



Philip Thornton, Ed.D., Superintendent
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CAMELY MACHADO, COORDINATOR
Non-Instructional Services
Camely.Machado@warwickschools.org

69 Draper Avenue
Warwick, Rhode Island 02889
TEL (401) 734-3035

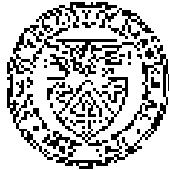
TO: Anthony Ferrucci
FROM: Camely Machado
DATE: March 29, 2019
SUBJECT: NorthEast Sports Training and Rehabilitation

This request is to extend a contract award with NorthEast Sports Training and Rehabilitation (NEST). NEST was awarded bid #17-0004 for a three-year comprehensive sports medicine/injury management program for both Warwick High Schools. We would like to extend the contract award for the 2019-2020 and the 2020-2021 school years.

Please see the documents attached from Mr. Rix, outlining the cost of the programs and the memo provided by Mr. Michael Macchioni, Owner of NEST. We would appreciate this request be presented at the next School Committee meeting.

69 Draper Avenue, Warwick, Rhode Island 02889
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WARWICK PUBLIC SCHOOLS
Dr. Philip Thornton
Superintendent of Schools

Kenneth Rix, CAA
Director of Athletics

89 Dexter Avenue
Warwick, Rhode Island 02889
TE: (401) 734-3020
FAX: (401) 734-3622

MEMO

To: Camely Machado
Tony Ferrucci
From: Ken Rix
Athletic Director
RE: Northeast Sports Training

Northeast Sports Training is offering a 2 year extension from Bid # 170004 with the original proposal in the amount of \$ 65,850 and \$1,300 for concussion baseline testing and assessment. The total amount for both high schools will be \$134,300.

They are offering 52 hours of service per week and their pricing is all inclusive for all the services required. Their proposal is specific to the needs of the district and shows a level of athletic expertise and experience that is crucial to the success of this initiative.

Please add this to the next school committee agenda.

Kenneth Rix, CAA



Warwick Public Schools
Athletic Training and Strength & Conditioning
Proposal
RFP#17-0004

For over twenty years, NorthEast Sports Training and Rehabilitation (NEST), a team of Professional coaches, trainers, therapists, and dietitians has specialized in providing results-oriented, sport-specific strength and conditioning, rehabilitation, and general fitness programs. Some of our local clients include the Boston Bruins, Brown University athletics, Providence College athletics, Moses Brown School, St. George' School, Hendricken High School, West Warwick High School, the Lincoln School, and Lincoln Public Schools.

NorthEast Sports Training and Rehabilitation is proposing to establish a three-year, comprehensive sports medicine / injury management program for both Warwick High Schools, commencing September 2016. The *SMART System (Sports Medicine, Athlete Rehabilitation, and Training)* is a one-of-a-kind, comprehensive service that will integrate experienced practitioners in the fields physical therapy, athletic training, strength and conditioning, exercise science, and nutrition to deliver rehabilitation, injury prevention, and education for athletes & coaches, students & staff, even, parents & community. The program includes athletic training game coverage / rehabilitation services, a strength and conditioning / injury prevention program, and seasonal educational seminars and clinics, aimed at coaches, players, parents, teachers, and administrators.

The comprehensive, injury management program consists of:

1. Athletic Training / Rehabilitation services:

- ▲ Supply teams/school with a Certified Athletic Trainer who will be present at athletic events and practices.
- ▲ Supply school with a Site Administrator/Director to handle administrative duties and communication with school administrators and directors.
- ▲ Coordinate the establishment and continuation of an athletic training room.
- ▲ Provide/advise team/school as to the supplies and training equipment needed for the athletic training program and prepare school provided first aid supplies and ice for games and practices.

- ▲ Provide evaluation, treatment and rehabilitation of athletic injuries.
- ▲ Provide monitoring of athletes hydration, proper taping equipment, protective equipment, and strapping as appropriated.
- ▲ Provide injury evaluation on the playing site and make contact with parents.
- ▲ Establish a student athletic training program for interested students as an exploration offering.
- ▲ Provide on-site rehabilitation services for physician ordered therapy.
- ▲ Establish and/or assist team physician in designing and implementing a medical records system, in accordance with HIPAA and FERPA guidelines, for athletic injuries.
- ▲ Monitor athletic injuries/develop rehabilitation programs with the advice and consent of the team physician.
- ▲ Coordinate and provide injury follow up and evaluation for the team physician.
- ▲ Consult with school physicians and nurses on all medical issues related to athletics.
- ▲ If needed, administer baseline and post-injury neurocognitive testing and record keeping.
- ▲ In the event a district concussion management committee is established, the athletic trainer will serve as a member of the committee.

2. Strength and Conditioning / Injury Prevention services:

- ▲ Supply team/school with a Certified Strength and Conditioning Specialist.
- ▲ Supply school with a Site Administrator / Director to handle administrative duties and communication with school administrators and directors.
- ▲ Coordinate the establishment/continuation of the strength and conditioning facility.
- ▲ Advise team/school as to kit supplies and equipment needed for the strength and conditioning program.
- ▲ Provide sport-specific exercise instruction for performance enhancement and injury prevention.
- ▲ Assist team physician and athletic trainer in designing and implementing post-therapy and post-rehabilitation exercise programs.
- ▲ Run stretching programs as requested during daily practice sessions for athletes when not in season.
- ▲ Provide, during each season (three times per year), or more, plyometric and sport-specific conditioning for all student athletes, on all teams.
- ▲ Offer nutritional guidance for optimum sports performance, pre/post game meal planning, and overall, good health.

3. Educational Seminars, Clinics, and Workshops

- ▲ Utilizing our Professional staff of coaches, trainers, therapists, dietitians, physicians, and other experts in the field, we will establish live presentation tracks to communicate with players and coaches, teachers and administrators, and parents, on a seasonal basis.
- ▲ Tracks will include:
 - ✓ Athletic Training / Rehabilitation
 - ✓ Strength and Conditioning / Injury Prevention
 - ✓ Nutrition
 - ✓ Health, Fitness, and Wellness
 - ✓ Topics of interest: (Concussion Management/Prevention, Female Athlete Triad, etc)

Additional services:

- ▲ Plans to facilitate summer sport camps and fitness initiatives.
- ▲ Functional exercise classes and Youth Fitness programs for general student population.
- ▲ Certified Weight Management Program Assessments by a RII, certified assessor.

- ▲ Coordinate a Worksite Wellness Initiative for teachers and administrators.

Estimated Resources:

Athletic Training and Rehabilitation

(1) Site Administrator/Athletic Training Director (LATC)

50 hours per year

(1) Certified Athletic Trainer (LATC)

1260 hours per year (app. 30 hours per week)

Strength & Conditioning / Injury Prevention

(1) Site Administrator/Certified Strength and Conditioning Specialist (CSCS*TD)

50 hours per year

(1) Certified Strength and Conditioning Specialist (CSCS)

630 hours per year (app. 15 hours per week)

Education, Seminars, and Clinics

Entire staff (Registered Dietitian, Physical Therapists, Physicians, Kinesiologists,

Exercise Physiologists/Scientists, Psychologist, coaches and other experts, etc.)

45 hours per year

Total: 2175 hours per year (app. 52 hours per week)

Cost: \$50,850 per school, per school year.

Athletic Training and Strength & Conditioning Services

4 messages

Mike Macc <mike@northeastportstraining.com>
To: Camely Machado <camely.machado@warwickschools.org>

Tue, Mar 26, 2019 at 1:54 PM

Hi Camely,

Please, accept this written request as documentation NorthEast Sports Training and Rehabilitation wishes to continue providing Athletic Training and Strength & Conditioning services, for Warwick Public Schools. The growth of the program, with the exception of last year's budget cut, has been tremendous. We have provided, over, 3000 treatments, covered close to 1000 games, put 70 teams on injury prevention, exercise programs, baseline tested 1200 student-athletes, initiated a Work-site Wellness Program for teachers and admin, created an Emergency Action Plan for both schools, and, currently, have one student enrolled in a Health Sciences pathway/internship, in cooperation with Dean college.

Our injury tracking software allows us to put a dollar amount on the services rendered, as if invoices were going to be sent to insurance companies, for reimbursement. This is the same system used by rehabilitation clinics. Our estimates reveal, last year, Warwick Public Schools had a return on investment of \$5, for every dollar invested into the program.

This year was a setback, in comparison to the two previous years, due to the budgetary cutback. However, dismantling the program would have been devastating, to the initiative. The cutback forced us to switch to a Per Diem model which is much more expensive to operate. As a result, we had to shorten hours. Although the reduced hours inhibited our progress, it did reveal how much the program had grown and the value athletes and coaches place upon it.

Our intention for the upcoming school year is to get off of the Per Diem model and get the back to the success we experienced, in 2018-19, with a full-time staff, increased hours, and continued expansion and depth of offerings to students, coaches, staff, and admin. We anticipate being able to provide these services, with no added expenses. In October 2018, the school committee and administration communicated the hope was the \$50,000 budgetary cut, to the program, was only, temporary, and, if all went well, were confident would return to where it was, for the 2019-20 school year.

The original plan discussed by WPS and NEST was to implement the SMART (Sport Medicine, Athletic Rehabilitation, and Training) system, for 3 years, followed by two, optional, 5 year periods. Please, accept this correspondence as NEST's intention to follow through on this original plan. Please, let me know if there is any formal documentation needed.

Thanks,

--
Michael Macchioni, CSCS
Owner, NorthEast Sports Training and Rehabilitation
Sports Performance Coach, Boston Bruins
25 Coronado Road
Warwick, RI 02886
401-739-1528 (p)
401-738-2723 (f)
401-301-2788(m)
888-558-NEST (Toll Free)
www.northeastportstraining.com

'RI's Only Training Facilities Dedicated To Preparing Athletes'
Warwick (the NEST), Providence (the DUNK), North Smithfield (the HUT), Pawtucket (Lynch Arena), and Falmouth, MA (FAST)
OFFICIAL STRENGTH & CONDITIONING and NUTRITION SERVICES FOR THE 1929, 1939, 1941, 1970, 1972, and 2011 STANLEY CUP CHAMPION BOSTON BRUINS
NOW OPEN - Health, Fitness, and Wellness Services at ANYTIME FITNESS - Warwick (Greenwich Ave)!!!
COMING APRIL 2019 - 35,000 SQUARE FOOT MEGA COMPLEX - NORTH DARTMOUTH!!!

Camely Machado <camely.machado@warwickschools.org>
To: Mike Macc <mike@northeastportstraining.com>

Tue, Mar 26, 2019 at 2:12 PM

Thank you Mikel

[Quoted text hidden]

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Warwick Public School District
BID FORM II

The undersigned as bidder on the indicated project declares that this proposal in all respects is fair and made without collusion with any other person, firm or corporation making a proposal for this work, and that the bidder has carefully examined the specifications and proposes and agrees, if this proposal is accepted, that the said bidder will contract with the Warwick School Committee to furnish all materials specified in the manner and time herein stated.

The only person or persons interested as principals in this proposal other than the one whose signature is affixed hereto are to be listed here as follows. List any member of your organization who is an employee of the Warwick Public Schools and who has a five per cent (5%) or greater ownership of stockholding in your company. If there are none, state the fact. This includes any intention for subcontracting and must be so signified.

Name	Address
NONE	
Name	Address

In submitting this bid it is understood that the right is reserved by the Warwick School Committee to waive any formalities in or to reject any and all bids in part or in whole, and it is agreed that this bid may not be withdrawn for a period of sixty (60) days from the date due. The Warwick School Committee further reserves the right to award a contract in part or in whole.

Company Name	Eastpay, Inc.
Representative	Diane Sawyer
Mailing Address	141 S 1 st AVE Waukegan, WI 54981
Telephone	715-261-9940
E-Mail Address	dsawyer@eastpay.com
Authorized Signature & Title	Diane Sawyer Key Account Rep
Tax ID Number	39-4422174
How did you find this bid, please check box?	<input checked="" type="checkbox"/> Direct Email Notification <input type="checkbox"/> Providence Journal <input type="checkbox"/> Other _____

Warwick Public School District

Each bidder is required to complete this inquiry form, regardless of past projects completed at the Warwick Public Schools.

Bank Reference	Associated Bank
Contact Person at Bank	Rosemary Gleason

Minimum of three contracts performed recently of a similar nature with the following detail.

Name: UW-Eau Claire	Address: 509 University St Eau Claire, WI 54601
Value of Contract: \$350K/year	Completion Date: 6/30/21
Contact Person at Job: Dan Schumacher	
Detail of contract performed: Servicing all aspects of the athletic department	

Name: Southern Virginia University	Address: 618 University Hill Dr Buena Vista, VA 24316
Value of Contract: \$350K/year	Completion Date: 6/30/22
Contact Person at Job: Jason Lamb	
Detail of contract performed: Servicing all aspects of the athletic department	

Name: St. Thomas University	Address: 2115 Summit Ave St. Paul, MN 55105
Value of Contract: \$200K/year	Completion Date: 6/30/20
Contact Person at Job: Megan Jacobson	
Detail of contract performed: Servicing all aspects of the athletic department	

Authorization to investigate is hereby granted to Warwick Public Schools officials by:

Name & Title	Diane Sawyer, Key Account Rep
Company	Eastbay
Signature	