

CITY OF CORAL GABLES

-MEMORANDUM-

TO: Honorable Mayor and
Members of the City Commission

Date: April 16, 2026

FROM: Peter J. Iglesias
City Manager

SUBJECT: Award Recommendation
RFP 2026-001 Soccer Program
Management Services

At the next available City Commission Meeting an award recommendation for RFP 2026-001 Soccer Program Management Services will be included on the agenda. This memorandum serves to notify you that in accordance with Section 2-763 of the City Code entitled "Contract Award", my recommendation to the City Commission for award of the subject RFP is as follows:

- 1) Accept the recommendation of the Chief Procurement Officer to award the RFP and authorize negotiations with US Champions Soccer Academy, LLC, the highest ranked responsive and responsible proposer for Soccer Program Management Services, RFP 2026-001.
- 1) Should negotiations fail with the top-ranked proposer, negotiations may commence with the next highest ranked responsive-responsible proposer, Coral Gables FC LLC, if determined to be in the best interest of the city, until a satisfactory agreement and contract is reached.
- 3) Reaffirm the City's right to pursue alternative courses of action.

On February 4, 2026, the Procurement Division of Finance formally advertised, issued, and distributed Request for Proposals (RFP) 2026-001 Soccer Program Management Services. One hundred twenty-six (126) prospective proposers were notified by INFOR, the City's web-based e-Procurement system.

On March 26, 2026, five (5) firms submitted proposals in response to the RFP: Coral Gables FC, LLC, Gimenes Enterprises of Florida, Inc., H Soccer Training Corp., Sunrise Prime Football Club, Inc. dba FC Prime and Athletic Club Florida, LLC, and US Champions Soccer Academy, LLC.

The responses were reviewed by the Procurement Division in order to determine responsiveness to the requirements of the RFP. During the review, it was determined by Procurement, after consulting with the City Attorney's office, that Gimenes Enterprises of Florida, Inc. was deemed non-responsive based on their failure to meet the minimum qualification requirement that all head coaches must hold a minimum of a United States Soccer Federation (USSF) Class C License as required by Section 3.B.2 of the RFP; Sunrise Prime Football Club, Inc. dba FC Prime and Athletic Club Florida, LLC was deemed non-responsive based on their failure to meet the minimum qualification requirement that personnel must be certified in Heads Up as required by Section 3.A.1. of the RFP.

On April 9, 2026, the Evaluation Committee convened to evaluate the three (3) responsive and responsible proposals and ranked the firms in the following order: US Champions Soccer

Academy, LLC (top ranked), Coral Gables FC, LLC (second ranked), and H Soccer Training Corp., (third ranked). The Evaluation Committee recommended that the City negotiate with US Champions Soccer Academy, LLC, to provide the requested services for an initial three (3) year term with two (2) additional one (1) year periods.

The Evaluation Committee further recommended that, should negotiations fail with US Champions Soccer Academy, LLC, negotiations could be conducted with the next ranked firm, Coral Gables FC, LLC (second ranked).

After successful negotiations, a Professional Services Agreement will be executed. A more detailed description of the RFP, proposal response and evaluation results will be provided to you as part of the agenda package.

Please contact me should you have any questions.

Copy:

Cristina M. Suárez, City Attorney

Billy Y. Urquia, City Clerk

Carolina Vester, Assistant City Manager

Fred Couceyro, Community Recreation Director

Carlos Pichardo, Assistant Community Recreation Director

Diana M. Gomez, Finance Director

Celeste S. Walker-Harmon, Chief Procurement Officer