

KENMORE-TOWN OF TONAWANDA  
UNION FREE SCHOOL DISTRICT  
Purchasing Department

June 5, 2017

TO: Stephen Bovino, Board of Education  
FROM: Ken Morton, Purchasing Manager  
SUBJECT: Athletic Trainer Services

In conjunction with the Director of Physical Education, Health & Athletics, Mr. Brett Banker and Nurse Practitioner/Medical Director, Ms. Debra Carey, it is recommended that the Board of Education award the contract in the aforementioned category to the only bidder, Niagara Falls Memorial Medical Center for approximately \$68,000 for the 2017-2018 academic year.

One clause from the RFP released reads as follows:

**Term of Contract:**

*This contract shall be for one (1) year, from July 1, 2017 through June 30, 2018, and may be extended annually for up to two (2) additional years, subject to annual approval by the Board of Education. No contract becomes binding until the necessary funds have been approved for the fiscal year during which the contract is in effect.*

The contract Price for the 2018-2019 academic year is approximately \$70,000; 2019-2020 is at \$72,000.

These are base prices for the contract and expenditures will vary depending upon such things as scheduling conflicts that will require Athletic Trainer Services at more than one location simultaneously (hourly rate sheets provided), the number of students requiring sports physicals, post-season playoff games, per coach pricing on recertification of CPR/AED training, etc.

Finally, the only other company that expressed an interest in responding to this RFP was Excelsior Orthopaedics; their explanation from e-mail is excerpted below.

All of our athletic trainers perform some duties within the buildings on Sheridan Drive or Orchard Park. Unfortunately, we have reached a capacity for meaningful use of athletic trainer positions in our practice at this time. We have found through practice that finding AT's to work part-time positions is very difficult and not something that can be counted upon to hire quality staff.

So, for that reason the leadership made a decision to not submit a proposal for the Ken-Ton AT services at this time.

Requests for Proposals were opened May 17, 2017  
Number of Bids Sent Out = 2  
Number of Bids Received = 1