



AGENDA INFORMATION
TIFFIN CITY COUNCIL COMMUNICATION

DATE:	August 13, 2026
AGENDA ITEM:	Discussion and Consideration of Fitness and Cardio Equipment for the Recreation Center and Council Action as Needed
ACTION:	Motion

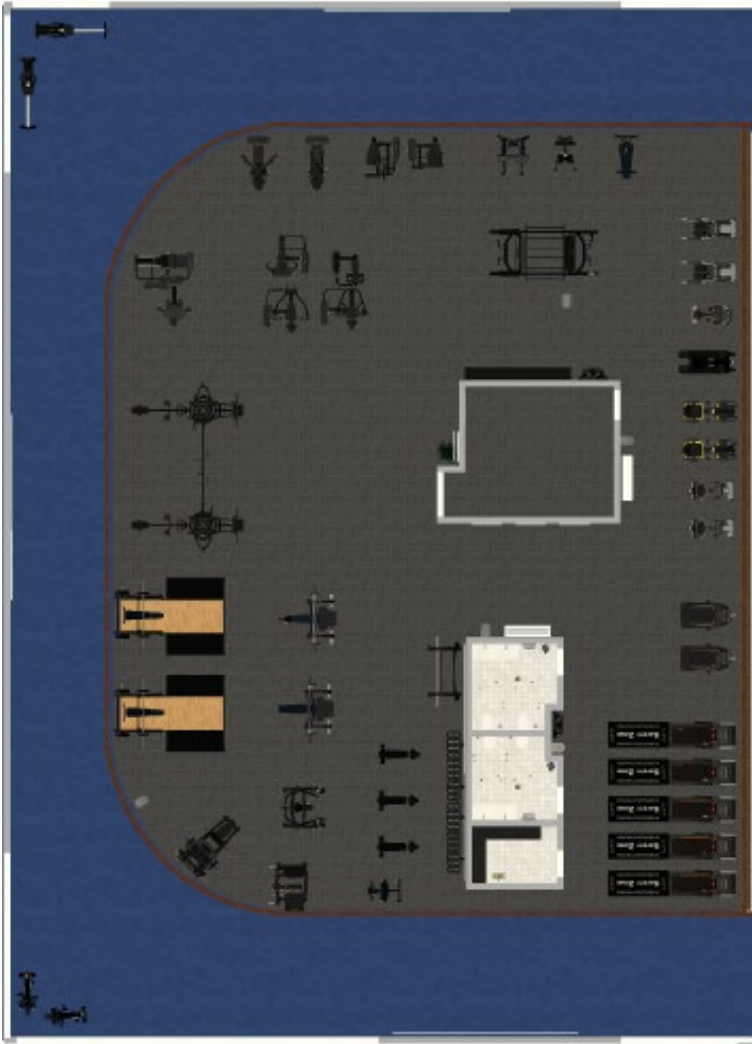
Recommendation

After input and discussion with council at the last meeting, my recommendation is to purchase our strength and cardio equipment from Johnson Fitness. They offer several products that align with our goals, like the noise/vibration reduction platforms, as well as better storage and fitness studio equipment, and a more competitive price. I am recommending Option 1 for purchasing our strength equipment, which is the Matrix Ultra Series. This purchase will come in at \$165,221. I am recommending Option 3 for leasing our cardio equipment. Based on an updated lease we received, the cost actually came down, so we're looking at \$2,646.71 per month. Option 3 offers some cost savings by ordering two less pieces of equipment, leaving a little room to grow and add pieces within as we get feedback from patrons, rather than immediately packing the space full, and giving ourselves no flexibility. 90-120 days is the recommended window to add equipment to the lease, otherwise the timing of payments/leases ending can complicate things. This will outfit the Recreation Center with top-of-the-line equipment that will be durable and last many years. After discussion with Tim Maynard, he highly recommended sticking with the 8-stack piece of equipment, due to our younger demographic, and the popularity of that piece of equipment in other facilities, so I have kept that piece of equipment in the order.

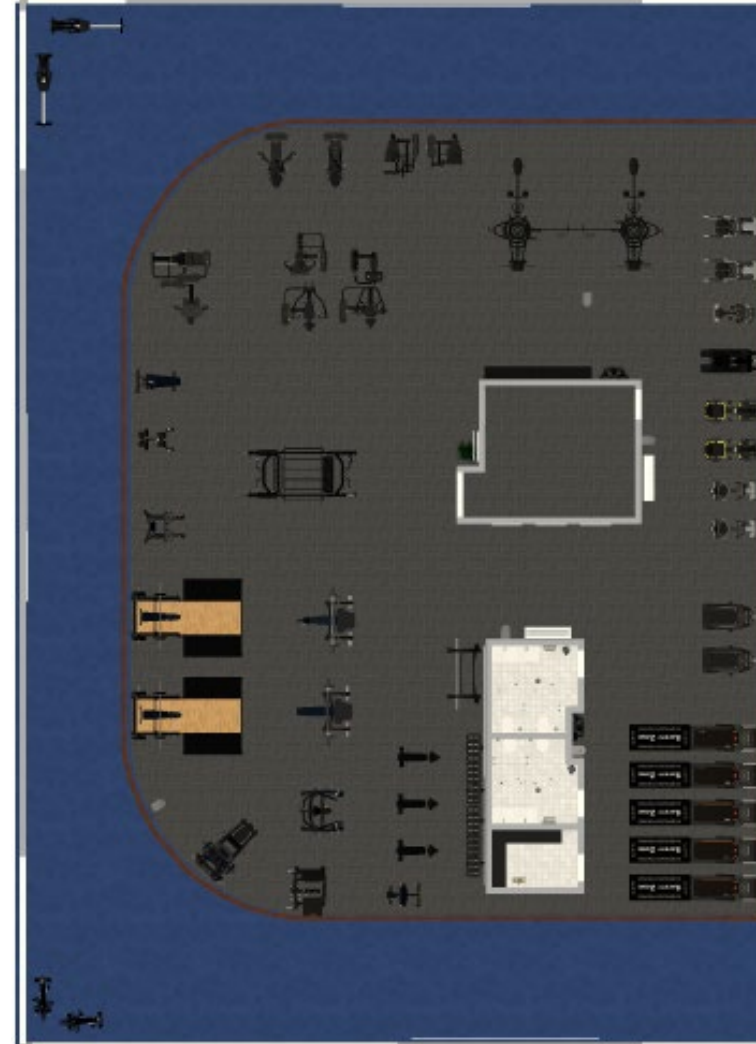
ATTACHMENTS: Fitness & Cardio Equipment

Layout Comparison

Layout 1



Layout 2



Layout 1 3D



Layout 2 3D



Financials Page

Strength Purchase	Cardio-3 Year Lease	Monthly PM
\$165,221	\$2,647/month	\$310/month



Johnson Fitness & Wellness

Tim Maynard (3471)
 1600 Landmark Dr.
 Cottage Grove, WI 53527
 Phone: (515) 443-9543
 Fax: (952) 906-6912
 Email: tim.maynard@johnsonfit.com

Quote

Quote Order 22-077402
 Date 07/22/26

Ship To Information

Tiffin Rec Center
 Accounts Payable
 123 TBD
 Tiffin, IA 52430

Work: (319) 519-3133

Email: gweber@tiffin-iowa.org

Bill To Information

Tiffin Rec Center
 Accounts Payable
 123 TBD
 Tiffin, IA 52430

Work: (319) 519-3133

Email: gweber@tiffin-iowa.org

Expiration Date: 7/31/2026

Terms: Net 30 Days

Qty	SKU	Description	Delivery Method	Tax	Your Price	Ext. Price
		Option 1-Strength Equipment		☐		
				☐		
				☐		
				☐		
		Racks and Rack Area		☐		
2	MG-MX690	Matrix Magnum MX Half Rack	Deliver	☐	\$2,899.00	\$5,798.00
2	MG-MX690P-VRS-06	Matrix Magnum Platform w/Hardwood Insert VRS MX690	Deliver	☐	\$4,638.00	\$9,276.00
2	MG-MXO20	Matrix Magnum MX Band Storage (pair)	Deliver	☐	\$0.00	\$0.00
4	MG-XR27C-4	Matrix Magnum 12" Weight Storage Horn: 4-Pack	Deliver	☐	\$0.00	\$0.00
4	MG-XR27CS	Matrix Magnum 6" Weight Storage Horn	Deliver	☐	\$0.00	\$0.00
2	MG-MXO7	Matrix Magnum MX Angled Lat Bar Grips	Deliver	☐	\$0.00	\$0.00
2	MG-MXO16	Matrix Magnum MX Upper Dual Olympic Bar Storage	Deliver	☐	\$0.00	\$0.00
2	VY-D85A	Matrix Varsity Multi-adjustable Bench	Deliver	☐	\$949.00	\$1,898.00
2	HM-20KG-OLY-BRT	Heavy Metal Olympic Bar(20kg)	Deliver	☐	\$315.00	\$630.00
2	VFW-BC	Vision Fitness Barbell Collar(Pair)	Deliver	☐	\$38.00	\$76.00
12	VFW-ORGP-45	Vision Fitness Oly Rubber Grip Plate 45lb (Each)	Deliver	☐	\$79.00	\$948.00
8	VFW-ORGP-25	Vision Fitness Oly Rubber Grip Plate 25lb (Each)	Deliver	☐	\$43.00	\$344.00
8	VFW-ORGP-10	Vision Fitness Oly Rubber Grip Plate 10lb (Each)	Deliver	☐	\$18.00	\$144.00
8	VFW-ORGP-5	Vision Fitness Oly Rubber Grip Plate 5lb (Each)	Deliver	☐	\$10.00	\$80.00
8	VFW-ORGP-2.5	Vision Fitness Oly Rubber Grip Plate 2.5lb (Each)	Deliver	☐	\$5.00	\$40.00
				☐		
		Plate Loaded Strength Area		☐		
1	MG-A62	Matrix Magnum Series Preacher Curl	Deliver	☐	\$942.00	\$942.00
1	VFW-CB28	Vision Fitness 28" Curl Bar	Deliver	☐	\$103.00	\$103.00
4	VFW-BC	Vision Fitness Barbell Collar(Pair)	Deliver	☐	\$38.00	\$152.00
1	MG-A67B	Matrix Magnum Weight Tree w/Bar Holders	Deliver	☐	\$552.00	\$552.00
1	MG-PL78	Matrix Magnum Glute Trainer	Deliver	☐	\$2,748.00	\$2,748.00

Qty	SKU	Description	Delivery Method	Tax	Your Price	Ext. Price
1	MG-PL62	Matrix Magnum Smith Machine	Deliver	☐	\$4,056.00	\$4,056.00
1	MG-A678	Matrix Magnum Breaker Oly Bench w/Horns, BlackBar	Deliver	☐	\$1,620.00	\$1,620.00
1	MG-A679	Matrix Magnum Series Breaker Inc Bench w/Storage	Deliver	☐	\$1,716.00	\$1,716.00
2	HM-20KG-OLY-BRT	Heavy Metal Olympic Bar(20kg)	Deliver	☐	\$315.00	\$630.00
1	MG-PL70	Matrix Magnum Series PL Leg Press	Deliver	☐	\$4,056.00	\$4,056.00
1	MG-PL12	Matrix Magnum Vertical Bench Press	Deliver	☐	\$2,370.00	\$2,370.00
44	VFW-ORGP-45	Vision Fitness Oly Rubber Grip Plate 45lb (Each)	Deliver	☐	\$79.00	\$3,476.00
30	VFW-ORGP-25	Vision Fitness Oly Rubber Grip Plate 25lb (Each)	Deliver	☐	\$43.00	\$1,290.00
30	VFW-ORGP-10	Vision Fitness Oly Rubber Grip Plate 10lb (Each)	Deliver	☐	\$18.00	\$540.00
30	VFW-ORGP-5	Vision Fitness Oly Rubber Grip Plate 5lb (Each)	Deliver	☐	\$10.00	\$300.00
30	VFW-ORGP-2.5	Vision Fitness Oly Rubber Grip Plate 2.5lb (Each)	Deliver	☐	\$5.00	\$150.00
				☐		
		DB Area and Abs		☐		
1	MG-A52	Matrix Magnum Back Extension Bench	Deliver	☐	\$1,026.00	\$1,026.00
1	MG-A77	Matrix Magnum Series Adjustable Ab Bench	Deliver	☐	\$1,356.00	\$1,356.00
2	MG-A510	Matrix Magnum 10-Pair Saddle DB Rack	Deliver	☐	\$1,499.00	\$2,998.00
1	MG-A63C	Matrix Magnum Series VKR w/Chin	Deliver	☐	\$1,548.00	\$1,548.00
1	VFW-RU-5-50	Vision Fitness 5-50lb Urethane Round DB Set	Deliver	☐	\$1,569.00	\$1,569.00
1	VFW-RU-55-100	Vision Fitness 55-100lb Urethane Round DB Set	Deliver	☐	\$4,199.00	\$4,199.00
3	VY-D85A	Matrix Varsity Multi-adjustable Bench	Deliver	☐	\$834.00	\$2,502.00
				☐		
		Pin-Select Strength		☐		
1	G7-S75BH	Matrix Ultra Hip Abductor Heavy Stack	Deliver	☐	\$4,524.00	\$4,524.00
1	G7-S74BH	Matrix Ultra Hip Adductor Heavy Stack	Deliver	☐	\$4,524.00	\$4,524.00
1	G7-S72BH	Matrix Ultra Seated Leg Curl Heavy Stack	Deliver	☐	\$4,524.00	\$4,524.00
1	G7-S71BH	Matrix Ultra Leg Extension Base Trim Heavy	Deliver	☐	\$4,410.00	\$4,410.00
1	G7-S70BH	Matrix Ultra Leg Press Heavy Stack	Deliver	☐	\$7,296.00	\$7,296.00
1	G7-S40BH	Matrix Ultra Independent Biceps Curl Heavy Stack	Deliver	☐	\$4,068.00	\$4,068.00
1	G7-S45BH	Matrix Ultra Triceps Extension Heavy Stack	Deliver	☐	\$3,384.00	\$3,384.00
1	G7-S23BH	Matrix Ultra Converging Shoulder Press Heavy Stack	Deliver	☐	\$4,410.00	\$4,410.00
1	G7-S13BH	Matrix Ultra Chest Press Heavy Stack	Deliver	☐	\$4,524.00	\$4,524.00
1	G7-S22BH	Matrix Ultra Rear Delt / Pec Fly Heavy Stack	Deliver	☐	\$4,410.00	\$4,410.00
				☐		
		Functional/Accessories		☐		
1	GFTEDFT-MD	Matrix Connexus Edge and FT-Medium	Deliver	☐	\$7,260.00	\$7,260.00
1	GFT-FTHP	Matrix Connexus Cable Handle Package	Deliver	☐	\$274.00	\$274.00
8	VFW-RBHX-10	Vision Fitness Rubber Hex Dumbbell 10lb (Each)	Deliver	☐	\$14.00	\$112.00
8	VFW-RBHX-15	Vision Fitness Rubber Hex Dumbbell 15lb (Each)	Deliver	☐	\$21.00	\$168.00
8	VFW-RBHX-20	Vision Fitness Rubber Hex Dumbbell 20lb (Each)	Deliver	☐	\$28.00	\$224.00
8	VFW-RBHX-30	Vision Fitness Rubber Hex Dumbbell 30lb (Each)	Deliver	☐	\$60.00	\$480.00
1	AX-HMR	Axe Strength Hanging Mat Rack	Deliver	☐	\$40.00	\$40.00
6	AX-HM72	Axe Strength Hanging Mat - 72"x24"x5/8"	Deliver	☐	\$59.00	\$354.00
2	ZMD4014910	Matrix Xult Tri Plyo Box 20", 24", 30"	Deliver	☐	\$500.00	\$1,000.00
2	AX-SWB-10	Axe Strength Slam+Wall Ball - 10lb	Deliver	☐	\$122.00	\$244.00

Qty	SKU	Description	Delivery Method	Tax	Your Price	Ext. Price
2	AX-SWB-12	Axe Strength Slam+Wall Ball - 12lb	Deliver	☐	\$127.00	\$254.00
2	AX-SWB-14	Axe Strength Slam+Wall Ball - 14lb	Deliver	☐	\$133.00	\$266.00
2	AX-SWB-16	Axe Strength Slam+Wall Ball - 16lb	Deliver	☐	\$138.00	\$276.00
1	AX-ATB-65	Axe Strength Stability Ball - 65CM	Deliver	☐	\$23.00	\$23.00
1	AX-ATB-75	Axe Strength Stability Ball - 75CM	Deliver	☐	\$24.00	\$24.00
1	VFW-KB13	Vision Fitness 6kg/13.2lb Kettlebell	Deliver	☐	\$26.00	\$26.00
1	VFW-KB17	Vision Fitness 8kg/17.6lb Kettlebell	Deliver	☐	\$36.00	\$36.00
1	VFW-KB26	Vision Fitness 12kg/26.4lb Kettlebell	Deliver	☐	\$53.00	\$53.00
1	VFW-KB35	Vision Fitness 16kg/35.2lb Kettlebell	Deliver	☐	\$71.00	\$71.00
1	VFW-KB40	Vision Fitness 18kg/39.68lb Kettlebell	Deliver	☐	\$80.00	\$80.00
1	VFW-KB44	Vision Fitness 20kg/44.09lb Kettlebell	Deliver	☐	\$89.00	\$89.00
1	VFW-KB52	Vision Fitness 24kg/52.91lb Kettlebell	Deliver	☐	\$106.00	\$106.00
1	VFW-KB62	Vision Fitness 28kg/61.62lb Kettlebell	Deliver	☐	\$124.00	\$124.00
6	PS-35051	Power Systems 9' Elite Jump Rope	Deliver	☐	\$10.00	\$60.00
2	AX-RB-1	Axe Strength Resitance Band - 12"x2" #1	Deliver	☐	\$4.00	\$8.00
2	AX-RB-2	Axe Strength Resitance Band - 12"x2" #2	Deliver	☐	\$4.00	\$8.00
2	AX-RB-3	Axe Strength Resitance Band - 12"x2" #3	Deliver	☐	\$6.00	\$12.00
2	AX-RB-4	Axe Strength Resitance Band - 12"x2" #4	Deliver	☐	\$6.00	\$12.00
2	AX-RB-5	Axe Strength Resitance Band - 12"x2" #5	Deliver	☐	\$6.00	\$12.00
1	TF-TBR-CN50	Torque Fitness Torque Battle Rope-50'	Deliver	☐	\$276.00	\$276.00
2	TRX-CLUB4	TRX Commercial Suspension Trainer	Deliver	☐	\$179.00	\$358.00
1	BOSU	Bosu Ball	Deliver	☐	\$144.00	\$144.00
6	ZMD4024270	Matrix Foam Roller High Density 6" x 36"	Deliver	☐	\$25.00	\$150.00
1	PS-80241	Power Systems Economy Wall Rack for Foam Rollers	Deliver	☐	\$235.00	\$235.00
				☐		
		8 Stack		☐		
2	G3-MS24-03	Matrix Aura Adjustable Pulley	Deliver	☐	\$2,052.00	\$4,104.00
2	G3-MS51-03	Matrix Aura Lat Pulldown	Deliver	☐	\$2,094.00	\$4,188.00
2	G3-MS52-02	Matrix Aura Triceps Pushdown	Deliver	☐	\$1,464.00	\$2,928.00
2	G3-MS53-02	Matrix Aura Seated Row	Deliver	☐	\$2,250.00	\$4,500.00
1	G3-MS80CK	Matrix Aura Multi-station Connection Kit	Deliver	☐	\$234.00	\$234.00
2	G3-MS40CK	Matrix Aura Multi-station Connection Kit	Deliver	☐	\$126.00	\$252.00
				☐		
		Group Training Room Storage		☐		
3	TF-XCREATE-U-7SS-01-07	Torque Fitness 7' Single-Sided Upright-Black Satin	Deliver	☐	\$419.00	\$1,257.00
10	TF-XCREATE-8TRAY-102	Torque Fitness X-Create 8Ft 3rd Shelf	Deliver	☐	\$462.00	\$4,620.00
				☐		
		Group Training Room Items		☐		
10	GFTSS	Matrix Connexus Stability Step	Deliver	☐	\$336.00	\$3,360.00
1	ZMK4010949	Matrix GroupX Set 20 Sets with Rack	Deliver	☐	\$4,998.00	\$4,998.00
20	AX-HM72	Axe Strength Hanging Mat - 72"x24"x5/8"	Deliver	☐	\$59.00	\$1,180.00
3	AX-HMR	Axe Strength Hanging Mat Rack	Deliver	☐	\$40.00	\$120.00
1	PS-63120	Power Systems Premium DB Rack w/44 Pairs Vinyl Dbs	Deliver	☐	\$1,350.00	\$1,350.00
20	PS-83370	Power Systems Yoga Block 4in Purple	Deliver	☐	\$18.00	\$360.00

Qty	SKU	Description	Delivery Method	Tax	Your Price	Ext. Price
5	TF-PT-ALL	Torque Fitness Power Tubes Set of 4	Deliver	☐	\$76.00	\$380.00
				☐		
1		Factory Freight		☐	\$2,976.00	\$2,976.00
				☐		
				☐		
1	COMMDEL08	Commercial Delivery & Assembly	Deliver	☐	\$10,348.00	\$10,348.00
				☐		
		COMPLIMENTARY TONAL SYSTEM		☐		
0	TONAL-CM	Tonal 2 - Commercial Trainer (single unit)	Deliver	☐	\$0.00	\$0.00
0	TONAL-CMACCESS	Tonal 2 - Commercial Accessory Pkg-single unit	Deliver	☐	\$0.00	\$0.00
0	TONAL-CSUB5	Tonal Commercial Content & Wty 5 Yr-single unit	Deliver	☐	\$0.00	\$0.00
				☐		
		**Must have \$150,000 or more in product		☐		
		in order to qualify		☐		
		Freight and delivery charges to do not count		☐		
		towards \$150,000 minimum		☐		

Special Instructions:

Each treadmill requires 20amp dedicated circuit with NEMA 5-20R receptacle

Item Total:	\$165,221.00
Tax:	\$0.00
TOTAL:	\$165,221.00

Standard Terms and Conditions

1. All orders must be prepaid before shipment without approved credit.
2. These prices are subject to change after 30 days from document date.
3. There will be a 1.5% monthly service charge on all overdue accounts. The buyer is also responsible for any collection and/or legal fees involved in collecting past due accounts.
4. Any changes on orders must be made within 7 days after the order is accepted.
5. Clerical errors subject to correction. All prices and agreements are contingent upon strikes, accidents, and other causes avoidable or beyond our control.
6. Buyer agrees to promptly file claim for all goods damaged in transit.
7. There will be a 25-35% restocking charge on merchandise ordered but not accepted. Special orders are not refundable. Delivery, Set-Up and Freight charges will not be refunded.
8. A Preventative Maintenance Agreement is available for all equipment.
9. Equipment lease is available with approved credit.
10. All unit prices are F.O.B. manufacturer.
11. Products purchased without commercial warranties that are placed in non-residential settings void manufacturer's warranty. All repair costs are customers responsibility.

Please send check payments to:

DBA Johnson Fitness & Wellness

1600 Landmark Drive

Cottage Grove, WI 53527

Acceptance of Proposal:

These prices, specifications and conditions are satisfactory and are hereby accepted.

I am authorized to order the listed equipment with full understanding
of the payment terms.

Authorized Signature: _____

Print Name: _____

P.O. Number: _____

Date of Acceptance: _____

www.johnsonfit.com/commercial

Johnson Fitness & Wellness

Tim Maynard (3471)
1600 Landmark Dr.
Cottage Grove, WI 53527
Phone: (515) 443-9543
Fax: (952) 906-6912
Email: tim.maynard@johnsonfit.com

Quote

Quote Order 22-077116
Date 06/25/26

Ship To Information

Tiffin Rec Center
Accounts Payable
123 TBD
Tiffin, IA 52430

Work: (319) 519-3133

Email: gweber@tiffin-iowa.org

Bill To Information

Tiffin Rec Center
Accounts Payable
123 TBD
Tiffin, IA 52430

Work: (319) 519-3133

Email: gweber@tiffin-iowa.org

Expiration Date: 5/31/2027

Terms: Net 30 Days

Qty	SKU	Description	Delivery Method	Tax	Your Price	Ext. Price
		All Cardio Has 3 Years Parts &		☐		
		3 Years Labor Warranty		☐		
				☐		
		OMNIA PRICING APPLIED		☐		
5	T-ES-LED	Matrix Endurance Treadmill - LED Console	Deliver	☐	\$4,565.00	\$22,825.00
2	CM-ES-LED	Matrix Endurance Climbmill - LED Console	Deliver	☐	\$5,700.00	\$11,400.00
2	R-ES-LED	Matrix Endurance Recumbent Bike - LED Console	Deliver	☐	\$2,525.00	\$5,050.00
2	T4r	Nustep T4r Recumbent Cross Trainer	Deliver	☐	\$4,495.00	\$8,990.00
2	SWHFDFCFE5K136d	EXT WTY (DP) 3 YR Parts & Labor \$4,000 - \$4,999	Deliver	☐	\$419.00	\$838.00
2	TBCC-02	Matrix TBCC Indoor Cycle	Deliver	☐	\$1,625.00	\$3,250.00
1	U-ES-LED	Matrix Endurance Upright Bike - LED Console	Deliver	☐	\$2,080.00	\$2,080.00
2	EP-ES-LED	Matrix Endurance Suspension Elliptical-LED Console	Deliver	☐	\$3,505.00	\$7,010.00
1	UBCM	Matrix Upper Body Cycle w/UBCM Console	Deliver	☐	\$3,150.00	\$3,150.00
2	Rower-02	Matrix RowerX with Magnetic Resistance	Deliver	☐	\$1,620.00	\$3,240.00
8	MXCXM	Matrix CXM Indoor Cycle w/Backlit LCD Console	Deliver	☐	\$1,992.00	\$15,936.00
				☐		
1		Factory Freight		☐	\$4,122.00	\$4,122.00
				☐		
1	COMMDEL08	Commercial Delivery & Assembly	Deliver	☐	\$6,132.00	\$6,132.00
				☐		
				☐		

Special Instructions:

Matte black frame for Matrix cardio pieces

Item Total: \$94,023.00

Tax: \$0.00

TOTAL: \$94,023.00

Standard Terms and Conditions

1. All orders must be prepaid before shipment without approved credit.
2. These prices are subject to change after 30 days from document date.
3. There will be a 1.5% monthly service charge on all overdue accounts. The buyer is also responsible for any collection and/or legal fees involved in collecting past due accounts.
4. Any changes on orders must be made within 7 days after the order is accepted.
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11. Products purchased without commercial warranties that are placed in non-residential settings void manufacturer's warranty. All repair costs are customers responsibility.

Please send check payments to:

DBA Johnson Fitness & Wellness

1600 Landmark Drive

Cottage Grove, WI 53527

Acceptance of Proposal:

These prices, specifications and conditions are satisfactory and are hereby accepted.

I am authorized to order the listed equipment with full understanding
of the payment terms.

Authorized Signature: _____

Print Name: _____

P.O. Number: _____

Date of Acceptance: _____

www.johnsonfit.com/commercial

MUNICIPAL ASSET MANAGEMENT, INC.
"LEASING TO STATE AND LOCAL GOVERNMENTS SINCE 2002"

LEASE PROPOSAL

Paul Collings
303-273-9494

Jamie Tiemeyer
303-273-9496

DATE: August 13, 2026

LESSEE: Tiffin Rec Center
Tiffin, IA

REQUESTED BY: Tim Maynard
Johnson Fitness & Wellness
Tim.maynard@johnsonfit.com

LEASE TYPE: Fair Market Value subject to Annual Appropriations

EQUIPMENT QUOTES: 22-077116

EQUIPMENT COST: \$94,023

QUOTE: Factor for estimated payments: 0.028150

	<u>TERM</u> <u>(MONTHS)</u>	<u>COST</u>	<u>RESIDUAL</u>	<u>MONTHLY LEASE</u> <u>PAYMENT</u>
QT22-077116	36	\$94,023.00	\$16,753.80	\$2,646.71

END OF LEASE OPTIONS:

- 1) Return the equipment
- 2) Continue the lease on a month-to-month basis at the same payment amount
- 3) Renew the lease for 12 months
- 4) Purchase the equipment for Fair Market Value

This is a proposal only and is not a commitment to finance. This proposal is subject to credit review and approval and proper execution of mutually acceptable documentation.

This transaction must be credit approved, lease documents properly executed and returned to Lessor and the equipment ordered within 30 days from the date stated above.