fees that will be charged per transaction. Those fees vary and the processor will disclose those to you once we get a merchant processing statement from your current provider.

What are the next steps?

- Step 1: Set up your account --- Requires Credit Card - Initial Set up fee charged, [Immediately after your demo]
- Step 2: Merchant Application (This takes about a week for approval, then they charge you \$159 once you've been approved) [1 - 2 weeks] → Not being charged right now.
- Step 3: Schedule kick-off call and introduce you to our specialist team [30 minute phone call]
- Step 4: Account Setup/Data migration [1-2 weeks]
- Step 5: Book first full training Call (This can be recorded for your reference) [1 - 2 hour training]
- Step 6: GO LIVE DATE SET

Hank Najam

SR. ACCOUNT MANAGER



+16462487346

+16477868420





Long, Jessica <longj@pryorcreek.org>

Pryor Creek Rec | Club Automation Demo

Olivia Murphy <olivia.murphy@clubautomation.com>
To: "Long, Jessica" <longj@pryorcreek.org>
Cc: Stephen DePerty <stephen.deperty@clubautomation.com>

Thu, Aug 27, 2020 at 2:09 PM

Hi Jessica,

Thanks for hopping on our call! Wanted to send over the software rates per month for Club Automation for your board meeting agenda.

Club Automation Software Fee: \$1804.44 (same as your current CSI monthly fee)

Mobile App: \$199

SMS: \$75

One-time Implementation Fee: \$1,000 (usually around \$7,000)

Term length: 72 months

2078.44/mth
+ \$1000 training fee

I'm excited for you to see CA and the level of support around it! Looking at the calendar, we are available **next Monday** (8/31) at **9am CST** for a demo. Know you're trying to get this done quickly!

Thanks for letting me know,

Olivia Murphy

Jr. Account Executive – Southeast Region

M: 224.456.4967 | **E:** olivia.murphy@clubautomation.com

Club Automation | CSI Spectrum | Conversica



\$ 24,941.28
+ \$1000 training

\$25,941.28

[Quoted text hidden]
[Quoted text hidden]
[Quoted text hidden]

RecTrac's Competitive Edge

- RecTrac is a fully integrated parks and recreation management software that increases efficiency and productivity, while providing management with extensive reporting and statistical data. Since it is specific to the recreation field, it will meet the specific needs of PCRC better than the other software. Mindbody and Wellness Living is utilized mostly by yoga and dance studios.
- RecTrac has 2 components to their software; one side for the staff, and one side that is web based for the PCRC members. Mindbody and Wellness Living are completely cloud based.
- RecTrac provides a key fob system which is the least expensive option for card readers for PCRC members. (.25/each PCRC cost price) Mindbody and Wellness Living only offer check in through their mobile apps.
- RecTrac provides over 340 standard reports which will allow PCRC staff members to track, analyze, and present information when needed. RecTrac reports are specific for the Rec and Parks Industry. Mindbody and Wellness Living are both limited in reporting available.
- RecTrac includes extensive training for the implementation and set up of their software. Mindbody and Wellness Living will require PCRC staff to take on most of the implementation process.
- RecTrac is currently being used by the Claremore Rec Center and was highly recommended by their Director. Reviews for Mindbody and Wellness Living were very poor, especially regarding customer service.

PRYOR CREEK RECREATION CENTER BOARD
SPECIAL MEETING
MONDAY JULY 13, 2020

Board members: Rebecca Kemp, Houston Brittain, Jeremy Cantrell, Cathy Gray, Steve Riff.

1. Call meeting to order.

The meeting was called to order at 17:30 by Brittain. Board members present: Rebecca Kemp, Houston Brittain, Jeremy Cantrell, Cathy Gray (by phone) and Steve Riff.

2. Approve minutes of the June 23rd, 2020 regular meeting.

Motion made by Riff to approve the minutes of the June 23, 2020 regular meeting, second made by Cantrell. Motion passed.

3. Petitions from the Audience. (Limited to 5 minutes, with advance reservation).

Question regarding the qualifications for the position of rec center director.

4. Discussion and possible action regarding the recommendation from the Recreation Center Board to Budget/ Personnel Committee for the hiring of Jessica Long as Recreation Center Director at Range G, Step 2 (annual wage - \$55,000).

Mayor Lees explained that the recommendation to hire Jessica Long at range G, step 2 was secondary to her experience.

Motion made by Cantrell to recommend Jessica Long as Recreation Center Director at Range G, Step 2. Second made by Riff.

Motioned passed.

5. Discuss, possibly recommend Council action regarding nomination of Dick Holmes for Recreation Center Board Seat #1, expiring 08/31/2020.

Mr. Holmes has experience and would be a welcome addition to the board. Motion made by Cantrell to recommend to the council the nomination of Dick Holmes for Recreation Center Board Seat #1. Second by Riff. Motion passed.

6. Updates and discussion regarding actions of the past few weeks and anticipated action forward.

a. Pool improvement – Don Paddock, Paddock Enterprises

Pool will be closed temporarily two times during the renovation.

b. Operations Forward

Houston stated the rec center will continue with precautions in place and will continue to monitor the number of people in the building.

The assistant director Jerome gave a report. He stated the rec center has not been close to reaching maximum occupancy, he will continue to monitor the situation. Child watch is now open with a small number of children attending, up to 3 at a time presently.

7. Unforeseeable Business.

No unforeseeable business.

8. Adjourn.

Motion made by Cantrell to adjourn. Second by Riff. Motion passed. Meeting adjourned.

**MINUTES
PRYOR CREEK RECREATION CENTER BOARD
SPECIAL MEETING
THURSDAY JULY 30, 2020**

Board members present: Rebecca Kemp, Dick Holmes, Houston Brittain, Jeremy Cantrell and Steve Riff.
Absent: Cathy Gray.

Others present: Director Jessica Long, Assistant Director Jerome Hopkins, Steve Wyneken.

1. Call meeting to order.

The meeting was called to order by Brittain.

2. Petitions from the Audience.

There were no petitions.

3. Mayor Lees to administer the Oath of Office to Dick Holmes, Seat #1, term ending 8/31/23.

No action. Mayor Lees administered the Oath of Office to Dick Holmes, Seat #1, term ending 8/31/23.

4. Approve the minutes from the July 13, 2020 Special Meeting.

Motion made by Holmes, second by Kemp to review the minutes in the next meeting. All voted yes.

5. Petitions from the Audience. (Limited to 5 minutes, with advance reservation)

Scrivener's error. Duplicate agenda item.

6. Discussion and possible action regarding naming the first Monday of the month at 5:30 p.m. (or another suitable day and time) as the Recreation Center Board regular meeting time.

Motion made by Cantrell, second by Riff to approve the first Monday of the month at 5:30 p.m. as the Recreation Center Board regular meeting time. All voted yes.

7. Review of the proposed Recreation Center Budget for Fiscal Year 2020-2021.

No action. Mayor Lees went over the proposed budget with the Board.

8. Discuss, possibly recommend Council action regarding reappointment of Steve Riff to Recreation Board Seat #2, term ending 8/31/24.

Motion was made by Holmes, second by Cantrell to recommend Council action regarding reappointment of Steve Riff to Recreation Board Seat #2, term ending 8/31/24. All voted yes.

9. Discuss, possibly recommend Council action regarding reappointment of Cathy Gray to Recreation Board Seat #3, term ending 3/31/24.

Motion was made by Kemp, second by Cantrell to recommend Council action regarding reappointment of Cathy Gray to Recreation Board Seat #3, term ending 3/31/24. All voted yes.

10. Director's Report.

Assistant Director Jerome Hopkins presented a report.

a. Pool Improvements

Hopkins has been in communication with Paddock regarding construction time, closing dates for the pool, as well as storage logistics of the construction materials. They are waiting on the ship date but estimate it will be the first or second week in September. As far as the deck is concerned, they have had preliminary discussion about it being redone, as well.

b. Operations Forward

- A lot of the staff use computers, so they are working on getting them updated and will be getting some training on them. They will be getting the social media presence back up and running.
- From June until now they have had 8 expired and 18 inactive members return, as well as 38 active members renewing, with a total of 51 people renew last month and 49 this month.

- Replacing floor staff as summer people leave
- Child Watch numbers are picking up
- Classes are picking up
- Mayor stated that the second fogging machine is ordered, one is already in use by floor staff

11. Updates and discussion regarding actions of the past few weeks and anticipated action forward.

a. Pool Improvements

Brittain stated that Hopkins answered several his questions in his report. Commented that Paddock stated it would be about 8 weeks for the whole process.

b. Operations Forward

- Basketball court is being used for pick-up games at times other than class times, which has helped not having too many people there at a time. Hopkins makes sure the courts stay cleaned and sanitized.
- Mondays around 6:00 they get the closest to the 75-person COVID-19 capacity, but they have not exceeded it.
- There have been questions about opening more treadmills. Houston recommends that the director and assistant evaluate this when they get together.
- Houston wants to make sure CDC guidelines and state rules on COVID-19 are being followed to keep all visitors to the Rec Center safe and well.

12. Unforeseen Business.

Mayor noted that the next meeting would fall on Monday, September 7th. Until the end of the year all meetings will have to be special meetings and be posted 48 hours in advance. Cantrell noted that September 7th is Labor Day, so Mayor noted they will reschedule that meeting.

13. Adjourn.

Motion made by Riff, second by Holmes to adjourn. All voted yes. Meeting adjourned.