

By: Finance Department  
Adopted: September 11, 2017  
Yes: Dryden, Graham, Harvey, Ledford, O'Barr  
No: None  
Absent: Burney

**City of Wasilla  
Resolution Serial No. 17-27**

**A Resolution Of The Wasilla City Council Authorizing The Mayor To Execute An Agreement With Wasilla Music & Dance Center For Leased Space In The Menard Center In The Amount Of \$10,800 For One (1) Year.**

WHEREAS, the City of Wasilla leases out commercial space in the Menard Center; and

WHEREAS, Wasilla Music & Dance Center provides complimentary services to existing programs offered at the Menard Center; and

WHEREAS, the lease agreement would generate revenue to the City of \$8,100 in fiscal year 2018 and \$2,700 in fiscal year 2019.

NOW, THEREFORE, BE IT RESOLVED, that the Wasilla City Council authorizes the Mayor to execute an agreement with Wasilla Music & Dance Center for leased space at the Menard Center in the amount of \$10,800 for one (1) year.

ADOPTED by the Wasilla City Council on September 11, 2017.

  
BERT L. COTTLE, Mayor

ATTEST:

  
JAMIE NEWMAN, MMC, City Clerk

[SEAL]

CITY OF  
**WASILLA**  
 • ALASKA •

**CITY COUNCIL LEGISLATION STAFF REPORT**

**Resolution Serial No. 17-27: A Resolution Of The Wasilla City Council Authorizing The Mayor To Execute An Agreement With Wasilla Music & Dance Center For Leased Space In The Menard Center In The Amount Of \$10,800 For One (1) Year.**

Originator: April Dwyer, Purchasing/Contracting Officer  
 Date: 8/29/2017 Agenda of: 9/11/2017

Route to:	Department Head	Signature	Date
	Chief of Police		
	Public Works Director		
X	Recreation & Cultural Services Director		8-30-17
X	Finance Director		8-30-17
X	Deputy Administrator		8/30/17
X	City Clerk		8/30/17

Reviewed by Mayor Bert L. Cottle:  8/30/2017

**Fiscal Impact:**  yes or  no      **Funds Available:**  yes or  no

**Account name/number:**

Sports Complex/Facility Rental Fees    340.4500.347.50.05    \$10,800

**Attachments:** Resolution Serial No. 17-27 (1 page)  
 Wasilla Music & Dance Center Proposal (3 pages)

**Summary Statement:** The City of Wasilla issued RFP 0621-0-2017/AD for Leased Space in the Menard Center. One proposal was received from Wasilla Music & Dance Center.

Anchorage Music & Dance Center was looking for space in Wasilla to open a second location. They opened Wasilla Music & Dance Center in August at the Menard under a temporary rental agreement. They offer a variety of private or group music and dance classes and are in the process of becoming a vendor for local homeschool families.

Wasilla Music & Dance Center will be a great fit – providing complimentary services that are compatible with the Menard Centers existing programs and events.

**Recommended Action:** Adopt resolution 17-27



9210 Vanguard Drive #1 Anchorage AK 99507 907 345-1555

City of Wasilla  
Attn: Purchasing Officer  
290 E. Herning Avenue  
Wasilla, AK 99654-7091

August 21, 2017

Re: RFP No. 0621-0-2017/AD: Leased Space at Curtis D. Mernard Memorial Sports Center

To Whom It May Concern:

We are Eileen & Vince Spezialy, owners of Anchorage Music & Dance Center, Inc. located in south Anchorage since 2009. We offer dance classes and private & group music classes to students ages 2 through adult.

During the school year, we have 400-450 music and dance students coming through our doors weekly. Our enrollment is less in the summer, but we usually have upwards to 120 students involved in music lessons, rock band camps, dance classes and dance camps.

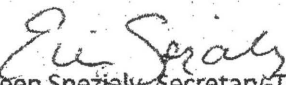
We want to expand our business to Wasilla for a few reasons: 1) Some of our families have moved to Wasilla and asked if we would open a location; 2) The classes we offer would be a good fit in a growing community like Wasilla; and 3) We believe that the systems we have in place to run our current business could be successfully duplicated.

Expanding our business to Wasilla would benefit us and the local community. The opportunity to rent a space at the Mernard Sports Center would allow us to serve a new community with less overhead than if we had to buy or rent a larger space. We would hire local teachers and administrative staff to work for us.

The Mernard Sports Center already offers multiple family activities including hockey & ice skating, but does not have any options for dance or music classes. If our business were there, a family would be able to have a child in hockey or ice skating, and another in dance or music on the same day; possibly at the same time. That would be a big time saver for parents, as opposed to driving to multiple locations for different classes.

We are excited to become a part of the Wasilla community, and are currently renting the space at the Mernard Sports Center for the months of August & September under a temporary rental agreement. We hope you will allow us to continue to offer music and dance classes at the Mernard Sports Center. Attached is our proposal, please feel free to contact us directly if you have any questions about the content.

Sincerely,

  
Eileen Spezialy, Secretary-Treasurer  
907 227-4731 direct cell/[espez66@gmail.com](mailto:espez66@gmail.com)

Proposal from Wasilla Music & Dance Center  
to Lease Space at The Curtis D. Mernard Memorial Sports Center  
RFP No. 0621-0-2017/AD

General Overview/History

Our current business grew from a music retail store on Huffman Road that we opened in 1994. We offered a full range of musical instruments, band & orchestra rentals and taught private and group music classes. In June of 2009 we moved our business to our current location, added a dance program, and stopped doing retail. We now own the building that our studio is in, and we employ 12 music teachers, 3 dance teachers and 2 administrative employees.

Our goal is to offer quality music and dance classes to families in one convenient location to help parents spend more time watching their students excel at music and dance, rather than spend most of their time driving to various classes at different locations. When we open a location at the Mernard Sports Center, we will be offering music and dance to families who may already have children in hockey, ice skating and other activities available at the center.

Vince Spezialy has been teaching music lessons and classes in Anchorage since 1994. He is the Program Director and has written the curriculum for our group music classes. He also trains and supervises our music teachers. Eileen Spezialy has been working in the administrative side of the business since 1994, creating class schedules, advertising, creating the website, and is our Dance Program Coordinator.

The owners belong to a network of music and dance studios throughout North America called Successful Studios Strategies. This association has afforded them access to experts in the business and continued education that has helped shape both the dance and music programs. In 2015 over 300 members of this association voted Anchorage Music and Dance Center the "Most Improved Studio" for the growth and success of their programs.

Our dance program includes curriculum based on guiding students to build a solid foundation in technique with an emphasis on proper placement and safe progressions of movement. All while remaining sensitive to the developmental needs of young dancers. We pride ourselves in creating a fun, positive environment where overall health and nutrition is discussed as important parts of being a strong dancer.

Our dance teachers have experience teaching and performing, and many have attended UAA and acquired, or are working toward, their Minor Degree in Dance. We have an open enrollment for recital dance classes through November 30<sup>th</sup>, and again from December 1<sup>st</sup> thru the end of February for "non" recital classes. We hold an annual Spring Dance Recital in May, and plan on doing the same at the Wasilla location.

Private music lessons are offered in Guitar, Piano, Voice, Drums, Violin, Cello, Viola & Electric Bass. Our group music classes include Kindergarten Keyboard (ages 5-6yrs) Beginner & Intermediate Guitar (ages 7-10yrs & 11-16yrs) and Rock Star Rock Band Class (ages 7-16yrs). Private music lessons are offered to students ages 5 through adult. Music recitals are offered in December & May for both private and group music students.

Our Preschool music classes use a nationally recognized curriculum called, Music FunTime. We have classes for students beginning at 18 months thru 5 years old. In these classes children learn to read music in the same manner they are taught letters, numbers, colors & shapes. We've created an array of colorful music teaching tools and work sheets that allow students to have fun while learning rhythm, pitch & notation.

### Operating Hours

Our location at the Mernard Center would be open Monday – Saturday; Sundays if we can staff it. On weekdays we would offer classes beginning at 10am, to make ourselves available to pre-school students and home schoolers. We would be open until 8pm to be available to public school students. We would offer classes on Saturdays from 9:00am thru 4:00pm.

Since the space is one room, we would begin offering music and dance on different days. An example would be Dance Classes on Tuesday, Thursday & Saturday; with music classes and lessons available on Monday, Wednesday & Friday.

### Improvements to Space

We would not require any structural improvements to begin classes. We would add our own dance floor. It would be a professional dance floor that would be placed on top of the current flooring (carpet) that is in the space. It would not be attached, so if it was ever to be removed, it would not have harmed the floor. We will also be using glassless mirrors that sit on their own frame with rollers. They are extremely safe and "unbreakable".

### Financial Viability

We propose to pay rent in the amount of \$900 per month, beginning October 1, 2017.

We have already paid \$450 for August, along with a \$450 deposit. We will pay another \$450 on September 1<sup>st</sup> according to the terms of our current Temporary Rental Agreement with the City of Wasilla; all without having any income generated from the space.

Our average monthly tuition per student unit is \$99 at our Anchorage location.

We anticipate the average to be \$89 at the Wasilla location, which means we would need to enroll 11-12 students to pay the rent.


If we say 6 of those students are in group classes and 6 in private music lessons, the payroll would be approximately \$572 for that month. We are confident our enrollment will quickly grow to cover the payroll too. We are in the process of becoming vendors for the local homeschools, and already have families calling to see when they can enroll.

Our 2016 tax returns are in the process of being completed, so we have attached the summary page of Form 1120S of our 2015 tax returns for your review. We hope to show you that we are a viable business with ample cash flow to cover the Wasilla location as enrollment grows.

As described in item #4 of the RFP, we do not have any disclosures to make regarding contract breaches, civil or criminal litigation, etc. We do not have any employees employed by the City of Wasilla. Our Anchorage location does employ teachers who also work for the Anchorage School District.

Thank you for your consideration, and we hope to be able to continue renting the space at the Mernard Sports Center so we can offer families in Wasilla an opportunity to take music and dance classes with us!

Anchorage Music & Dance Center, Inc.  
9210 Vanguard Dr. #1, Anchorage AK 99507

  
Eileen Spezialy, Secretary-Treasurer  
AnchorageMusicandDance.com

Date: 8-21-17