

**ASSOCIATED STUDENTS  
CALIFORNIA STATE UNIVERSITY FULLERTON, INC.**

<b>Programs &amp; Services Committee MINUTES September 27<sup>th</sup>, 2017</b>
--

**CALL TO ORDER**

Rebecca Hesgard, Chair, called the meeting to order at 2:32p.m.

**ROLL CALL**

Members Present: Achatz, Barillas, Evans, Hesgard, Hill, Jakel, Stocks

Members Absent: None

Officers Present: Tapper

Officers Absent: Allen

Guests: Scott Martin

\*Indicates that the member was in attendance prior to the start of Unfinished Business, but left before the scheduled ending of the meeting. [According to the by-laws, a member of the board who does not remain until the scheduled ending for the meeting (3:30 p.m.) is considered not to be in attendance.]

\*\*Indicates that the member was in attendance for a portion of the meeting, but not in attendance prior to the announcement of Unfinished Business. [According to the by-laws, a member of the board who is not in attendance prior to the announcement of Unfinished Business is considered not to be in attendance.]

**APPROVAL OF AGENDA**

The agenda was approved as presented. (Hill-m/Jakel-s)

**APPROVAL OF MINUTES**

The minutes for the September 13, 2017 meeting were approved as presented (Evans-m/Jakel-s)

**PUBLIC SPEAKERS**

None.

**UNFINISHED BUSINESS**

**a. Information: Writing a Proposal**

Hesgard reminded committee members that one of the goals for this year is to have committee members bring more proposals to the committee. Hesgard yielded to Hill to go over the process for writing a proposal.

Hill stated that the ASI Board of Directors has resolutions and the TSCBOT has proposals. Resolutions usually recommends an action for the University, while a proposal is more internal and we can control it.

Hill circulated a proposal template sheet and went over the steps for writing a proposal:

- Get an idea to add/change a program or something in the building.
- Talk to the chair of the committee.
- The committee chair will connect you with the appropriate staff to conduct research.
- Write a proposal by following the template provided and send it to the committee chair.
- Committee chair will review and add it to the agenda.
- The committee will review and vote on the proposal.
- If the proposal is approved at the committee, then it will go to the TSCBOT for approval.

The committee had no questions and Hesgard thanked Hill.

## REPORTS

### a. Chair

Hesgard reported the following:

- 1) The TSCBOT had a lot of questions about the F45 proposal passed last committee meeting. I hope you all reviewed the additional documentation for this meeting.
- 2) Hesgard is working on finishing up the survey this week and will work with Martin to make it go live.
- 3) Hesgard has been working with Barillas to find ways to collaborate with Lobby Corps and DIRC, Diversity Initiatives and Resource Centers.

### b. Director, Titan Recreation

Tapper reported the following:

- 1) Intramurals started this week and we have 804 participants who signed up. Sign up deadline will in October.
- 2) All Day ASI is tomorrow 9/28/2017. Please come out. We will be having the After Party at the SRC with a photo booth, games, tabling and a lot of demos. Don't forget to wear your shirts.

## NEW BUSINESS

### a. Action: Proposal to add the F45 Training Program to the SRC

**PSC 002 17/18** (Evans-m/Achatz-s) On a motion duly made and seconded, the Programs & Services Committee approved amending the motion previously approved and sending the recommendation to the Board for the approval to add the F45 Training Program to the SRC with an additional instructional course fee not to exceed \$20 per semester or \$40 per year for CSUF students.

Hesgard shared with the committee that this action item was referred back to the committee for further discussion by the TSCBOT.

Hill moved to amend the motion previously approved by adding 'with an additional instructional course fee not to exceed \$15 per semester or \$30 per year.' Jakel seconded.

The committee moved into discussion.

Hesgard yielded to Tapper to speak on the potential of adding a course fee for the F45 class. Tapper reviewed and explained the data he gathered. The information shared included the number of participants for last year and so far this Fall 2017 semester as well as pricing information per class currently offered at the SRC. In addition, pricing for F45 classes at other campuses and local studios was also included.

Evans asked what was taken into consideration when setting instructional course fees at the SRC and if the intention was to gain revenue or keep costs as low as possible for students. Tapper responded that both. One of their goals this year is to raise overall revenue by 8%. Hill asked if it was common for other campuses in the area to also charge for these types of classes. Tapper stated it was very common and our pricing is one of the lowest compared to others. Some campuses even charge for our free drop in classes.

Hesgard yielded to Martin. Martin stated that possibly having a course fee cap could limit the amount of revenue that the SRC could gain from this program if it becomes as popular as it is at other campuses. Also, a decrease in revenue could come from students enrolling in F45 instead of other classes because it's cheaper. Tapper stated that after the first year of F45, he would be looking at probably eliminating existing 6 week classes that have some component of F45, like Get Fit Challenge and Boot Camps, in hopes that revenue will be coming from increased F45 enrollment.

Tapper shared with the committee more data showing the costs of the F45 program for its first two years. For the first year, the only costs would be the labor for certified instructors at \$8,500 a semester. For year two, it would cost \$20,500 a semester to run the program because of the added F45 monthly subscription fee. For year two, after reduction of some fitness classes and reallocation in the budget, the SRC would have \$16,160 to fund the F45 program but it costs \$41,000. This leaves about \$25,000 that would be needed to fund the program. The goal would be to sell 500 F45 memberships per year, that is 250 per semester.

Tapper stated that if no fee is approved, then the department would have to ask for more student fees in the budget process to cover the program expenses. If a course fee is included then it should be as low as possible for students and the remaining deficit would have to be covered by student fees. Jakel asked if there was a course fee he would recommend. Tapper stated it was hard to say but from a business standpoint, it doesn't make sense to not have a fee because more student fees would be used in that case. In addition, when a service is free, members use it less than when they have to actually pay for it.

Martin stated that if the semester fee is broken down to a per class fee, then that fee is very low which is good for students. Also, if the fee is \$15 per semester/\$30 per year then the budget would already be on negative even if the goal of 500 memberships per year is met. Something to consider is what if the goal of 500 memberships is not met, then that would be more student fees being used towards this program. Martin suggested reducing the number of class offerings per week to reduce instructor labor costs.

Hesgard asked how feasible the goal of 500 memberships per year was. Tapper stated it was attainable based on the membership base the SRC has and with good marketing during the first year.

Jakel asked if maybe we can offer a first year introductory rate and increase the rate after the first year just to get people to try it. Tapper said students will already have an opportunity to try it in the first year but maybe we could do an early bird rate or discount if you pay full year versus the full semester. Jakel asked if a drop in fee of \$2 to \$3 per class would be possible for empty spaces. Tapper said it would be hard to manage so some thought might have to be put into that.

Hill asked if the fee would need to be paid annually or semesterly. Tapper said semesterly. Hill stated that would be even more convenient for students.

Hill moved to amend his previous amendment to the motion previously approved by adding 'with an additional instructional course fee not to exceed \$20 per semester or \$40 per year.' Jakel seconded.

Jakel asked Hill why he made the change. Hill stated raising the fee a little bit would give Tapper's team more flexibility in the pricing. Also, the fact that students can pay per semester is more feasible than having to pay the full year all at once. Barillas said this price is actually on the lower end compared to other class fees.

Tapper asked if this fee would only be for students or also non-student members. Non-student members are usually charged a little more. Hill responded this would only for CSUF students.

Hill moved to amend his previous amendment to specify CSUF students.

**PSC 002A 17/18** (Hill-m/Jakel-s) On a motion duly made and seconded, the Programs & Services Committee amended the motion to add the F45 Training Program to the SRC with an additional instructional course fee not to exceed \$20 per semester or \$40 per year for CSUF students.

Jakel stated that there should not be a cap on what could be charged because Tapper and his team would need the flexibility to charge what is needed in order to keep the program running without losing money while keeping the student fee low.

Evans asked if the fee could be changed in the future. Hesgard stated future changes would have to go through the committee and TSCBOT for approval.

Jakel stated that looking at the financial documentations, even a \$25/\$50 fee would still be one of the lower fees currently being charged for other classes. Hill stated \$25/\$50 would be little too expensive for students as opposed to \$20/\$40.

**PSC 002A 17/18** MSC 5-1-0 The amendment passed.

The committee had no further discussion or questions.

**PSC 002 17/18** MSC 6-0-0 The motion passed.

**b. Discussion: Printing Options for the TSU**

This item was tabled by chair's discretion, without objections, and will re-appear on next meeting's agenda as Unfinished Business.

**ROLL CALL VOTES**

	<b>002A</b>	<b>002</b>
Achatz	Y	Y
Barillas	Y	Y
Evans	Y	Y
Hesgard	Chair	Chair
Hill	Y	Y
Jakel	N	Y
Stocks	Y	Y
<b>Results</b>	<b>5-1-0</b>	<b>6-0-0</b>

**ANNOUNCEMENTS/MEMBERS' PRIVILEGE**

Jakel announced that there are still two vacancies in BOD for the College of Education. Applications will close on Monday. Two resolutions are being drafted to be sent to the BOD so if you would like to collaborate on these, please contact him. All Day ASI is tomorrow.

**ADJOURNMENT**

The meeting adjourned at 3:27p.m.

  
 \_\_\_\_\_  
 Rebecca Hesgard, Chair

  
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 Deisy S. Hernandez, Recording Secretary

Request to add F45, a circuit training workout class, to the Student Recreation Center

**PRESENTED TO:** Titan Student Centers Board of Trustees

**MEETING DATE:** September 13, 2017

**PRESENTED BY:** Rebecca Hesgard  
Aaron Tapper

### **BACKGROUND**

Titan Recreation is always looking into the current fitness trends to make sure we are staying current with the programs we offer. Recently, we have installed a QueenX Precor functional training rack and feel the F45 program will help continue to keep Titan Recreation current with the fitness trends.

### **PROPOSAL**

Request to offer the F45 circuit training program in the Student Recreation Center.

### **RATIONALE**

F45 is a newer developed program that offers High Intensity, Circuit Training work-outs that will be extremely beneficial to CSUF students and members. The work outs are offered in class settings that will be offered 5 times per day, each day of the week.

### **IMPACT**

There won't be much of an impact on students or members as we have already transformed some of the room to accommodate the QueenX training rack. We would need to relocate some of the machines from the room onto the cardio floor.

### **BUDGET IMPACT**

All of the equipment and programming is free for the first 12 months. After 12 months, there is a \$2,000 per month fee to continue offering the programs. The additional cost will be the hiring of class instructors who will teach each class which will be about \$15,000 per year. In this current budget, we can afford to pay for the instructors to teach the classes but would look at an increase in next fiscal year's budget.

### **IMPLEMENTATION TIMELINE**

Plan would be for installation of equipment in December 2017 and using the intersession break to train the class instructors and have the program fully available for the spring 2018 semester.

## F45 Snapshot

### Programs Titan Rec Charges:

CPR	\$68	Jiu Jitsu	\$42*
Ballet	\$27*	Learn to Swim	\$42
Belay Test out	\$10	Performance Swim	\$36*
Belly Dancing	\$27*	Salsa	\$29*
Rockwall Class	\$32	First Aid	\$36
Cardio Kickboxing	\$35*	Boot Camp	\$42
Get Fit Challenge	\$43	Boot Camp (2 day)	\$72*
Hip Hop	\$27*	Women's Jiu Jitsu	\$42*
Intramurals	\$10	Personal Training	\$35/\$166/\$332
Jazz	\$27*		

\*6 week classes that meet 2 times per week

### Dance/Instructional Class Numbers:

2016-17	703 participants (4 sessions)	\$20,037
Fall 2017	199 participants (1 session)	\$5,456

### UC Irvine:

\$45 per quarter (F45 only)

### USC:

\$110/semester (include drop-in fitness classes)

### Stanford:

Launched in Spring 2017

1,100 members

\$110/quarter (includes drop-in fitness classes)

### F45 Studio:

Goldenwest studio \$175 per month

Tustin studio \$150 per month

## F45 Financials

Semesters	Monlty Subscription	Fitness Instructors	Semester Cost	
<b>Spring 18</b>		\$0 \$8,500 (5 classes/day (Mon.-Fri.) & 3 classes on saturday	\$8,500	
<b>Fall 18</b>		\$0 \$8,500 (5 classes/day (Mon.-Fri.) & 3 classes on saturday	\$8,500	
<b>Spring 19</b>	\$2,000/month * 6 months = \$12,000	\$8,500 (5 classes/day (Mon.-Fri.) & 3 classes on saturday	\$20,500	
<b>Fall 19</b>	\$2,000/month * 6 months = \$12,000	\$8,500 (5 classes/day (Mon.-Fri.) & 3 classes on saturday	\$20,500	
<b>Funding</b>				
<b>Spring 18</b>	Elimination of boot camps, etc.		\$1,500	
	Re-allocation in budget		\$7,000	
		<b>TOTAL</b>	\$8,500	\$0
<b>Fall 18</b>	Drop-in fitness classes from 40/hrs week to 30/hrs week		\$4,080	
	Elimination of boot camps, etc.		\$1,500	
	Re-allocation in current budget		\$2,500	
		<b>TOTAL</b>	<b>\$8,080</b>	(\$420)
<b>Spring 19</b>	Drop-in fitness classes from 40/hrs week to 30/hrs week		\$4,080	
	Elimination of boot camps, etc.		\$1,500	
	Re-allocation in current budget		\$2,500	
		<b>TOTAL</b>	<b>\$8,080</b>	(\$12,420)
<b>Fall 19</b>	Drop-in fitness classes from 40/hrs week to 30/hrs week		\$4,080	
	Elimination of boot camps, etc.		\$1,500	
	Re-allocation in current budget		\$2,500	
		<b>TOTAL</b>	<b>\$8,080</b>	(\$12,420)
<b>Spring 19 &amp; Fall 19</b>		\$41,000	\$16,160	(\$24,840)
<b>Subsidization plan</b>				
	Goal is 500/year-250/semester	\$50/year-\$25/semester	\$25,000	\$160
		\$40/year-\$20/semester	\$20,000	(\$4,840)
		\$30/year-\$15/semester	\$15,000	(\$9,840)
		\$25/year-\$12.50/semester	\$12,500	(\$12,340)
		\$20/year-\$10/semester	\$10,000	(\$14,840)
		\$10/year-\$5/semester	\$5,000	(\$19,840)
		\$0		\$24,840

Click on any picture to watch the F45 training videos



Intro to F45 Training



F45 Collegiate Video



Stanford Recreation and Wellness Video



45



Born in Australia

Team Training , Life Changing



Fastest growing fitness franchise

45 min HIIT classes

27 people per class

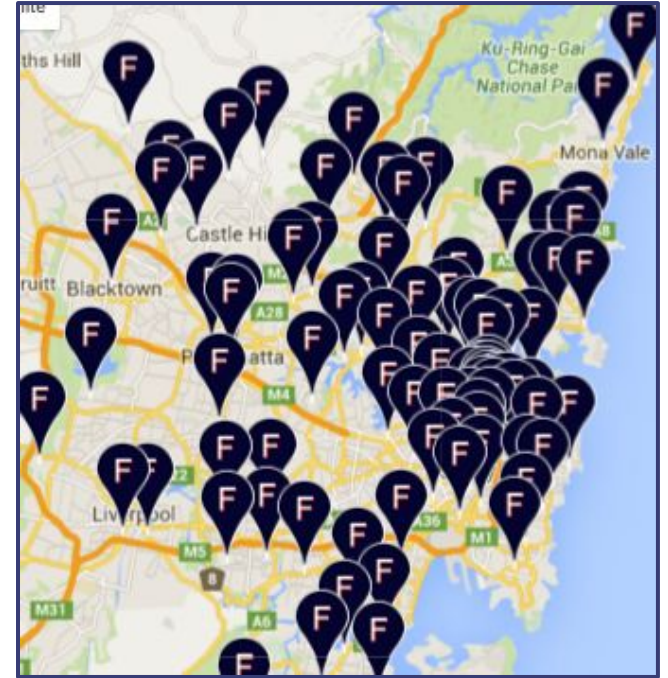
1 opening every day

\$250K turn-key cost

Franchisees earn \$400k P.A.

## Rapid growth - 750+ franchises in 22 countries

- Started with one studio in Sydney.
- Franchise roll out started in early 2014
- Sydney highest gyms per capita/hardest market penetration
- Australia has more F45's than Starbucks and 7-Elevens
- 750 franchises sold in 2 years in 22 countries
- Currently partnered with 5 colleges

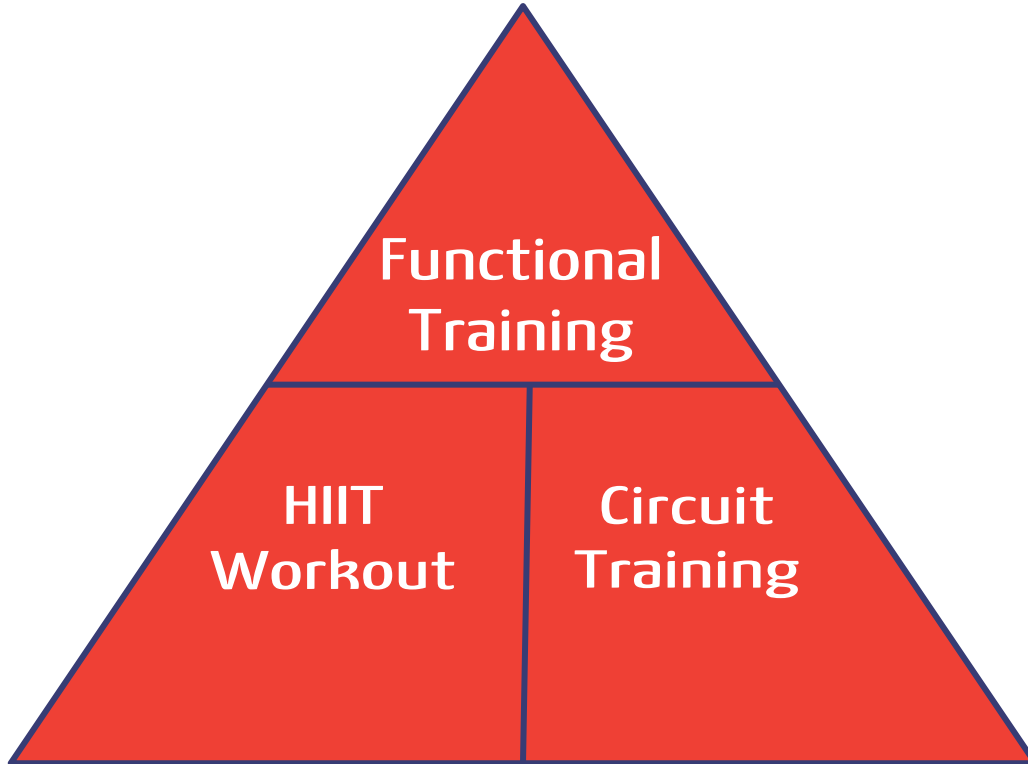


Studios in Sydney

F45 DNA



# Our Unique Approach



WORK



22

SETS TO GO

8

1



2



MOVE STATION



5

SETS TO GO

8

1



2



3



F45



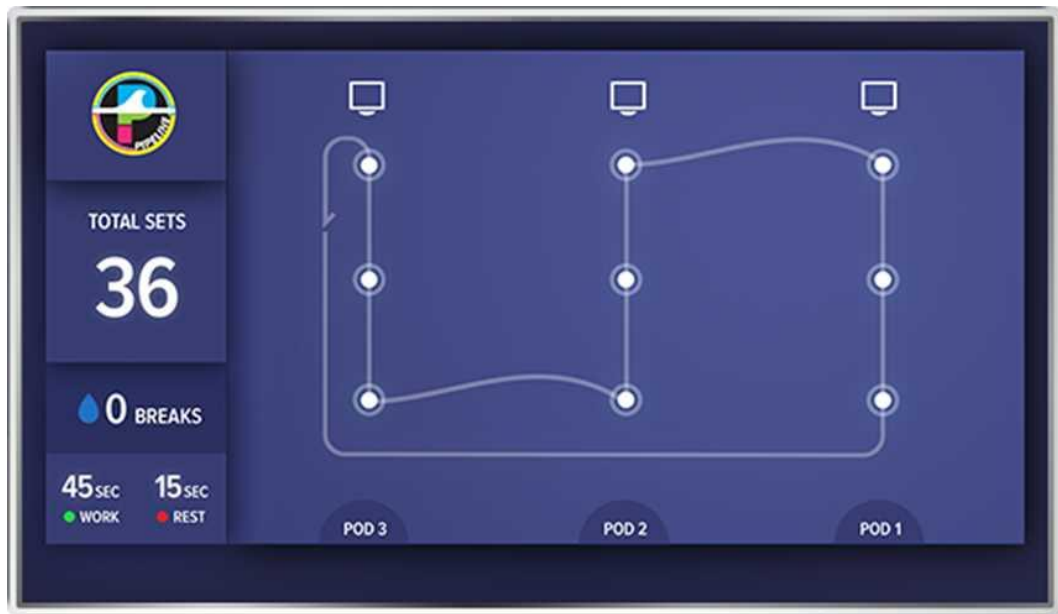
7

SETS TO GO

8



MOVE STATION





**NEXT CLASS IN** **6:47:11** **FIRESTORM**

19 	20 
21 	22 
23 	24 
25 	26 
27 	<b>FIRESTORM</b>


**F45tv**



**WORK** **SETS TO GO**

**2:37** **27**

**PROGRESS**



**Dashboard** **Challenges**

**Luke's Challenge** **Progress Mode**

86 83 25

Resisting 114 on track 100 on track

**Today's meals** **Lateral Blog Posts** **Lateral Videos & Seminars**





**Weekly Goals**

All goals in this section are from your current program. They will only be active for a maximum of 30 days on day.

**Hours at Risk** **Current goal is 100%**

**F45 Activity Report**

**Panthers** 6:30pm 12 Mar 2018 **175**

Min 73 Max 175



45.6% 364% 37:23

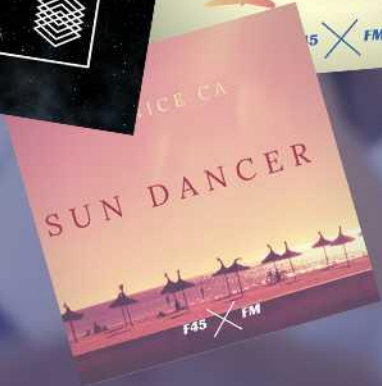
F45 DNA



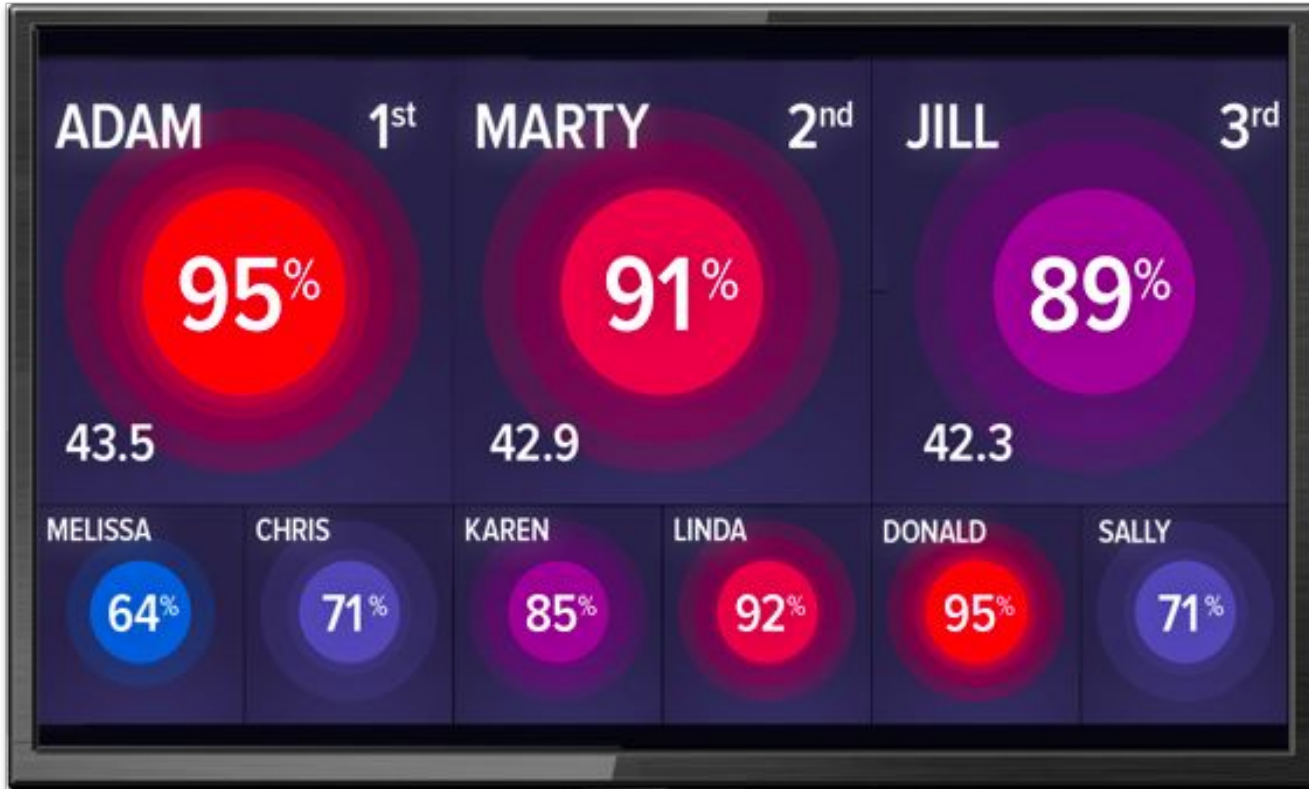
# WORLD SUPER SERIES F45







# F45 Lionheart: Gamification



F45 DNA





Be on the cutting edge of the fitness industry

Foster Student Community Through Fitness

Best 45min workout in the world



TEAM TRAINING \* LIFE CHANGING

TEAM TRAINING \* LIFE CHANGING



TEAM TRAINING \* LIFE CHANGING



USC



15	18	25	30	35
38	45	50	55	60
62	68	75	80	85
88	92	95	98	100
100	98	95	92	88





Heart	Temp	Calories	Speed	Time
75%	33°	18%	90%	9%
33%	85%	30%	28%	20%
5%	89%	100%	22%	100%









TEAM TRAINING \* LIFE CHANGING

TEAM TRAINING \* LIFE CHANGING

TEAM TRAINING \* LIFE CHANGING

FUNCTIONAL LAB  
F45  
Training

\* F45 \*

STANFORD







TEAM  
TRAINING





BU

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TEAM TRAINING \* LIFE CHANGING

TEAM TRAINING \* LIFE CHANGING

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## F45 BIKE

**Size** 1050 x 600 x 1150 (mm)

- Load capacity: 180kg
- Machine weight: 70kg
- Flywheel weight: 24kg
- Stuffing: PU foam with synthetic leather
- [Warranty on page 56](#)



## MMA GLOVES (PAIR)

Synthetic MMA gloves - F45 branded.



## MMA SHIELD

Vinyl shield - F45 branded



## EXTENSION BAND KITS

### INCLUDED:

- 30 x bungee cords
- 15 x waist belts
- 15 x pair handles
- 30 x anchor straps



## SLEDGEHAMMERS

Steel welded sledgehammer. Handle is completely welded to the top section - will never come off.

- Solid one-piece design
- Suited for commercial usage
- Kurling on the base gives grip to the user to ensure it does not slip out during use.



**SLEDGEHAMMER 5kg**



**SLEDGEHAMMER 10kg**



**SLEDGEHAMMER 15kg**



## SANDBAGS

Manufactured with military spec 1000D Cordura - as tough as nails!

- Inside material has a DWR coating making the bags water resistant for easy cleaning
- Handles are provided for easy and multiple grip positions
- Sandbags come with 2 x inners and each inner can be filled with sand or pebble to the recommended weight. To increase the weight in the larger ones use one of the inners from the smaller bags that were not needed....etc
- Adjust the weight with the bags provided



# STEPS

1. F45 will donate a full F45 Studio to School: **\$250k value**
2. College to provide space for F45 studio





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