

SCOTIA-GLENVILLE CENTRAL SCHOOL DISTRICT

TO: Susan Swartz, Superintendent  
FROM: Andrew Giaquinto, School Business Manager  
DATE: July 8, 2025  
RE: OrthoNY Contract



Attached please find the 2025-26 agreement for Athletic Training Services with OrthoNY. It is consistent with the 24-25 agreement and reflects a 3% increase (\$1,841.18) with an annual cost of \$63,201.18. This represents the fifth year of this partnership with OrthoNY. The historical cost is depicted below.

YEAR	COST	\$ INCREASE	% INCREASE	FUNDING SOURCE
21/22	\$53,633			Cares Act
22/23	\$53,633	\$0	0%	Cares Act
23/24	\$58,997	\$5,364	10%	Cares Act
24/25	\$61,360	\$2,363	4%	General Fund
25/26	\$63,201	\$1,841	3%	General Fund

I suggest that this agreement be submitted for Board approval at the July 14 meeting. Thank you.

Attachment

AG/cc

pc: M. Tebbano

## **AGREEMENT FOR PROFESSIONAL SERVICES**

This Agreement for Professional Services (the “Agreement”) is entered into as of the 14<sup>th</sup> day of July, 2025, by and between the Scotia-Glenville Central School District (“SGCSD”) and OrthoNY (SGCSD and OrthoNY are individually referred to as a “Party” and collectively referred to as the “Parties”).

For valuable consideration, the Parties agree as follows:

1. Services. SGCSD hereby retains OrthoNY to furnish athletic training services (the “Services”) in accordance with the proposal from OrthoNY attached to this Agreement as Exhibit “A” (the “Proposal”). In performing the Services, OrthoNY shall use that degree of care and skill ordinarily exercised under similar circumstances by competent members of its profession practicing in OrthoNY’s locality.

2. Compensation. OrthoNY shall receive the compensation for the Services as set forth in the Proposal and on the terms set forth in the Proposal.

3. Insurance. OrthoNY shall maintain the insurance coverages set forth in the Proposal. With the exception of the NYS workers’ compensation insurance, SGCSD shall be named as an additional insured on a primary and non-contributory basis of the policies of insurance set forth in the Proposal.

4. Indemnification. To the fullest extent permitted by law, OrthoNY shall defend, indemnify and hold harmless the SGCSD, its officers, board members, agents, and employees from and against any suits, claims, damages, losses, or expenses, including but not limited to attorneys’ fees and litigation costs, arising out of or resulting from OrthoNY’s performance of the Services, but only to the extent caused in whole or in part by the act, omission, fault, or statutory violation of OrthoNY, any person or entity directly or indirectly employed by it, or any person or entity for whose acts it may be liable. This provision shall survive termination of this Agreement

5. Termination.

Mutual Termination: This Agreement may be terminated at any time upon the mutual written agreement of the Parties.

Termination for Convenience: SGCSD may terminate this Agreement for its convenience at any time. This right may be exercised by SGCSD in its complete discretion. It is understood that if SGCSD terminates this Agreement for its convenience, OrthoNY shall only be compensated for services properly performed up to the date of such termination, and any amounts due to OrthoNY shall be pro-rated based on the termination date.

6. Governing Law. This Agreement shall be governed by the laws of the State of New York. The Parties expressly agree that any claim, dispute, or other controversy of any nature arising out of the Agreement or performance of the Services shall be commenced and maintained in New York State Supreme Court located in the County where SGCSD is located. Nothing contained herein is

intended to alter or replace any provisions of the laws of the State of New York relating to claims made against SGCSO or to relieve OrthoNY from any obligations thereunder.

7. Entire Agreement. This Agreement represents the entire understanding between the Parties and supersedes all prior discussions, representations or agreements, either written or oral.

Scotia-Glenville Central School District

OrthoNY

By: \_\_\_\_\_  
Its

By: \_\_\_\_\_  
Its



## **Athletic Training Services Proposal**

### **Scotia-Glenville Central School District**

#### **Athletic Training Services**

1. **OrthoNY** will service all athletes involved in interscholastic athletics, including tryouts, conditioning, reconditioning, practice, and pre-game activities or competitions.
2. The term “reconditioning” shall include services identical to those conditioning services provided for the purpose of developing and maintaining the initial requisite of cardiovascular and neuromuscular capacities necessary to compete in their respective sports and having met the standards of competition established by the school district through its Chief School Physician, or an official medical designee, that previously existing physical injury or limitation has been appropriately treated and as necessary rehabilitates.
3. **OrthoNY**, through its athletic trainer and as requested by the school district, will provide athletic training services for the benefit of the above-described students. Services may include one or more of the following components:
  - Education of all coaches regarding sports first aid and injury protection.
  - Ordering of athletic training supplies and inventory.
  - Keeping injury records of all injured student athletes.
  - Assisting coaches in preparation of accident reports.
  - Making appropriate recommendations for the care and reconditioning of injured athletes.
  - Designing weight training and conditioning programs for all teams.
  - Preparation of all first aid kits for use by coaches and teams in the trainer’s absence.
  - Daily communication with coaches regarding player status for practice or game per physician recommendation.
  - Assisting the Chief School Nurse in arranging for the examination of athletes by a physician prior to participating in sports.
  - Instruction of coaches and assisting in the proper fitting of athletic equipment.
  - Assisting the school district, as requested, in confirming that athletes have appropriate medical clearance before returning to sport after athletic injury or illness.
  - Advising student athletes regarding appropriate training techniques.
  - Preparing athletes for practice or game participation.
  - Conferring with school health officials on matters relating to injured athletes.
  - Advising, as requested, the athletic director on the safety of all athletic facilities.
  - The athletic trainer will provide nutritional counseling to all athletes that request it, informing them on safe weight reduction and weight gain.

**Services Provided**

**OrthoNY** will provide athletic training services from August 18, 2025 to June 10, 2026.

Cost for school year 2025-2026: 1100 hours: \$63,201.18

**Billing**

**OrthoNY** will bill the school in monthly instalments. All billing and correspondence will be from 30 Century Hill Road, Latham, NY 12110

**Evidence of Insurance**

Certificates of Insurance will be available when the fall sports season starts.

If you have any questions, please call me at (518) 489- 2663 ext 5558.

Sincerely,

Luigi F. Rende, MS, ATC  
Coordinator of Sports Medicine/Athletic Training Services  
**OrthoNY**

Enclosures



## WHAT IS THE CENTER FOR SPORTS MEDICINE?

**OrthoNY** provides athletic training services to Burnt Hills, Duaneburg, and Glens Falls high schools. We provide high quality, cost-effective means of caring for all athletes at these schools. The athletic trainer is knowledgeable, motivated, caring and has become part of these communities. Our presence at these schools has increased awareness to athletes, parents, coaches and administrators about injury care, prevention and management. We provide a hands on approach to the Athletic Training Program. Our commitment is evident in how we deal with the injured athlete, communicate with the coach, and inform parents about their child's injuries. Our relationship with the coaches is unmatched.

### Athletic Training Services

**OrthoNY** provides athletic training services to area high schools, sports clubs and recreational organizations. The Center has the largest athletic training staff in the Capital Region. We employ four certified athletic trainers that are contracted to area high schools, provide game and event coverage and have clinical responsibilities in our Schenectady and Clifton Park locations. The athletic trainers are certified by the National Athletic Trainers Association (NATA) and the NYS Department of Education. Our program has been in existence since 1988, providing quality health care to many high schools, colleges, and recreational athletes. Our Athletic Training Program is the first step that ensures the athlete receives the best care available.

### Resources available

Our athletic trainers have available to them a full service sports medicine center, 37 orthopedic surgeons in nine locations that are strategically placed throughout the capital region, 15 physical therapists, 23 physician assistants and full x-ray facilities at all of our locations. We have a group of professionals that specialize in the treatment of athletic injuries and an orthopaedic urgent care service open six days a week. These professionals are responsible for the safe expedient return of the athlete to participation. Our team approach to treating the injured athlete is very successful. Our athletic trainers, physical therapists, and orthopedic physicians are in constant communication about an athlete's treatment and eventual return to his or her sport. This approach guarantees continuity in care and high degree of patient satisfaction. It also keeps the cost of medical treatment down; in many cases our physicians will refer the athlete back to the athletic trainer for the rehabilitation of the injury, avoiding time and money spent going to physical therapy. Sometimes formal physical therapy is unavoidable, and that's where our program is unique. Our therapists will work closely with our athletic trainers at the schools, making sure treatments continue outside the therapy clinic, and that the proper progressions are made. This will also expedite treatment and keep treatment cost low, a growing concern to parents and administrators. Here is a list of Resources that **orthoNY** has available to better treat your athletes:

**Physical Therapy**  
**Urgent Care**  
**MRI Services**  
**Electromyography (EMG)**  
**Outpatient Surgery Center**  
**Orthopaedic Urgent Care**

## **Pain Management**

### **Who do we service?**

The Athletic Training Program exists to provide proper health care to the high school athlete. Research done by NATA demonstrates that schools that employ a certified athletic trainer have lower injury rates, lower re-injury rates, fewer lost days due to athletic injury and an increased awareness on the management of these injuries. Our services are an integral part of the success of the student athlete, providing a positive environment to their healthcare. The success of our program comes from our involvement in the total program. We work closely with the coaches, keeping them informed on their injured athletes, being a resource for injury prevention and conditioning programs, and being a liaison between coach and parent when it comes to athletic injuries.

The certified athletic trainer also is a resource to the school physician and school nurse in the treatment of athletic injuries. Keeping parents informed is also a major responsibility of our program. When an athlete is injured, the parent is informed on the extent of the injury and given advice on what the next step should be in their child's care. Our communication with the parent reinforces that our primary goal is the health and wellbeing of their child. We have nurtured a high degree of confidence with the athletes, coaches, physicians and parents in the schools we service.

### **Why does our approach work?**

Our program started in 1988. Since then, we have had a chance to fine tune and improve on our product. Because of increased awareness in the area of sports medicine, people expect more for their child's safety in sports participation. We have led the way in the Capital region by employing qualified enthusiastic professionals to carry out our mission statement. Improvements in the program are made by surveying coaches and administrators, talking to parents and measuring outcomes. We take pride in bringing the newest and current treatment techniques to the student athlete and coach; our availability to them is unmatched. When an athlete is injured, we act promptly to get them to the next step. The resources available to the athletic trainer make it possible for treatment to be readily available. This instills confidence in the parent, athlete and coach that a proper diagnosis is made, and that a goal-oriented treatment plan is put into place. These systems exist because the athlete, parent and coach are entitled to accurate information. This prevents the "rest for two weeks" mentality. If we can expedite treatment, the lost time due to injury is significantly decreased. Our quality of care to the injured athlete is high because of early intervention and continuity of care. Our team members have a common goal – to return the injured athlete back to participation as soon as safely possible.

**In the event that services need to be cancelled or changed, written notice needs to be provided within 30 days of said changes**

If services need to be cancelled or changed, by either party, those changes need to be made in writing to the Business office of OrthoNY, and subsequently to the Director of Athletics at BHBL. Written notice must be within 30 days of the change or cancellation.

Marcella Tebbano  
Director of Health, Physical Education  
And Health, SGCS

\_\_\_\_\_

Date \_\_\_\_\_

Brian Raymond  
Chief Operating Officer  
OrthoNY

\_\_\_\_\_

Date \_\_\_\_\_