

January 13, 2026

Mr. Jonathan Walker
City Administrator
City of Gulf Shores

RE: DCM-2022356(b) – New Gulf Shores High School Building Package – FF&E – Athletic Equipment

Mr. Walker,

On Friday, January 09, I received the final proposal for the Owner Provided Furniture, Fixtures, and Equipment (FF&E) and installation of Athletic Training Equipment. This is a planned soft cost in the total program budget of \$3,850,000 for the School's FF&E Budget which is inclusive of all Interior, Exterior, and Athletic furniture and equipment. This proposal is for the school's Athletic Training Equipment of this budget line.

Of the proposals received Advantage Sport & Fitness provided the most comprehensive package to include installation services. Key to deciding on Advantage Sport & Fitness' proposal is that it meets budget and they have provided a training equipment package that is designed specifically for the strength and conditioning program space in the field house. I have attached the proposal from Advantage Sport & Fitness and confirm that this proposal falls within the estimated budget for FF&E as noted above.

Upon final review of the provided proposal, Volkert Program Management recommends Advantage Sport & Fitness be awarded the Furniture contract in the amount not to exceed \$450,000.00. Advantage Sport & Fitness is an approved vendor under the Sourcewell cooperative purchasing contract.

I trust this information meets with your approval. However, should you have any questions or require any additional information, please do not hesitate to contact me at your convenience.

Sincerely,

Nathan H. Hancock
Project Manager
Volkert, Inc.

Attachment: Advantage Sport & Fitness – Proposal for Athletic Training Equipment