

**SWEET HOME CENTRAL SCHOOL DISTRICT
OF AMHERST AND TONAWANDA**

M E M O R A N D U M

TO: Michael V. Ginestre, Superintendent of Schools

FROM: Donald G. Feldmann, Assistant Superintendent of Finance & Plant Services 

DATE: March 3, 2025

RE: Athletic Training Services RFP recommendation

Background

Specification for the Request for Proposal (RFP) for Athletic Training Services were developed by the Business Office and Athletics Office. The specifications were for athletic training services for the school district from July 1, 2025 through June 30, 2028. Specifications were available on February 6, 2025 and proposals were due back to the District on February 26, 2025. The current RFP the District was working under expires on June 30, 2025 and was no longer eligible to be extended.

The District received one response to its request:

- **Excelsior Orthopaedics**

TOTAL COST OF PROPOSAL FOR 2025-26 School Year: \$37.00 per hour / The District, on average, uses 1,600 hours of athletic trainer services for the school year. **Total cost of the proposal for the 2025-26 school year is approximately \$59,200.**

Cost for the 2026-27 school year is \$38.00 per hour. Total approximate cost is \$60,800.
Cost for the 2027-28 school year is \$39.00 per hour. Total approximate cost is \$62,400.

Recommendation

I recommend that we award this RFP in total to **Excelsior Orthopaedics** for the 2025-26 school year. Excelsior has been a long-time partner for the District for athletic training services and has done an outstanding job. The District is currently paying \$30.50 per hour for athletic training services. **This proposal would represent an increase from the current year of \$10,400.**

With Board of Education approval, the District does have the option of extending this agreement for the 2026-27 and 2027-28 school years.