

ATTACHMENT NO. XVI. - C: Approval Athletic Training

Potential motion: Move to Approve the Proposal from Precision Sports Training for 2023/24 School Year

Recommended action: Approve the motion.

It is recommended that the Board accept the contract for Athletic training Services from Precision Sports Training for \$90,000. This would have a trainer at our games and practices for sports for the 2023-24 school year. Those services are similar to what we previously had from Athletico. Athletico had to separate from our agreement last fall because they were unable to staff it. Finding qualified athletic trainers is very difficult right now and hard to find. We reached out for quotes from four other training services, but they were not able to staff us at this time.



ATC Proposal for 2023/2024 School Year

I appreciate the opportunity to be a part of your school's athletic program. It was definitely a positive experience. The staff and athletes were all a pleasure to work with. I got great feedback from my ATC's and also the coaches and athletes. See below for options for the fall of the 2023 school year if you choose to hire my company again.

Option 1: Continue with the current per hour agreement. New contract will be for a minimum of 3 hours for \$50/hour. Example: If an ATC is there 2 hours, we are paid for 3 hours. We will continue to be available via phone/e-mail for any questions regarding injuries.

Option 2: Hire Precision Sports Training, LLC as the official provider of sports medicine services. The contract will begin with two-a-days in football (beginning of August) through the end of the school year (May/June). This would be drawn up as a 3-year contract at \$90,000 per year. Over the summer if you need additional sports medical coverage outside of contracted dates it would be \$50/per hour.

What would be different about this contract compared to previous Physical Therapy (ATC) outreach contracts:

1. Passion with a purpose. I started this business from nothing and it is truly what I was meant to be. You won't meet many people with the same passion as myself. This always leads to a deeper connection with the athletes, coaches/staff and parents.
2. Level of care and motivation. One example is that everyone gets my personal contact information and I am available around the clock as needed for questions or concerns.
3. CPR/AED certifications. I teach for the American Heart Association and can offer classes/certifications at a severely discounted rate (\$30/person). Normally I charge \$80 and other companies will charge up to \$100/person.

4. No hidden agendas. Unlike physical therapy clinics I don't have "referral quotas" to fill. ATC's are unfortunately forced to fill quotas to keep money going to their Physical Therapy clinics. ATC's are highly skilled in rehabilitation. A referral to physical therapy is oftentimes not needed and creates easily avoidable high costs to families. ATC's are often given incentives for referrals (bonuses). Not being affiliated with a physical therapy clinic you can avoid all of this.
5. No multiple ATC's rolling through your high school. You will get one ATC with the occasional sub. In the instance of sickness or time off needed.
6. I am a Certified Strength and Conditioning Specialist. I can help with sports enhancement training, team conditioning and injury prevention. I can help develop pre-practice warm-ups that will promote injury prevention and also assist with enhancing sports performance. Sports nutrition is also an area of interest where I can help.
7. Adaptability: faster reactions when situations arise and need immediate action. There is no "board" that needs to meet to make a decision. Issues that develop can be taken care of immediately.
8. Better communication with the school administration and staff. For instance, working closely with the school nurse and teachers about concussion modifications for athletes.
9. The extra mile. We will always go above and beyond, every time.
10. Minimize school risk/liability. Having an ATC there during practices and scrimmages (not just games) will be safer for athletes and coaches. We can make immediate decisions about an athlete's injury.
11. Local: We will not send any ATC's from other cities to cover events. I have 40+ local ATC's that can help as needed.
12. Flexibility: less bureaucracy.
13. I am a massive supporter of any and all reputable charities. I would love to team up to make some money for great causes. I represent a couple military charities.

A contract will be developed following a decision to move forward. Please feel free to reach out if you have any questions.