

LakeRidge Falls Community Association

Board of Directors' Workshop Meeting

Northminster Presbyterian Church

3131 61st St, Sarasota, FL 34243

Friday, July 5th, 2019

Minutes

The workshop meeting of the Board of Directors of Lakeridge Falls Community Association, A Florida Corporation Not for Profit, was held at the Northminster Presbyterian Church 3131 61st St, Sarasota, FL 34243 on July 5th, 2019 at 10:00 a.m.

It was announced that notice of the meeting was properly made to all parties and notice was properly posted on the association grounds in advance.

The meeting was called to order by Mrs. Mary Cochran, President, and was chaired by Mr. Martin Kasper and Ms. Judy Buffa, members of the Buildings Committee.

In attendance were: Mary Cochran, Lynn Gregg, Lori Klein, and Dick Dorn. Also in attendance were Terry Poklar, Gym Source Commercial Sales Representative, Paula Murray, Association Assistant, and Oded Neeman, Community Association Manager. John Sullivan was absent.

NEW BUSINESS:

1. Ms. Buffa provided a short introductory detailing the purpose of the meeting. Mr. Kasper then presented Mr. Poklar from Gym Source.
2. Mr. Poklar started his presentation by providing a recap of his resume in the industry. The following is a short summarization of the presentation that followed:
 - a. Gym Source is the largest commercial distributor of fitness equipment in the country. As such, it provides the best warranties in the industry.
 - b. Mr. Poklar advised that the selection of the fitness equipment was based on demographic, ADA requirements (i.e. Americans with Disabilities Act), the Buildings Committee's feedback, space, and the safe and ease of usage of the proposed fitness equipment.
 - c. Mr. Poklar explained that as far as cardio equipment goes the most popular machines are the treadmills, ellipticals, and recumbent bikes. Following this, he provided a description of the suggested cardio equipment, i.e. 4 treadmills, 1 elliptical, 1 recumbent elliptical, and 1 recumbent bike, and its benefits. Mr. Poklar concluded by stating that recumbent elliptical has a growing popularity among demographics similar to LakeRidge Falls.
 - d. Mr. Poklar went on to describe the strength training machines. He started by explaining that the suggested machines cover all the main muscle groups. Mr. Poklar then suggested purchasing 5 dual function strength training machines and 2 single function machines, i.e. chest press and abdominal, arguing they were suggested based on the demographic and safe and ease of usage features. Regarding usage, Mr. Poklar explained that all strength training machines come with instruction plaques and scannable barcodes. Mr. Poklar concluded by stating that Gym Source can provide a couple of sessions at no charge to guide residents how to use the new equipment.
 - e. Mr. Poklar pointed out that the proposed layout includes space for floor stretching, floor exercise, free weight exercise area, and a stretch table. Mr. Poklar then advised that the purposed layout follows ADA accessibility guidelines.
3. Following Mr. Poklar's presentation, a Question & Answer segment followed. The following are the questions presented and the answers that were provided:
 - a. Does the space between the treadmills in the purposed layout meet ADA accessibility guidelines? Mr. Poklar replied that "yes with 100 percent confidence." In addition, Mr. Poklar advised that the purposed cardio

machines are core drive (i.e. the mechanism that powers the machine is not at the back) and therefore are set for rear access.

- b. Isn't it too much to have four treadmills considering there are other alternatives? Mr. Poklar responded that it is up for the community to decide. Mr. Kasper advised that at peak hours all treadmills are occupied.
- c. Would the Association consider a hyperextension machine? Mr. Poklar replied that it is a community decision and that the cost of this piece of equipment is around \$500.
- d. Will the new fitness center have TVs with personalized Bluetooth connection? Mr. Kasper answered that this is the plan.
- e. Why is there no rowing machine in the suggested plan? Mr. Poklar advised that it is up to the community to decide but cautioned that space may be an issue. He explained that based on popularity, demographic, costs, and available space, the suggested cardio machines would better fit the needs of the community.
- f. Will the TVs be set at eye level? Mr. Kasper advised that this is yet to be determined.
- g. Why not to order cardio machines that have a build-in touch screen TV? Mr. Kasper pointed out that there is a significant cost difference between the two options (i.e. consoles that come with and without a build-in touch screen TV).
- h. How much will this proposal cost and how will it impact each resident? Mr. Kasper stated that if the proposal be accepted using a leasing program then the cost will be around \$1,000 a month to be divided by 399 homes.
- i. Does the proposal include quarterly or semi-annual maintenance plan? Mr. Poklar replied that no. However, he reported that Gym Source can provide free maintenance for the first year. Mr. Poklar also explained that most of the fitness equipment comes with a five-year-warranty and therefore all repairs should be covered under the warranty. For this reason, he argued regular maintenance visits are not required. Nevertheless, Mr. Poklar suggested that if the community wishes to have a maintenance plan in place then a semi-annual plan would be sufficient and would cost around \$1,000 year.
- j. What will the Association do with its current fitness equipment? Ms. Buffa advised that although several ideas were explored no final decisions were made on the issue.
- k. A resident stated that LakeRidge Falls is a very walkable community; therefore, a question was presented why not to reduce the number of treadmills from 4 to 3 and add two upright stationary bikes and a rowing machine? Regarding the rowing machine, Mr. Poklar duplicated his answer from before. Regarding the upright stationary bikes, he advised they are becoming less popular and therefore recommended against them.

At this point, a few residents disputed to the notion of "very walkable community" arguing sidewalks do not always provide a safe environment for walkers and that Florida weather is not favorable for outdoor activity.

- l. Why not get a combination a chest/shoulder press machine and a combination ab crunch/low back machine instead of the two single function machines? Mr. Poklar advised that in the fitness industry there are three categories: single function, dual function, and multi-station. If space allows, he would personally use only single function machines as large fitness clubs, such as LA Fitness, do. To his account, single function machines are easier to use when adjusting weights and functionalities. They also, he concluded, promote better workout formation. Mr. Poklar then strongly recommended using single function machines for the chest and abs machine considering the demographic of the community.
- m. On the internet, the prices of the dual function machines seem cheaper than the single function ones, why? Mr. Poklar advised that the prices online do not reflect Gym Source's prices as there is not much difference in the price between the two.
- n. Will the Association consider adding a pair of TRX bands to the multi-station machine? Mr. Poklar answered that it is a community decision and that the cost of such band is around \$150.
- o. Will the Association consider adding two medicine balls that have handle straps, a ten-pounder and another of greater or lesser weight? Mr. Poklar answered that it is a decision the community needs to make.
- p. Hoist does not seem like a familiar brand compare to Matrix, why? Mr. Poklar answered that it all comes to brand awareness. Some brands, such as Matrix, he explained, will attempt to appeal more to the Dues Market,

i.e. fitness clubs, and therefore will offer bulk prices to furnish the entire place only with their brand. For this reason, it seems that some brands are more popular than others.

Unlike other brands, again such as Matrix, Mr. Poklar continued, Hoist focuses more on strength training products (i.e. does not offer treadmills for example). Therefore, he said, Hoist tailors more to the Vertical Market, i.e. customized needs. Mr. Poklar compared it to purchasing a vehicle: If an individual needs a reliable pickup truck, then Ford F150 or Chevy Silverado are most likely to be considered. If an individual is looking for a luxury car, an Audi or a Mercedes are always a good choice. However, Mr. Poklar concluded, comparing an Audi to a Ford F150 is comparing two totally different things, which is the same when it comes to Hoist and Matrix.

- q. Can the Association exchange a machine with a different one after the purchase? Mr. Poklar stated that yes as long as it is done within 3 months and as long as the Association is aware that restocking fees may apply.
- r. Will Gym Source consider purchasing the Association's current fitness equipment? Mr. Poklar advised that there is no financial incentive in purchasing used equipment for resale purposes.
- s. What is the life expediency of the suggested fitness equipment? Mr. Poklar stated that strength fitness equipment can last a lifetime. Cardio machines, on the other hand, he stated can last 17k miles, or 10 years based on average usage, before a major issue may arise.
- t. Why not consider getting an abdominal coaster? Mr. Poklar said that he didn't sell one in the past six years and therefore strongly advised against it.
- u. What is the age of the Association current fitness equipment? Mr. Neeman reported that he believes the multi-station machine and the standalone weights are original. He also reported that he believes that one of the treadmills, one of the recumbent bikes, and the two ellipticals are over 10-years-old. Mr. Neeman concluded that the two BH treadmills and the True recumbent bikes are about 6 or so years old. Mr. Poklar pointed out at that after 10 years parts are no longer available.
- v. How long would it take to get the new fitness equipment once an order is placed? Mr. Poklar replied that it should take between 3 to 4 weeks.
- w. Why does the proposal include a stretching table? Mr. Kasper explained that based on community feedback not all residents can use the floor for stretching.
- x. Are any considerations were made to conduct trainings for senior citizens? It was reported that the Community Relations Committee is looking into hosting a physical therapy expert, during one of its Saturday Info Group events, to cover this issue.

4. At this point, the Board of Directors and the Buildings Committee thanked Mr. Poklar for his presentation.

With no other business coming before the Board, a motion was duly made and seconded to adjourn the meeting at 11:15 p.m.

Respectfully submitted by:

Oded Neeman, CAM

LakeRidge Falls Community Manager